

# **You pay to see a Financial Planner.**

## **You could pay more if you don't!**

The FPA (of which we are principal members) have recently commissioned a study looking at the benefits of dealing with a reputable financial planner. It surely does cost money to deal with a planner but they will add significant value over time with the advice they provide and this has now been proven to be the case.

### **Regular communication**

At these times in the economic cycle, when investments are down, your planner should be communicating with you even more regularly. This is something we really focus on as a business because people need to be kept informed and on the right track with their investments. We conduct seminars and meet with our clients regularly to ensure their questions are being answered.

**So - If your planner is not communicating with you then you should go find one who will!**

### **How much is enough?**

Everyone has their own idea of what a comfortable retirement is. Many people have never undertaken an analysis to ensure they will have sufficient funds to retire on. This can be done very quickly and accurately by a qualified adviser using some very simple calculations. It is time well spent!

### **Industry Funds.**

We have all seen the advertisements on TV produced by the industry funds saying "Compare the Pair." These ads suggest retail master funds are not good investments deliver no value to the consumer because some pay commissions. There are many funds that do not pay commissions these days. Many advisers like us rebate commissions back to their clients or reduce the fees on the funds. We are happy to be paid a fee or a commission we just need to be paid!

The studies commissioned by the FPA show that the opposite is in fact true. Whether you have an industry fund or not, paying for quality financial advice can add significant value to your retirement funds.

I am concerned that people who listen solely to these advertisements will suffer in retirement by not having sufficient funds to generate the income they need.

Professional and effective planning is one of the most important things you can do to ensure financial security in retirement!

Tony Sirett