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Welcome Email

You have been offered the opportunity to use *Financial Mappers Lite*. This is a 5-year Savings/Investment Plan that will allow you to manage your finances.

You will receive an email. This is an example of a fictitious client called **Seth Alby** and for a fictitious Company called **My Company**. If you do not receive the email, check your **Spam Folder**.

When you open the email, you should click on the link:

On the link, you will be asked to enter your password. You should keep this password safe. You will need this password and your log in email every time you wish to access the Portal. After entering your password twice, you will be invited to login.





The first time you log in you, will be taken immediately to the *Account Details Page*, where you should complete all the information, including the <u>name of your partner</u> if you wish to include a partner in your plans. <u>It is very important that you add a *Nickname* in the field "Initials". This name will be added to any accounts you own independent to your partner.</u>

If you choose to **Enable** *Two-Factor Authentication* (2-F-A), you will receive a 6-digit code to your email account. This feature is disabled when you start.

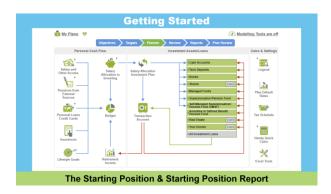


Once you click the *Save and Continue* Button, you can complete a list of information about your current finances. This information is referred to as the *Starting Position* and can be accessed at any time, by clicking on the button, below your name in the top right-hand corner.

If you plan to share any reports with your professional advisers, it is recommended you complete the section *About Me and My Family* at the same time. This information is included in the *Starting Position Report* and is important to those you may choose to share this information.

Later this information will be imported into your 5-year plan, called *My Plan*.

Before you proceed, please watch this video on how to enter the information in the <u>Starting Position and Starting Position Report</u>.



Starting Position – Me and My Family



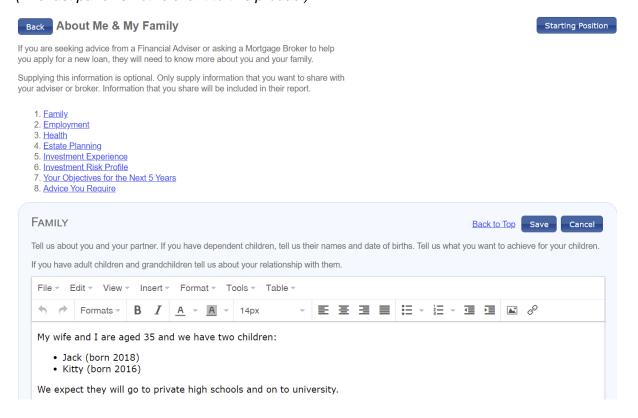
If you are seeking advice from a Financial Adviser or asking a Mortgage Broker to help you apply for a new loan, they will need to know more about you and your family.

Supplying this information is optional. Only complete the panels, where you want to share that information with your adviser or broker.

In the *Plan Review*, you will most likely find one of the reports will contain a section called "About Me and My Family". Panels without information will not be included. You decide what you want to include.

There are 7-panels you can complete.

(The last panel is not relevant to this product)



My Family

Tell us about you and your partner. If you have dependent children, tell us their names and date of births. Tell us what you want to achieve for your children.

If you have adult children and grandchildren tell us about your relationship with them.

My Employment

Tell us where you and your partner work, together with your future prospects for employment. Tell us if you intend to take time off from the workforce or work part-time.

Health

Tell us about your health and that of your partner. Tell us if you have health insurance and whether or not either of you are smokers. It is important to tell us about any conditions which may affect your ability to work in the future or affect your longevity.

Estate Planning

For both you and your partner please tell us whether or not you have made a Will or Power of Attorney. Information about where these documents are located, and the name of your lawyer would be helpful.

Investment Experience

Tell us about your previous investment experience. Tell us if you like to read books about investments and which are your favourite books.

Do you consider you have a good understanding of your finances? If you were asked to explain the following five concepts, how many do you think you could answer, without checking first:

- 1. How Compound Interest Works
- 2. The effect of Inflation on the purchasing power of your money in the future
- 3. How Diversification aims to protect you
- 4. What does the Risk/Return equation mean to you
- 5. Do you know what a Debt Servicing Ratio (Loan to Value Ratio) is and why it is important?

Tell us which ones you don't understand, by listing the number.

If you are interested in receiving information to improve your money management and investment skills, please tell us.

Investment Risk Profile

For both you and your partner, tell us about what type of investments you prefer to invest in. That is; do you prefer the major part of your investments to be in: Interest Earning Accounts, Shares or Real Estate?

Tell us whether or not you consider yourself a risk taker.

Assuming that the higher the return on an investment, the greater the risk, if you were asked to choose one the following investments which would you most likely choose:

- No Risk as money in Fixed Interest accounts with little opportunity for capital growth or loss of capital. The return is likely to be about the same or less than the Inflation Rate
- 2. Generating a return say 3%-4% above Inflation, e.g. Balanced Managed Fund
- 3. Generating a return of say 6%-8% above inflation, e.g. a High Growth Managed Fund
- 4. I would prefer to keep most of my investments in Real Estate

Your Objectives for the Next 5 Years

To assist in the planning process, you should list in order of importance your main financial objectives.

For example:

- Reduce Credit Card Debt (to what amount?)
- Reduce Personal Loans (to what amount?)
- Reduce Home Loan debt (to what amount?)
- Reduce Investment Loan debts (to what amount?)
- Save for a new car or other Personal Savings Goals (and how much)
- Save for Home deposit (the % deposit figure, and the estimated purchase price)
- Purchase a Home (and the estimated purchase price)
- Purchase an Investment Property (and the estimated purchase price)
- Invest in the Share Market (and how much)
- Invest in Managed Funds (and how much)
- Make personal contributions to my Superannuation/KiwiSaver (what amount for which partner?)

What Advice to You Require

If you are seeking specific advice from your financial adviser, please list exactly what you want your adviser to help you with.

Examples of the type of advice you may need:

- The best way to save for a home deposit
- The best way to reduce personal debt
- How to manage your home loan
- What Managed Funds you should use for your savings
- How to purchase or manage an investment property
- How to improve your returns on Superannuation
- Do I have adequate insurance?

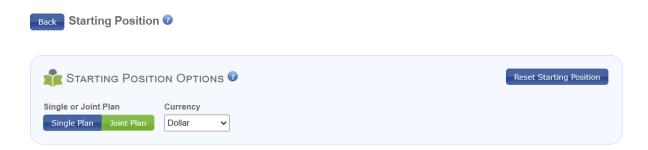
The Starting Position

It is recommended that you watch the **Help Video**, <u>Starting Position and Starting Position</u>

Report BEFORE you commence.

Notes on Starting Position

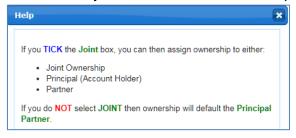
You have the option to create a solo plan for yourself, or if you prefer, you can include your partner's financial information, by ticking the *Joint Tick Box*. At any time in the future, you can reset your *Starting Position* and all the information will be deleted. You will then need to start a new 5-year plan with that new <u>Starting Position</u> information. It will not update the current plan.



There is a complete list of items for you to complete. If you don't own any of the items, simply move to the next.

Click the **PLUS** Icon to add another row of information

To help you understand the software, you should read the inline help for each section <a>?



