

Absolutelysuper

September 2011

An article from your super fund

NGS Super expands Financial Planning service

As part of a program to expand member benefits, NGS Super has increased its financial planning capability with the addition of several experienced planners. The Fund Directors are acutely aware of the need for professional financial planning advice for members throughout their working lives as well as at specific critical points such as changing jobs, starting a family, the end of a relationship or prior to retirement.

A licensed financial planner can draw up an individual plan which includes matters such as estate planning (i.e. Do you have a valid will?), insurance, investments, taxation (including salary sacrifice) and, most importantly, pension options. It is a given that superannuation is complex and decisions involving

significant amounts of money should not be made lightly so the help of a licensed planner can be invaluable.

NGS financial planners work on a fee for service basis and receive no commissions for any recommendations they make. They work for the members! The usual procedure involves an initial consultation in which the planner will seek to clarify your financial needs and objectives while considering your tolerance to risk. There is no charge for the initial exploratory consultation and the member is free to decide whether he/she wishes to proceed with a more detailed plan. An upfront estimate of charges is presented to the member so there are no nasty surprises – and certainly no ongoing trailing commissions. The charge for the plan relates to the complexity of the financial situation and the planner will base the estimate on the number of hours needed to complete the plan. Obviously, if there is geared property or shares, a family trust structure or multiple properties, the plan will require more time.

While NGS client relationship managers are licensed to provide “general product information” on superannuation and intra-fund advice, the Australian Financial Services Licence held by the Fund does not allow them to provide “personal” advice. This is where the expertise of a financial planner is required.

The general areas of advice frequently covered by financial planners include:

- Setting up a budget – how much do I spend and where does it go?
- Clarifying financial goals – what do I want to achieve?

- Investment of superannuation – high, medium or low risk?
- Insurance cover – what kind and how much?
- My plan – simple or complex?

Financial planning advice must be tailored to the individual because everyone has different financial goals and different levels of risk tolerance. Some members may be happy to accept the volatility of the share market in the hope of double digit returns, while others are satisfied with a more defensive portfolio with a higher percentage of Cash and Bonds and more moderate returns.

A common question which financial planners may assist with is: Should I put more on my mortgage or more into my super? As both of these goals are worthwhile, it is a good idea to talk these matters through with a planner before making a decision.



NGS Super now has licensed planners in Sydney, Melbourne and Adelaide and the member take up has been strong demonstrating the need for this service. If you would like to book a meeting with a financial planner, phone **1300 133 177** to arrange a mutually convenient time.



Bernard O'Connor
NGS Super Company Secretary/
Manager Member Services

How to contact us

Visit our website www.ngssuper.com.au, or contact our Customer Service Team or your local relationship manager at any time. We're here to help you.

NGS Super Customer Service Team

Telephone: 1300 133 177

Phone number for callers outside Australia
+61 3 8687 1818

Fax: (03) 8640 0813

Email: administration@ngssuper.com.au

Web: www.ngssuper.com.au

Postal address

GPO Box 4303

Melbourne VIC 3001

NGS Super Trustee Office (NSW)

Dee Duke

Client Relationship Manager

Email: dduke@ngssuper.com.au

Jorjet Issavi

Client Relationship Manager

Email: jissavi@ngssuper.com.au

**Level 16, 99 Bathurst Street
Sydney NSW 2000**

Telephone: (02) 9273 7900

South Australian Regional Office

Elaine Santos Facchino

Client Relationship Manager

Email: efacchino@ngssuper.com.au

John Pedersen

Client Relationship Manager

Email: jpetersen@ngssuper.com.au

**Level 1, 431-439 King William Street
Adelaide SA 5000**

Telephone: (08) 8418 2400

Western Australian Regional Office

Kate Bell

Business Development Manager

Email: kbell@ngssuper.com.au

C/- Sharyn Long Chartered Accountants (SLCA)

Level 6, 216 St Georges Terrace

Perth WA 6000

Mobile: 0488 188 344

Victorian Regional Office

Laurie Buchanan

Client Relationship Manager

Email: lbuchanan@ngssuper.com.au

Suite 505, 737 Burwood Road

Hawthorn VIC 3122

Telephone: (03) 9811 0502

Important information

The information in this article is general information only and does not take into account your objectives, financial situation or needs. Before making a financial decision, please assess the appropriateness of the information to your individual circumstances and consider seeking independent advice from a licensed or appropriately authorised financial advisor.