



## **FINANCE AND INSURANCE SERVICES**

**In association we can provide a full range of financial and insurance services, whether you need is finance related, wealth or retirement planning, or providing a review of your personal insurances.**

**Not only can we help you save both time and money, we can help you protect business and personal assets.**

### **FINANCIAL SOLUTIONS:**

- ✓ Refinancing and consolidation of loans to improve cash
- ✓ Motor Vehicle and Plant & Equipment finance
- ✓ Home Loans including Investment Property loans
- ✓ Working Capital loans for your business
- ✓ Commercial Property loans
- ✓ Construction and Development loans
- ✓ Loans for Self-Managed Super Funds to buy property

### **FINANCIAL PLANNING, INSURANCES & PERSONAL RISK SOLUTIONS:**

- ✓ Investment and Superannuation Planning
- ✓ Retirement Planning including transitioning to retirement strategies
- ✓ Self-Managed Super Funds
- ✓ Life Insurance
- ✓ Income Protection
- ✓ Total & Permanent Disablement Protection
- ✓ Trauma / Critical Illness Protection
- ✓ Insurance Structuring
- ✓ General Insurances

### **CASE EXAMPLE – ALTERNATIVE TO OVERDRAFTS**

Pete has owned and run a successful electrical business for the past 8 years. He employs 5 full time staff and 1 part time office person to help run the business.

Because Pete's debtors had begun to take a lot longer to pay Pete's invoices, he approached his bank and asked for a "Business Overdraft". His thinking was that the overdraft would allow him to continue paying wages and other business expenses while he waited to collect outstanding debts. As Peter had been a good client who always made his payments to the bank, the bank approved an overdraft of \$100,000 in his business name and requested the following security:

**CONTACT US FOR AN OBLIGATION FREE DISCUSSION**



- Director Guarantee
- A guarantee from his wife who is not involved in the business
- A mortgage over his house
- A fixed and floating charge over all of the assets of his company

Each year Pete had to provide updated financial statements and tax returns to the bank to have his facility extended for a further twelve months. This year Pete sustained a bad debt which saw the business show a small loss. This set off alarm bells with the bank who questioned his ability to continue to meet loan repayments. This led to a more formal review including revaluing his home.

The property had decreased in value and therefore the bank reduced his overdraft limit to \$50,000. This placed immense pressure on the cash flow of the business and created a very stressful environment for Pete in continuing to run his business.

**After meeting Pete and getting a much better understanding of his business a finance facility was secured for Pete's business, replacing the overdraft and providing the following benefits:**

- ✓ **No annual review, a set and forget facility**
- ✓ **No security required over his business**
- ✓ **No future valuations on his property**
- ✓ **A cheaper interest rate**
- ✓ **Lower annual fees**

**THIS SCENARIO IS JUST ONE WHEREBY SMALL BUSINESS OWNERS HAVE BEEN ASSISTED BY RESTRUCTURING THEIR FINANCES.**

**CONTACT US FOR AN OBLIGATION FREE DISCUSSION**