Salary



This is an example of adding two people's *Salary*.



Personal Assets

Personal Assets are not transferred to the planner page, but having all this information will allow the software to create a full **Assets and Liabilities Statement** of your financial position at the start of the plan. They are included in the report, **Starting Position Report**, found and the bottom right-hand side of the Starting Position page. Personal Assets may be described as

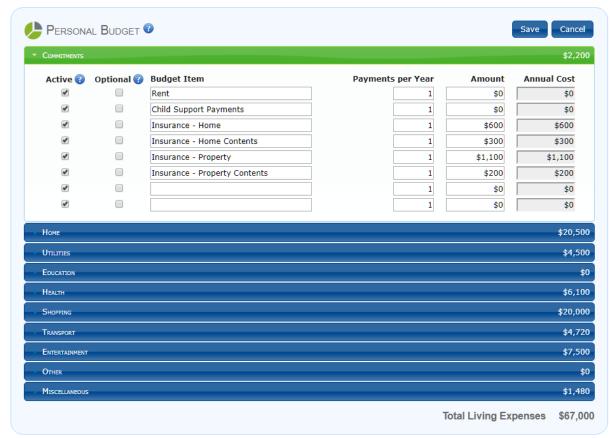
- Vehicle
- Home Contents
- Other



Personal Budget

Completing a *Personal Budget* may be quite time consuming, <u>but it is important that you understand where you are spending your money</u>. This will help you to learn how to manage your day to day *Living Expenses*. Some things don't need to be included. This is because you will enter the information in other parts of your plan. These are items like saving for special *Lifestyle Goals*, such as a holiday or a car, *Insurance* (Life, Income & Trauma), *Loans* and *Investment Savings*.

While you can enter the information in your plan, this is the fastest means of data entry. When you enter the plan, the values will autofil for the length of the plan. You can then change the values in any year.



Tips for Creating your Budget

- You can overwrite any Budget Item and add more in the blank rows.
- If you uncheck the *Active Button*, the value is not added to the cost, but you may recheck later if you find you can afford the item.
- The Optional Box allows you to identify costs you would not spend if for any reason you are unable to work for the year. Say, you were unemployed. This information will help the software to identify your essential costs which must be paid if your income is reduced.
- In the **TAB**, *Other*, there are no entries. This is a section for you to add any extra category you may wish to include.

It is important that you have some Unallocated Funds, to meet any unexpected costs. These funds are not transferred to the next year.

In the some Reports you may see a graph showing the amount of *Unallocated Funds*. If you do not have a positive balance in any year, the warning symbol will be displayed at the end of the graph.



Milestones and Goals

Milestones and Goals are anticipated large financial purchases such as buying a house, or major lifestyle events which may impact on your financial plan. These would be items such as having a baby or taking a gap year.

These items are imported into your plan and later you can add *Milestones* for other years of your plan.



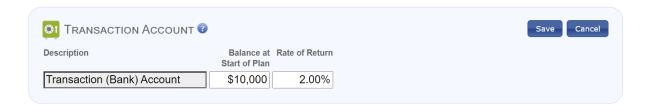
Note that you can add additional information, such as the cost of the car or the investment property. There is also a blank entry for you to use.

Transaction Account

The *Transaction Account* may not be an account that you currently have, and you may need to make a fictional one, if you transact all your personal and investment expenses from one banking account.

In the software, all your Investments, Superannuation, Home Loan Costs, Renovation Costs and Tax paid on investments are paid from the *Transaction Account*. All your personal expenses, such as Living Expenses, Lifestyle Goals, Tax on Salary, Insurance, Savings for Investments are paid from the *Budget*.

When you are creating your plan, it will be important you keep sufficient funds in this account to pay for those expenses. If the balance of the account is overdrawn, you will need to adjust your plan.



If your Transaction Account is overdrawn, you may see this warning icon in the graph showing your *Transaction* (Bank) *Account Graph*. You will find the software often refers to this account as your Bank Account.



Homes and Investment Properties

If you own a home or investment property, the details of the properties should be entered. Each property can have one loan attached to the property. Additional loans should be added by clicking on the Chain Icon.

Note that there is no entry of income and expenses for your *Investment Property*. For now, the software defaults to an income and expense amount as set in the software, under Default Rates. When you enter the plan, you can then adjust these values, together with other investment property costs.

It this example Seth and Sue own a home with one mortgage. Use the **PLUS** and **LINK** to add more information.



Cash Accounts, Term Deposits & Bonds

You should enter any information about accounts you currently have. Note that for *Term Deposits* and *Bonds*, the term must be in whole years.



Shares and Managed Funds

It is important to understand that you don't need to enter the name of every share in your *Share Portfolio*. You should enter the Total (Current) Value of your shares and the approximate Purchase Price. At this point in time, if you don't know the exact purchase price, just do a quick estimate. It can always be adjusted in the plan later.

If you should have loans related to your Share Portfolio, this information should be included. Again, you can only have <u>one loan attached to a Share Portfolio</u> and additional loans should be added by using the Chain Icon.



Personal Loans and Credit Cards

The cost of these loans is included in the Budget Expenses.



Retirement Assets

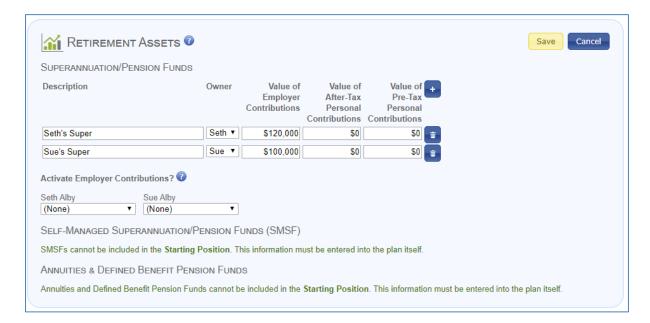
If you have a **Self-Managed Superannuation Account**, the information will need to be entered directly into your plan. If you wish you can use the Superannuation Account, but where it is a Joint SMSF, you will need one account for each partner.

With reference to Annuities, these are only applicable for Retirement Plans, where you have commenced retirement. (The Lite version is limited to a Savings/Investment Plan).

You may have more than one **Superannuation Account**. Before you can allocate your current **Employer Contributions** to an account, you should **SAVE** the entries about all the accounts and then nominate which account you want to use for future **Employer Contributions**.

Note that if you have made *Personal Contributions*, either Pre- or Post-Tax, the value of these contributions, should be separated from those made by your Employer.

Entries in this section requires that you SAVE, after you enter the account balances.

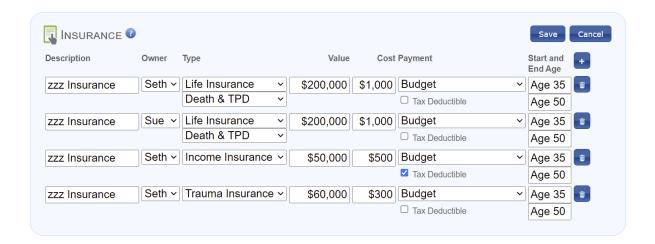


After **SAVING**, you must select the account to which the Employer Superannuation Contributions are to be made and then **SAVE** again.



