Volume 4, Issue 3

September 2012

The Josman Bulletin

Josman FinancialGroup

Advice—It's all about you...

Certified Quality Advice Practice

Markets are Improving

Over the past few months we have seen the Australian markets quite stable and if we were to look over the last 12 months from August 2011 to August 2012, our clients portfolio's have earned on average just over 8.5% (net of fees). Below is a chart for the last 30 years showing the difference in returns, growth and income on shares, dividends and term deposits, despite the market falls, you are still better off in a diversified portfolio.

There appears to be a little more confidence creeping back into the community and there is talk from the RBA that they will cut interest rates by at least 0.25% before Xmas and again just after by 0.25%, I believe this is justified and would give a little relief from the rising cost of living.

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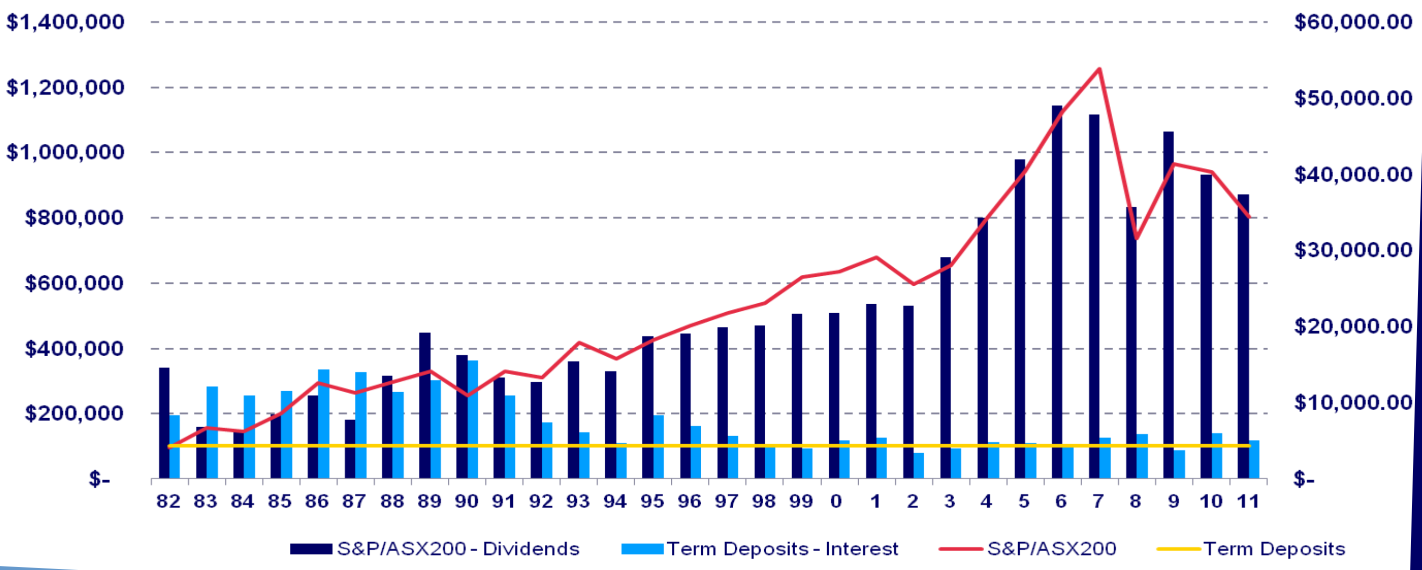
Over the next couple of months we will be focusing on two main areas for our clients:-

1. Your Life, Disability and Trauma Insurances policies and contracts—do you have the best policy at the best price?
2. Administration and Management Fees on your Super and Allocated Pensions—do you have 2 or 3 super funds or different funds where you are paying Administration fees twice and fund managers too much?
3. Our Analysis is free.

We will be able to look at all your super funds and Insurances and perhaps consolidate them and save you administration and fund manager fees, this analysis is free. Please call us directly on 07 555 44 000 or 1300 567 626 or send us an email to planning@josman.com.au. Our website is www.josman.com.au



The "Art of First Impressions"

Art of first impressions

It takes just a quick glance, perhaps even seconds, for someone to form their first impression of you. In this short time span, their opinion is formed based on how you dress, what you say, how you say it, your demeanour, your appearance, your body language and your mannerisms. Being able to make a good first impression is the key to developing strong new relationships.

But it doesn't come naturally for everyone, and once an impression has been formed it can be almost impossible to reverse. Here are a few tips to help you master those first encounters.

Dress to impress

When it comes to first impressions, physical appearance does matter. After all, it's probably one of the first clues a new person has to go on.

Of course, this doesn't mean you have to look like a super model to create a strong first impression. The key is to present yourself in a way that is appropriate to the situation.

Get out of the spotlight

The secret to charm is shining the spotlight away from yourself and onto the other person. Some good starting points are to avoid talking too much about yourself, and asking the other person some questions to let them know you are interested in what they are saying.

Often people react less to what you say and do, and more to how you make them feel. So make them feel like they are the most interesting person on earth.

Smooth talking

When it is your turn to speak, make sure you speak reasonably slowly and clearly, and mirror the language of the person you're talking to. For example, if their tone is quite formal, match that, and if they use simple language and vocabulary, try to do the same. If someone can't understand you, it's hard for them to like you. So try to connect with them on their level.

