



Helping you achieve financial success.

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## Welcome to a new beginning



**Chris Kelso**



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**Janine Francis**

Welcome to the first edition of our e-newsletter! The aim of this new quarterly publication is to keep our valued clients informed and up-to-date on important lending and finance topics throughout the year.

We would also like to take this opportunity to announce our new business name, Achieveit Financial Planning, which was unveiled at the Empire Theatres on 10 November. Naomi Alletson and Chris Kelso have restructured the business since taking over HJ Garden and Associates more than 12 months ago, positioning it as a one-stop-shop for people wanting financial management assistance and who also want to enter the property market.

The restructuring has brought with it a new name and a renewed focus. We believe that the name 'Achieveit Financial Planning' is an apt description of what we do for our clients. Our team of trusted professionals is dedicated to working with you to help you achieve your goals and objectives. We are available to provide you with the strategic and investment advice required in building your wealth and managing your assets.

We look forward to a long and rewarding relationship with all of our clients, and continuing to deliver the high level of service and advice that you have come to expect.

Please feel free to [email us](#) if you would like to see any particular topics covered in future editions or if you have any general feedback. To find more details about the business and the services we offer, you can [visit our website](#). We respect your privacy, so if you no longer wish to receive e-news from us, you can unsubscribe by clicking on the link at the bottom of the email at any time.

We hope you enjoy our first edition.

Regards

The Team at Achieveit Financial Planning

## Feature articles



### The Perfect Loan

When it comes to finding the right loan the options can be overwhelming with most people focusing on the best loan for the lowest cost. Whilst interest rates tend to form the first point of comparison, there is a wide range of extra options available to help you find the perfect loan. Utilising some of the options detailed below can help you save money and tailor a loan that suits your specific needs.

**Scroll down to read more**



### Retirement Revolution

The 2009 Federal Budget introduced many changes that will impact on the retirement plans of many Australians. Let's take a look at these changes and how you can work through them to realise your retirement dreams. Find out what has changed, what it all means and what you can do about it.

**Scroll down to read more**

As the festive season draws near, we would like to thank you for giving us the opportunity to work with you this year and wish you and your loved ones a very Merry Christmas and a happy, healthy, and prosperous New Year.



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At this time of a growing rental market and very low vacancy rates, it is a good time to consider adding a rental property to your portfolio. If you have funds sitting in a savings account earning very little interest or you have equity in your current property you can get started.

At Asset House we have access to land in new estates in growth areas of Toowoomba, Warwick, Brisbane, Gold Coast, Sunshine Coast and Hervey Bay areas.

We can tailor an investment package to suit your budget and requirements with market leading finance available to approved clients.

For more information or to arrange an appointment please contact us on 07 4638 5660



## Feature articles in full

### The Perfect Loan

When it comes to finding the right loan the options can be overwhelming with most people focusing on the best loan for the lowest cost. Whilst interest rates tend to form the first point of comparison, there is a wide range of extra options available to help you find the perfect loan. Utilising some of the options detailed below can help you save money and tailor a loan that suits your specific needs.

- Additional repayments – the ability to pay additional funds off your loan without penalty. This will help reduce your debt quicker and save on interest payments.
- Offset account – the ability to save surplus funds within a separate bank account which can be used to offset the interest liability on your loan--and save interest over time.
- Redraw facility – the ability to make additional repayments on your loan with the option of withdrawing the funds again at a later time if required.
- Repayment holiday – the ability to take a break from repayments or make reduced payments for a period of time to cover issues such as redundancy or maternity leave.
- Top-up – the ability to increase your borrowing limit without the need to apply for a new loan.
- Portable loan – the ability to take your loan with you if you move house.
- Split loan – the ability to split your loan balance to have a portion on a fixed rate and a portion on a variable rate.

You may also consider taking out a professional package loan. Professional packages are generally only available if you have borrowings above a certain level or with a minimum level of income. They often involve the lender offering discounted interest rates and discounts on other products and services they may provide, including insurance.

With all of the options available, it makes sense to [contact](#) your broker who can guide you through the options available, and by explaining the benefits of each, help you find the perfect loan.

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## Retirement Revolution

The 2009 Federal Budget introduced many changes that will impact on the retirement plans of many Australians. Let's take a look at these changes and how you can work through them to realise your retirement dreams.

### What has changed?

Reduction in the level of allowable concessional contributions. From 1 July 2009, the level of allowable concessional contributions (such as employer and salary sacrifice contributions) was halved. This means that those over the age of 50 will be able to contribute a maximum of \$50,000 per annum until 30 June 2012, after which time they will be subject to a \$25,000 per annum limit. Similarly, those under the age of 50 will be limited to \$25,000 per annum in concessional contributions.

Increase in age pension age. Those born after 1 January 1957 will have to be age 67 to qualify for age pension entitlements. Transitional arrangements will apply from 1 July 2017 and will affect people born between 1 July 1952 and 31 December 1956, with the qualification age ranging from 65.5 years to 67 years.

Introduction of the work bonus scheme. Among changes to social security was the introduction of the 'work bonus scheme' to replace the pension bonus scheme. Under this arrangement, only half of the first \$500 of gross fortnightly employment income will be included in the income test for age pension entitlements. This is in addition to the current income test free area that applies.

### What does it mean?

The new restrictions on superannuation contributions mean that you need to start planning for retirement as early as possible. Whereas previously it was considered sufficient to save for retirement in the years between paying off your home and retiring, this is no longer an option.

The increase in age pension age will mean that retirees will have to support themselves for a few more years before being able to claim benefits, with incentives such as the work bonus scheme encouraging people to remain in the workforce instead of relying on government benefits.

### What can you do about it?

Firstly, make regular contributions to superannuation as early as possible. In doing so, you will not only make sure you can contribute more to your super, you will benefit from compounding returns over a longer period of time.

Secondly, consider staying in the workforce beyond age pension age, even if it's only working part-time. You will increase your retirement nest egg and delay the drawdown on your savings. It may also give you an opportunity to ease into retirement by working fewer hours whilst your income is maintained through a combination of wages and partial Centrelink entitlements.

To find out what changes you need to make to keep your retirement plans on track, [contact](#) us for an appointment to discuss your specific needs.