Insurance

If you have any *Life*, *TPD*, *Income Protection* or *Trauma Insurance*, the information should be added here. If you nominate to pay the costs from your *Budget* the costs will be included. However, if you nominate to pay the costs from your *Superannuation*, you will need to enter this information again in your plan's *Superannuation Account*.



Monthly Salary Allocation to Investment Plan

The final section of the *Starting Position* is the **MOST IMPORTANT** and must be completed. The reason is that you need to tell the software, how much you intend to allocate for any *Additional Home or Investment Loans* and how much you wish to save for *Other Investments* (Cash, Shares, Managed Funds & Superannuation).

You should enter the monthly amount, and the software will calculate the annual allocation.

The software will give you a summary of your *Allocation from Salary to Investment Plan*, so you can check to see if you can afford the allocation.

You will see that in the last row, the software has calculated the % of Salary Invested (Home, Investments & Superannuation) as 15%. This is really important information. The reason is that when you open your plan, you will find a section called Investment Plan. The software will allocate that 15% to Savings from Salary to every Salary Account which has been created. In this case, Seth and Sue's Salary. Later you can adjust his percentage if required in the Salary Accounts.



You have now completed all the entries. From here you can either generate the *Starting Position Report* or *Continue to My Plans*.



Starting Position Report

When the Report is generated you have the choice to *Generate a PDF*, which you can save on your computer or you can email the report to your adviser, broker or accountant.



PDF of Starting Position Report

When you generate the PDF file, the file will be delivered to the bottom left hand side of your software window box. This report will consist of 6-pages.



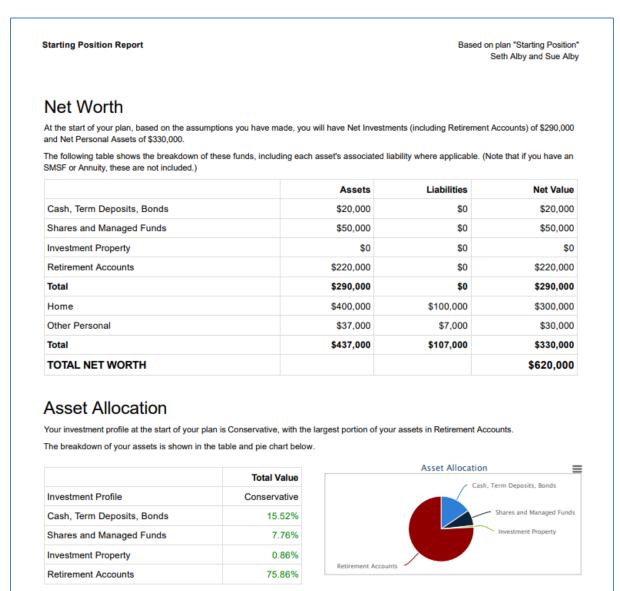
Cover Page

At the start of every Report is a *Disclosure Statement*. You should read this carefully to understand how the software functions, particularly in relation to *Default Rates*.

The main section of the Report is arranged on 4-pages.

New Worth

This page is a Summary of your *Net Assets* and *Asset Allocation*.



Assets and Liabilities

On the second page, are the details of your *Assets*, *Pension Funds* and *Liabilities*. Where the plan is a Joint Plan, ownership is allocated to each partner, together with the total. Note that where the account is Joint, 50% is allocated to each partner.

Starting Position Report Bas				ased on plan "Starting Position" Seth Alby and Sue Alby	
A					
Assets					
Non-Retirement Assets	Seth	Sue	Total	\$70,000	
Bank Account	\$5,000	\$5,000	\$10,000		
Emergency Cash (Joint)	\$5,000	\$5,000	\$10,000		
Our MFund (Joint)	\$25,000	\$25,000	\$50,000		
Home	Seth	Sue	Total	\$400,000	
Our House (Joint)	\$200,000	\$200,000	\$400,000		
Personal Assets	Seth	Sue	Total	\$37,000	
Seth's Car (Seth)	\$10,000	\$0	\$10,000		
Sue's Boat (Sue)	\$0	\$12,000	\$12,000		
Furniture & Electrical Goods (Joint)	\$7,500	\$7,500	\$15,000		
Retirement Accounts	Seth	Sue	Total	\$220,000	
Seth's Super (Seth)	\$120,000	\$0	\$120,000		
Sue's Super (Sue)	\$0	\$100,000	\$100,000		
Liabilities Investment Loans	Seth	Sue	Total	\$0	
Bank Overdraft	\$0	\$0	\$0		
Home Loans	Seth	Sue	Total	\$100,000	
Our House [Loan] (Joint)	\$50,000	\$50,000	\$100,000		
Personal Loans	Seth	Sue	Total	\$7,000	
Car Loan (Seth)	\$5,000	\$0	\$5,000		

Salaries and other information

On this page, you will find a list of information entered for *Salaries and Expenses*, allocated in the *Starting Position*. When you enter the plan, this information can be adjusted

tarting Position Report			Based on plan "Starting Position Seth Alby and Sue Alb	
Salaries and Expenses all	located in the Sta	arting Posi	tion	
Salary	Seth	Sue	Total	\$135,000
Seth's Salary (Seth)	\$85,000	\$0	\$85,000	
Sue's Salary (Sue)	\$0	\$50,000	\$50,000	
Living Expenses				\$67,000
Commitments			\$5,000	
Home			\$5,000	
Utilities			\$5,000	
Education			\$0	
Health			\$5,000	
Shopping			\$30,000	
Transport			\$5,000	
Entertainment			\$5,000	
Other			\$2,000	
Miscellaneous			\$5,000	
Insurance	Seth	Sue	Total	\$2,800
zzz Insurance (Seth)	\$1,000	\$0	\$1,000	
zzz Insurance (Sue)	\$0	\$1,000	\$1,000	
zzz Insurance (Seth)	\$500	\$0	\$500	
zzz Insurance (Seth)	\$300	\$0	\$300	
Salary Allocation to Investment Plan				\$19,919
Loan Expenses (Home & Investment Loans less Rent)			\$7,919	
Additional Payments for Home & Investment Loans			\$0	
Other Investments			\$12,000	

Milestones, Insurance and Loans

On the final page is important information relating to your *Milestones*, *Insurance*, and *Loans*, including Credit Card debt.



About Me and My Family

It is recommended you complete this information, if you want to share the report with one of your professional support team such as your accountant or mortgage broker.

Starting Position Report

Based on plan "Starting Position" Seth Alby and Sue Alby

About Me and My Family

Family

My wife and I are aged 35 and we have two children:

- Jack (born 2018)
- Kitty (born 2016)

We expect they will go to private high schools and on to university.

Employment

We are both employed in fairly secure positions.

Health

We are both in good health and non-smokers.

Estate Planning

 $We both have Wills and Enduring Power of Attorney. \ All documents are held with our solicitor. \ (Jackson Lawyers).$

Investment Experience

We are not very experienced investors but have started reading some books on the subject.

We are not sure what 4 (Risk/Return) & 5 (Debt Servicing Ratio) mean.

We would love to join any Financial Literacy program you may have.

Investment Risk Profile

We would not consider risk-takers, but we do want to be involved in the management of our investments.

Our preferred investment would be in (3) a High Growth Fund. In the future, we would like to consider purchasing an investment property.

Your Objectives for the Next 5 Years

- 1. Reduce personal debts
- 2. Start an Investment Plan saving \$1,000 a month
- 3. Start saving for a holiday every 3 years
- 4. Start saving for a new car to be purchased in 2 years

Advice You Require

No information provided

Emailing Reports

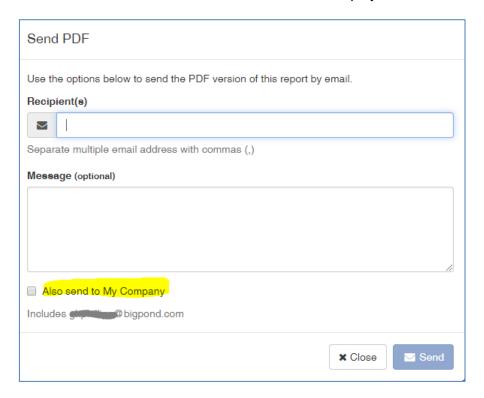
There may be times when you want to email this report someone such as your adviser, mortgage broker, lender or accountant.

Click on the down arrow to display the message Send PDF by email...



This will display a dialogue box where you can enter the email addresses of people you may wish to send the report. You can also write a message to be included in the email.

If you choose to send the report to the company which supplied you Financial Mappers Lite, **Tick** the **Check Box**, and the email will be sent to the email displayed below.



Before the email is sent you must *Confirm*, that

This report may contain sensitive information. Please double-check the recipient list before sending as this action cannot be undone



If you have carefully checked the email addresses and realize that the information is being sent via email and not within the platform, you should click the *Cancel* or *Confirm* as appropriate.

Making Plans

First plan

Financial Mappers Lite is limited to one **5-Year Plan**, with limited access to reports <u>and no access to the software's Modelling Tools</u>. This plan must be a Saving/Investment Plan. That is, you cannot include Retirement Incomes.

The first time you click on the button *Continue to My Plans* at the bottom of the *Starting Position* you will be asked to create your first plan. You click on the button *New Plan from Starting Position*.

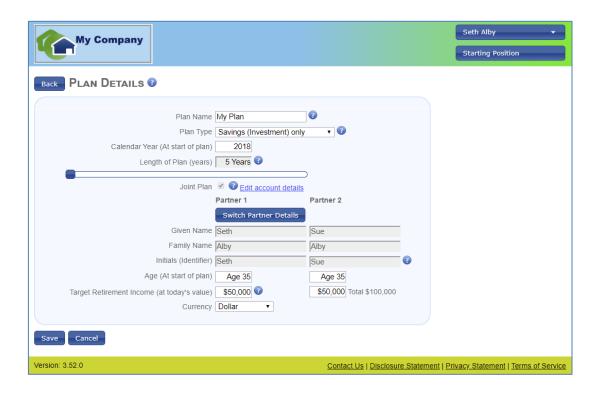


The Plan is automatically named *My Plan*. If the *Starting Positon* is for a *Joint Plan*, then the details of both partners will be included.

Note that the user must enter *manually their age*. The age defaults to age 30 for both partners. The *Target Retirement Income* defaults to \$100,000, but this can be edited, as is the case for Seth and Sue.



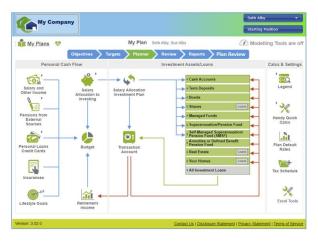
It his case, Seth and Sue are aged 35 and they want a combined retirement income of \$100,000.



Note how the names of the partners and their *Initials (Identifier)* have been imported from the *Account Details*. Therefore, it is important to complete this information the first time you open the software. If you forgot, click on the link <u>Edit account details</u>, to add the information. If you need to return to this screen, go to the *My Plans* Page, and click on the <u>EDIT</u> Icon.



As soon as you click **SAVE**, you will be taken to the **Planner Page** of the software and you are ready to start making your plans for the next 5-years.



Editing your Plan Details Page

If at any time, your wish to EDIT, the information in the *Plan Details*, you should return to the *My Plans* page by clicking the link <u>My Plans</u> on the *Planner Page*.



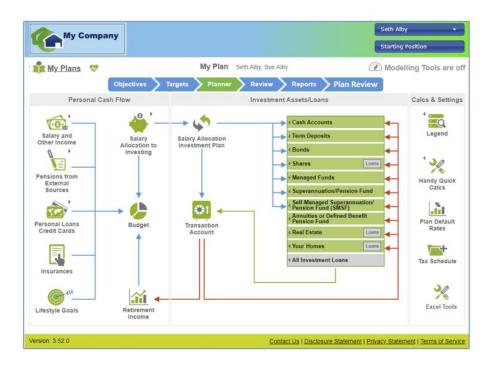
To return to the *Plan Details* page, click the **EDIT Icon** (pencil).



Plan Management Area

Planner Page

This will take you to the *Planner* page in the *Plan Management Area*, of your plan, *My Plan*. The navigation chevrons show you which part of the Plan Management Area you are in at any time. Your current page is shown by a green chevron.



The *Planner* page is the main hub used to enter the details of any plan. The information from the *Starting Position* has already been entered, so all your current salaries, assets and loans have been entered into the plan.

You may like to open some the accounts to see what they look like.

Note on the Heartbeat icon

This icon opens a floating window which displays 4-graphs. Refer to the Help Manual – Plan Health. This is a very important tool to help you manage your plan without having to change screens to check important information.





Tutorials

In the dropdown menu you will find a section, *Tutorials*.



You should consult the PDF files to lean more about specific accounts.

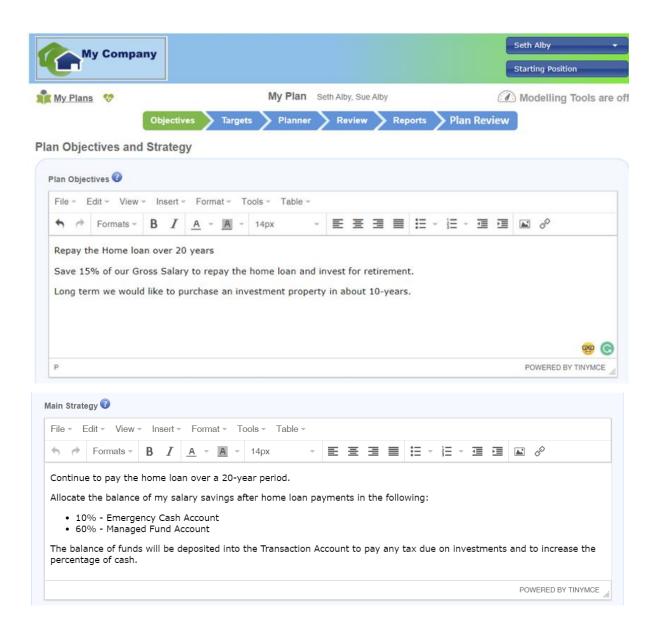
- Getting Started Guide (FM LITE)
- Frequently Asked Questions
- Budget, Transaction Account & Investment Plan Cash Flows
- Interest Earning Accounts Cash Term Deposits & Bonds
- Shares and Managed Funds
- Real Estate Home & Investment Property
- Retirement Accounts Superannuation/Pension, SMSF & Annuities
- Plan Construction Statistics, Financial Targets & Asset Allocation

Other Plan Management Pages

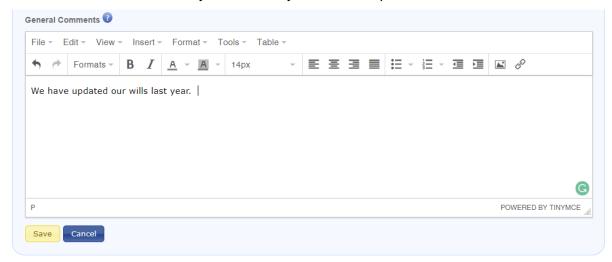
Click on each of the navigation *Chevrons* in the **Plan Management Area** to see what has been entered.

Objectives

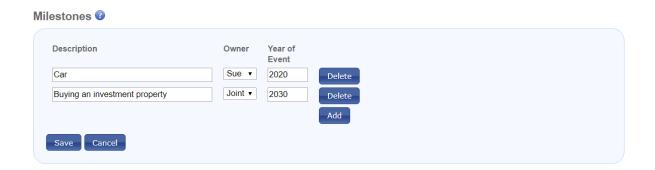
On the Objectives chevron, you can write your Plan Objectives and Strategies.



General Comments is for any information you think is important to note.

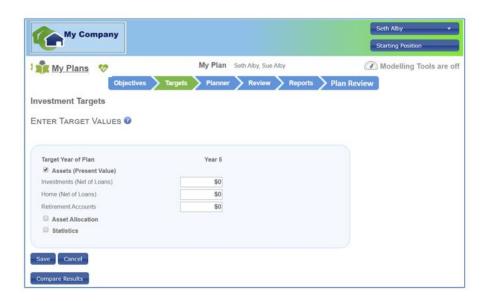


You can also add any *Milestones*, such as **Buying a Car**, or **Being Debt Free**. Milestones are major lifestyle events or major purchase events. There is a drop-down list to choose from.

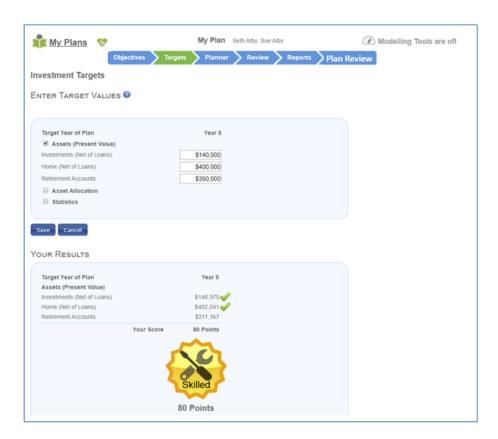


Targets

On the *Targets* chevron, you can nominate your Financial Targets you wish to achieve at the end of the 5-year plan. (Uncheck the Asset Allocation and Statistics if you don't want to do these as well - recommended)



After you save the entries, you can click on the TAB Compare Results and see how well you went.



Review

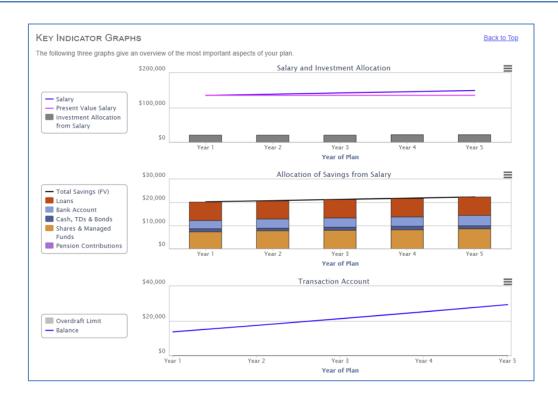
On the *Review* chevron, there are three panels of information.

In the panel, **Review Dashboard**, you can move the slider to any year and view the results. By clicking on the Information icon, you can see a graph for the 5-years of the plan.

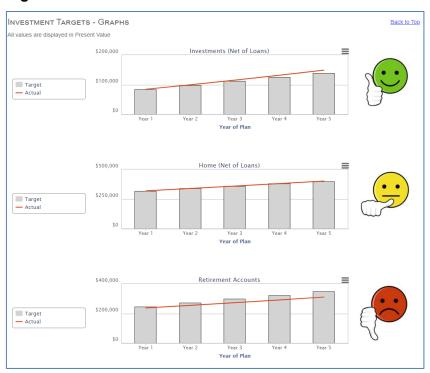
Here is the information displayed for Years 1 and Years 5, displayed in Present Value.



The *Key Indicator Graphs* will display your salary, the allocation of your salary to savings and the balance of the Transaction Account. These graphs will demonstrate if you have forgotten to enter some important information.

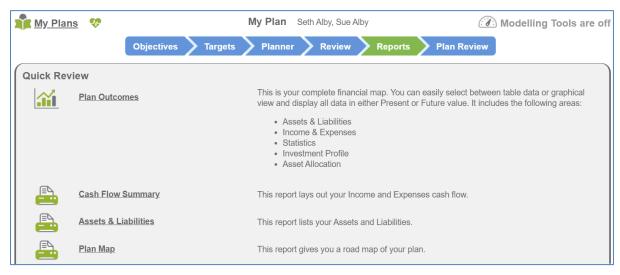


Your **Investment Target Graphs** indicate whether or not you have achieved the information listed on the **Targets** chevron.



Reports

When you get to the *Reports*, select and generate a Report for the plan. In the Quick Review section you are limited to these reports:



As you are using the Lite Version, the only reports you can use are:

- Plan Outcomes (This page can only be printed as a set of graphs)
- Cash Flow Summary
- Assets and Liabilities
- Plan Map
- Financial Position at Start of Plan
- Insurance Needs Evaluation
- Reports listed in the 4th panel which are provided by your sponsor

The Reports not available are greyed out.



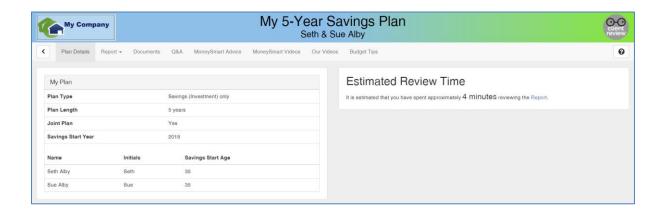
The *Insurance Needs Evaluation Reports* allow you to assess if you have adequate insurance should you suffer an adverse event, such as a major illness where you can't work for a year, permanent disability or death.



Generally, your sponsor will provide you with one or two additional reports which can be printed as a PDF, or uploaded to the *Plan Review*.



On the *Plan Review*, you can select *Reports* provided by your sponsor, and look at the results, one section at a time.

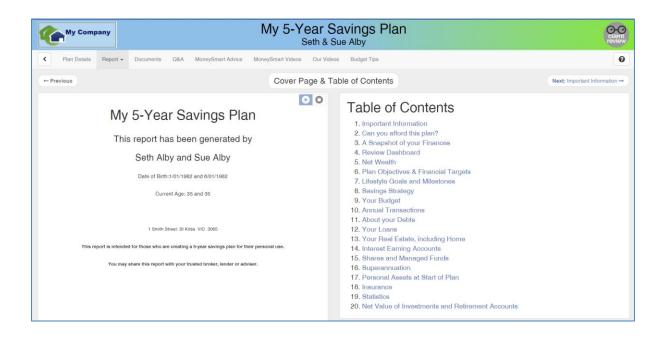


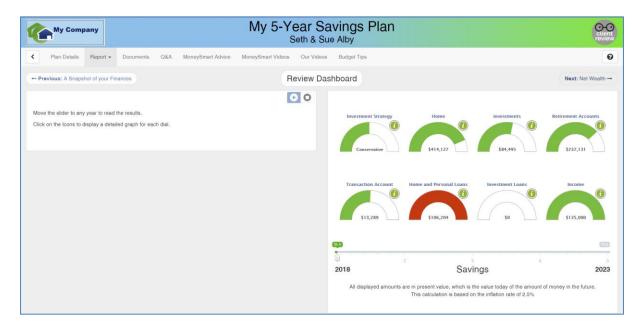
The TABS **Documents** and **Q&A** are not available in LITE. Your sponsor may provide you with *Educational Content* from either the ASIC MoneySmart website or their own material. This is intended to help you better understand how to manage your money.



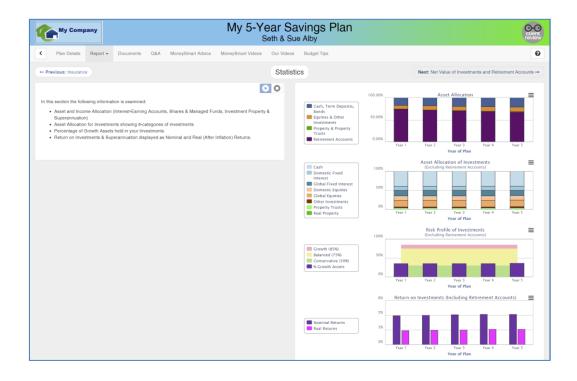
On the TAB **Report**, you can scroll through the report one section at a time. You can read or listen to the report information on the left-hand side and scroll your mouse over the graphs. Here is an example of a report, similar to what your software may have.

Here is a selection of the type of information you may see in the TAB Report.











Header Button Options

Finally click on the name of the *Account Holder* in the top right-hand corner of the page header to see the items on the drop-down list.

This is where you can access various parts of the software, including where you *Logout*.



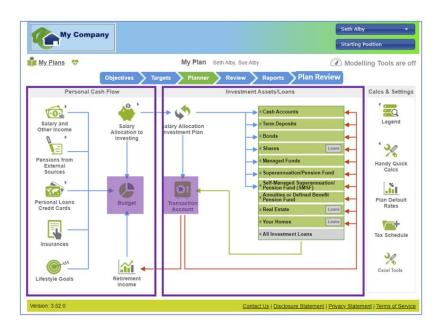
There is an extensive *Help Manual* and *FAQs*. The *Tutorials* will help you better understand the specific parts of the software.

Plan Creation

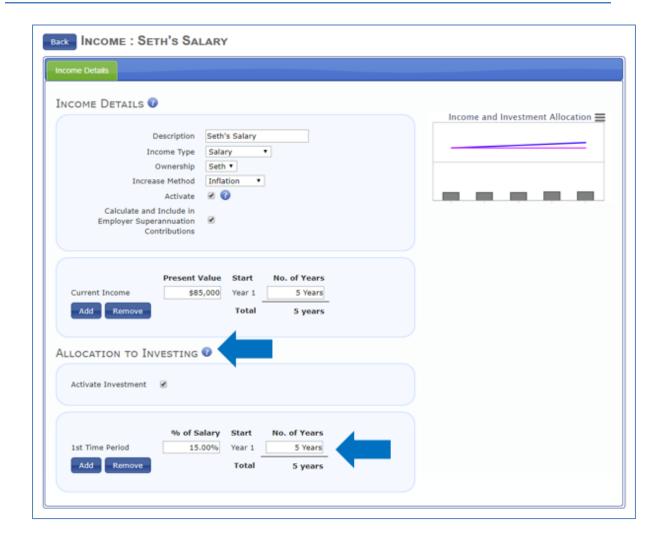
We suggest that you select the *Objectives*, then *Targets* navigation chevrons and complete this information, however you can do this at any time. You will find it useful to have a written description of what outcomes you want your plan to achieve. And this is what the *Objectives* area is for. The *Targets* is for the specific numeric outcomes you want your plan to achieve. The information in these areas will be imported into some of the *Reports* so it is a good idea to complete, to add meaning to your Reports.

When creating your plan, there are some important things to understand:

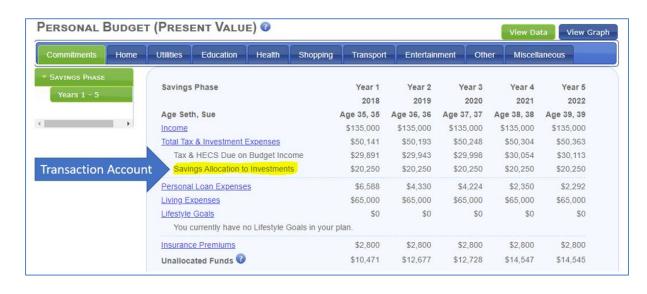
• There are two cash flow systems. The first is *Personal Cash Flow*, where all monies flow through the *Budget*. The second is the *Investments*, including your *Home* and *Superannuation* where the money flows through the *Transaction Account*. It is very important to ensure you have sufficient funds in both the Budget and Transaction Account to pay for your entered costs. You need to ensure that the balances in both these areas are not overdrawn. When creating an investment plan, you need to keep checking the funds in the *Transaction Account*.



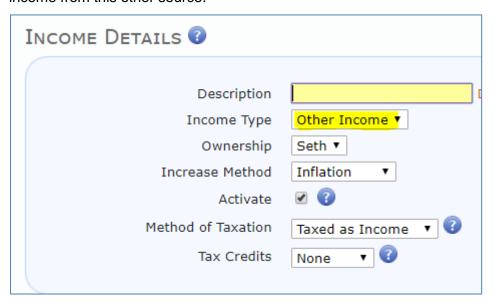
From the Salary, or Salary Allocation to Investing icons on the Planner page, you
allocate a percentage of your Gross Salary, to fund the cost of home and investment
loans, together with any savings you may want to allocate for other investments.



It is important to understand that this takes the specified amount every year from your *Budget* (as an expense) and puts these funds into the *Transaction Account*. This provides the future funds to then invest with in your plan.

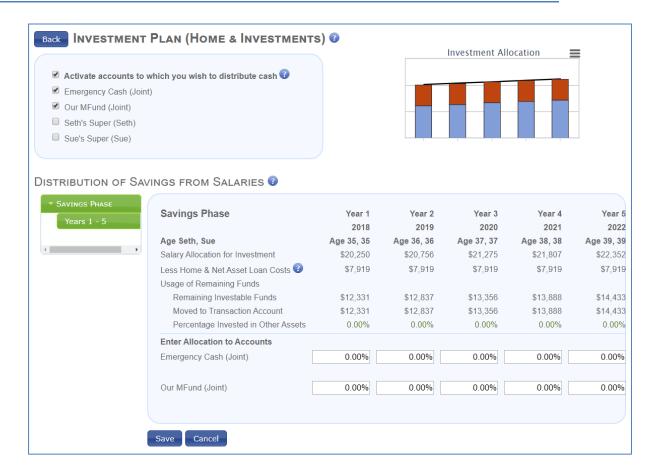


The *Salary* specification could also be used to enter income from other sources such as a Family Trust. In this case you will simply create a new "salary" item that is really income from this other source.

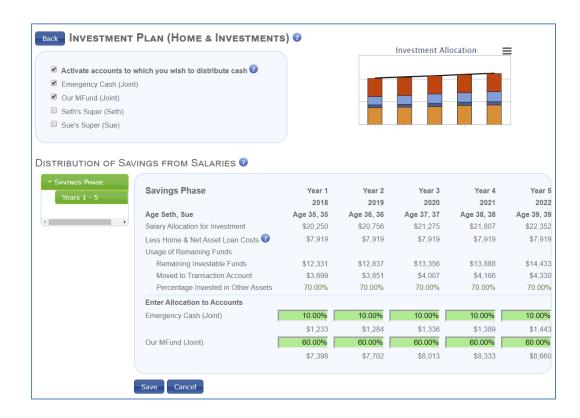


- There are two methods of purchasing assets.
 - 1. The Salary Allocation Investment Plan on the Planner page should be used to allocate your investable funds nominated in the Savings from Salary area. Use this method to create a multi-year investment plan quickly. This method only uses the funds allocated from Savings from Salary area each year. It is very important for you to know that these invested funds do NOT show in the transaction account. They are transferred directly to the account.

The software automatically calculates the cost of Home and Investment Loans (Net of Rental Income)



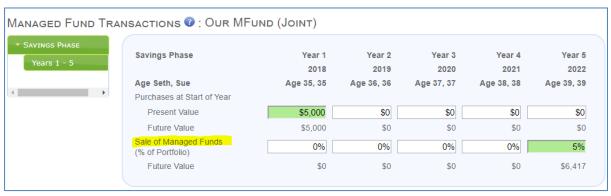
You can then allocate a percentage of the balance to your investments or superannuation to the accounts which have been TICKED.



 The alternative option is to purchase assets directly using any asset account, for example – going to the *Managed Funds* section of the *Assets* block and entering specific amounts for specific years. When you do this, the entered amount is then withdrawn from the Transaction Account in the year selected for the purchase.



There is one method for selling assets.



To sell any particular asset, go to the specific asset in the Asset Block and enter the amount you wish to sell, in the year you wish to sell. <u>The sale funds are deposited into the transaction account.</u>

 When you have completed your plan, check the Key Indicator Graphs, found on both the Review chevron and at the top of the Plan Outcomes report. Generally, these graphs will indicate if you have forgotten to do something, like purchase a property when you don't have sufficient funds in the Transaction Account.



This software is modelling software working on a year by year basis. In order to maintain the ease of use and dynamic nature of the software these rules are applied.

- Assets are considered to be <u>purchased</u> at the start of the year. and <u>sold</u> at the end
 of the year in the <u>Transaction Account</u>. Thus if you want to sell your current home
 and buy a new one in Year 5, you would sell the current home at the end of Year 4,
 so the funds are in your <u>Transaction Account</u> at the start of Year 5, to purchase the
 property.
- Generally, you enter all future costs in Today's Dollar or Present Value. The
 Inflation rate is used to calculate Future Value amounts. The default inflation rate is
 2.5%.
- You will sometimes be asked to enter values as a percentage. For example, if you
 want to sell some of your share portfolio, you will be asked to nominate a percentage.
 The same applies when you are allocating funds in the *Salary Allocation Investment Plan*. This allows the values to adjust when you make other changes to
 your plan.

After you have completed your plan, you can **Compare Results of your Plan**, with your initial **Financial Targets** and those achieved in the *Targets* area. You can then use the slider in the *Review* area, to check the results of 8-major outcomes of your plan for any one year.

On the *Reports* chevron can generate the report your sponsor has provided to give you quick, short and plain English results.

You can also scroll through the information for the reports listed on the *Plan Review*.

Note on International Use

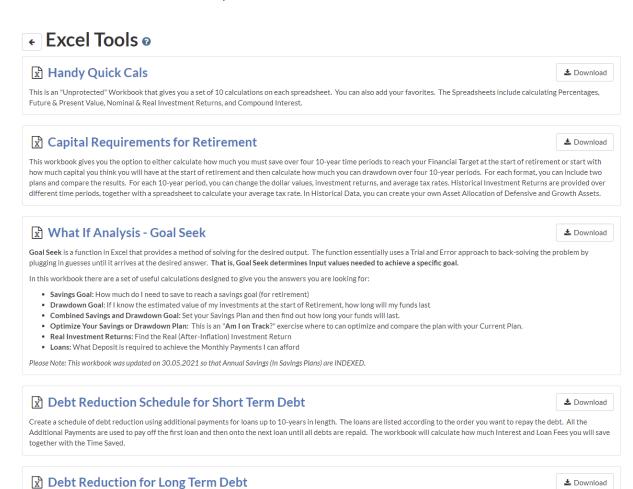
Financial Mappers is designed to be used in many countries. The program defaults to the rules of taxation and superannuation for Australia. However, options are available to select

- Currency Symbols where necessary
- Tax Schedules If your country has not been listed, you can edit the Universal Mode to add your Tax Schedule and Capital Gains Tax Rules
- With retirement accounts, KiwiSaver has been created, and with any other country
 you can select the options in Universal Model to create a Superannuation/Pension
 account which matches that in your country.
- In the Non-Means Tested Pensions you can include NZ Superannuation by entering the data applicable to you.

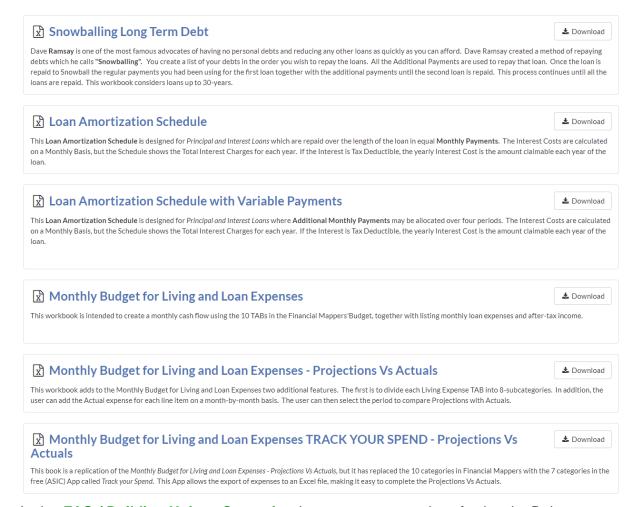
Excel Tools

together with the Time Saved.

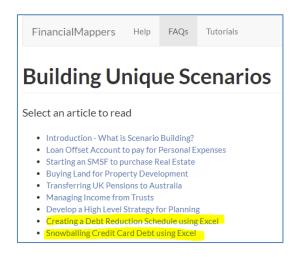
Excel Tools are provided so that you can do some general planning beyond your 5-Year Financial Plan. These will be updated from time to time. This is the current list.



Create a schedule of debt reduction using additional payments for loans up to 30-years in length. The loans are listed according to the order you want to repay the debt. All the



In the *FAQ / Building Unique Scenarios* there are two examples of using the Debt Management Tools.

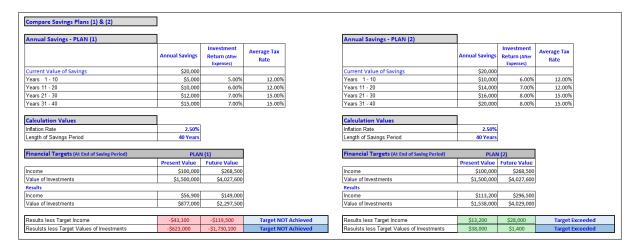


Capital Requirements for Retirement

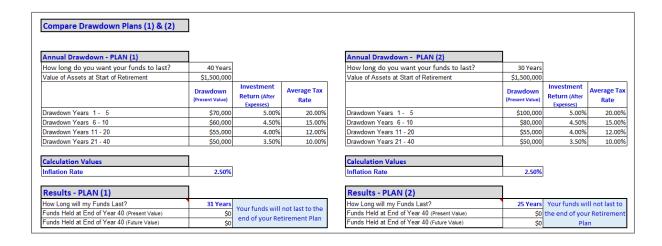
A common question asked is how much you need to save in the Accumulation Phase and how long will the funds last in the drawdown phase. While there are some quite simple Internet calculators to perform this type of calculation, the options are too limited for you to effectively build a plan.

Using the Workbook **Capital Requirements for Retirement**, you build two scenarios and compare the results.

This first considers how much the client needs to save over the accumulation phase to reach their target capital requirements for retirement.



The second considers how much you can drawdown over four 10-year periods in the drawdown phase.



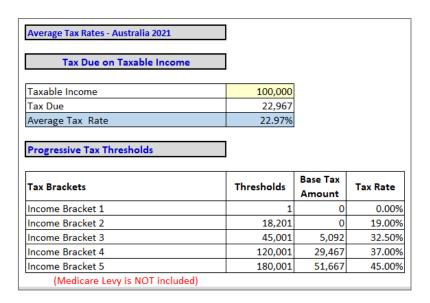
The workbook allows the user to modify the dollar inputs, the average tax rate and the Investment Returns.

You can use this to consider the "Cause and Effect" of changing the three critical elements over four time periods.

To assist in choosing appropriate returns, the average Historical Investment Returns are displayed over different time periods.

Historical Returns				
	Average Historical Rates			
	20 Yrs	15 Yrs	10 Yrs	5 Yrs
Start Year	2001	2006	2011	2016
End Year	2020	2020	2020	2020
Inflation	2.39%	2.26%	1.92%	1.57%
Home Loan Standard	6.52%	6.42%	5.82%	5.16%
90-Day Bank Bill	3.86%	3.44%	2.38%	1.50%
180-Day Bank Bill	3.97%	3.58%	2.54%	1.62%
5-Year Bond	3.91%	3.43%	2.42%	1.66%
Share Dividend	4.38%	4.42%	4.59%	4.49%
Share Capital Growth (ASX 200)	5.00%	3.67%	3.82%	4.81%
Property Cap Growth (Established Houses	6.47%	5.38%	4.00%	3.13%
Average Share & Prop Cap Growth	5.74%	4.52%	3.91%	3.97%
Share Dividend & Share Capital Growth	9.38%	8.09%	8.42%	9.29%
Real Returns				
90-Day Bank Bill	1.43%	1.15%	0.45%	-0.07%
Share Dividend & Share Capital Growth	6.82%	5.70%	6.37%	7.60%

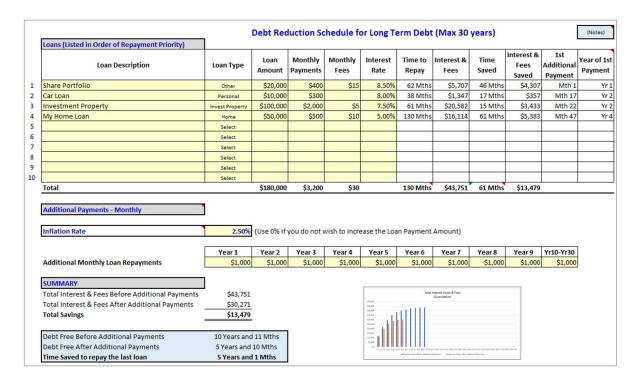
You can quickly calculate the average tax rates for different levels of income which change over time.



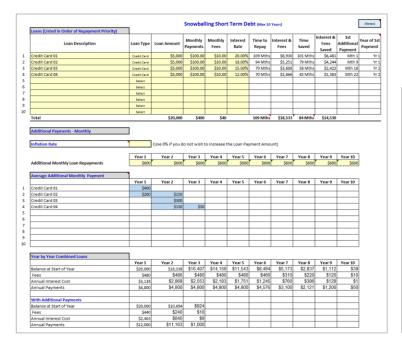
Debt Management

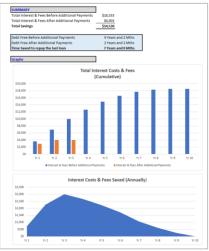
Management of your debts and demonstrating the effect of reducing debt can be effectively displayed with a selection of two formats of debt reduction. Each as a version has one for Short (Up to 10-years) and Long-Term Debt (Up to 30-years).

Th first demonstrates the effect of paying down debt with additional payments and as the loan with the highest interest and loan costs is repaid, the additional payments move to the next loan on the list.



A more aggressive means of paying down debt is using the **Snowball** method developed by Dave Ramsay. In this case, once the first loan is repaid, both the additional and regular payments are used to pay down the next loan and so on until all the debts are repaid.



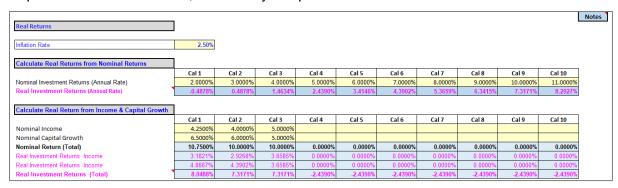


Handy Quick Cals

This workbook is intended for those who want to compare the same calculation with different inputs. For each spreadsheet, up 10 calculations can be made. The calculations are:

- · Percentage of Value
- Compound Interest
- Present & Future Values
- Nominal and Real Returns

In the spreadsheet for Nominal and Real Returns, the Real Returns for both Income and Capital Growth are included, where they are part of a Total Return.

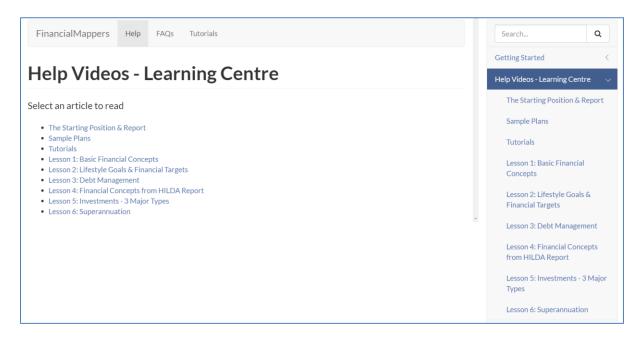


You will also find other calculators in the section Handy Quick Cals.



Help Videos and Learning Centre

In the *Help Manual*, you will find a selection of video in the selection of videos.



There is also an extensive *Help Manual* and *Frequently Asked Questions*.

Support

If for any reason you are having difficulty with the software please email support, giving a phone number in case we need to speak with you.

You should consult the FAQs first.

support@financialmappers.com.au