Try using the other person's name when speaking to them. This will show them they are important enough for you to remember their name and make the conversation more personal. But of course don't overdo it as this can be off-putting.

Last of all, try and project a positive attitude and always be yourself. The more happy and comfortable you are, the more likely the other person is to respond.

Body language

Researchers say 80 per cent of communication is non-verbal, so try and use your body language to portray an open and confident attitude. Stand or sit up straight, make eye contact and where appropriate, greet the other person with a firm handshake.

If all else fails, smile. Smiling is often the simplest and most genuine way to connect with another person and put you both at ease.

Don't forget your manners

Good manners never go out of style. If you want to make a strong first impression, be polite, attentive and courteous. Some basics are to be on time, never interrupt the other person while they are speaking and turn off your mobile phone. The person sitting face-to-face with you deserves your full attention, so give it to them.

It only takes a few seconds to make a good first impression but can take forever to reverse a bad one. And while a lot of it comes down to simple common sense, taking a little time to brush-up on the basics can go a long way in both your business and personal life.

Why “Simple Wills” are not enough?

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What is the difference between having proper, holistic estate planning and just having simple Wills? You get what you pay for.

Estate planning is becoming an increasingly important area of law. Superannuation balances when coupled with life insurance and more complex asset structures, means that simply having very basic Wills is not adequate for many people. Estate planning is more complex than simply having a basic Will. It involves dealing with all of your assets in the most appropriate way and ensuring that after your death, your family are provided for and costs are minimised.

Some people may be reluctant to spend the money to have their estate planning looked after properly. Unfortunately, by not having a proper estate plan, most people risk increased costs and trouble for family members and their estate after their death.

Some of the main downfalls with simple Wills (even those prepared by a lawyer) are:

- Dealing with non estate assets (such as assets subject to joint tenancies, assets held in companies or trusts which can not be left under the Will of an individual).
- A failure to deal with superannuation adequately or at all.
- Dealing with assets that are subject to a mortgage without achieving the result the client intended. For example, unless otherwise stated in the Will, a property left to a beneficiary will pass to them still subject to the mortgage.
- A failure to consider the tax effects for the beneficiaries in relation to gifts received – potentially resulting in beneficiaries receiving an unequal benefit when you thought they would receive the same value.

Some of the more common issues with Do-It-Yourself Will kits which cause increased costs in relation to the administration of the estate are:

- Failure to deal with all assets of the estate which results in a partial intestacy. This means that your assets will be divided under the law which is not always how you want.
- Gifts of specific items that are not held by the deceased at the date of death.
- Specific bequests where there is not enough money in the estate.
- The Will is not signed correctly – which can make it invalid.

There are a number of advantages of including Testamentary Trusts in your Will. Creating trusts in your Will for your beneficiaries rather than leaving assets directly to them can protect the assets and also provide some tax advantages.

As the trusts are created under the Will, they do not come into existence until after your death and the terms can be tailored to meet your requirements. The trusts can operate so that the beneficiaries have as much or as little control as appropriate in the circumstances.

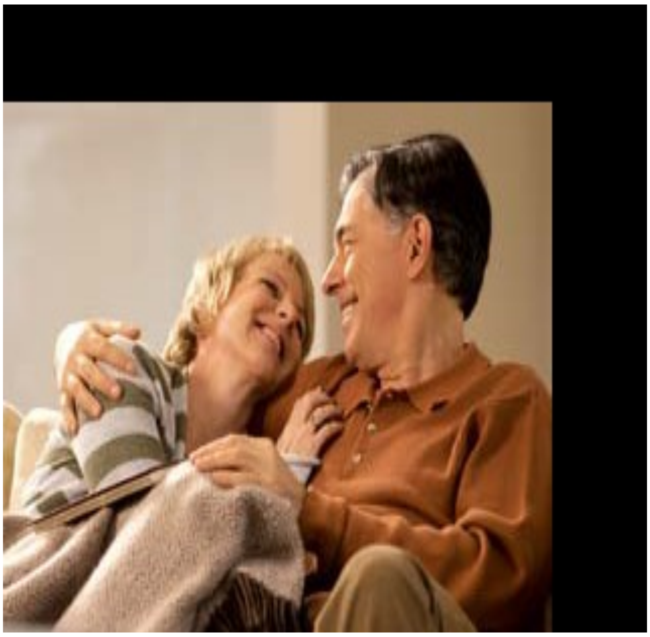
The assets in the trust are largely protected from claims against the beneficiaries and also protected to some extent from family law claims.

Also, the trusts can create tax advantages for the beneficiaries because income generated in the Trusts can be divided amongst the beneficiaries of the trust to achieve the optimum tax result. Unlike Family Trusts set up during your lifetime, Testamentary Trusts are very favourable where there are beneficiaries who are under 18 because those beneficiaries are taxed at normal adult rates (including the tax-free threshold) rather than penalty rates which apply for a Family Trust.

Testamentary Trusts are particularly important if your beneficiaries have asset protection concerns, have young children or they are venerable (because of age or any other reason).

For these reasons, proper estate planning requires specialist advice and the co-operation of your lawyer and accountant or financial adviser.

This article contains general information only.



Josman 101 Tips

SPECIAL OFFER!

We can "transfer the servicing of all your Insurances and Superannuation" for no initial charge!

FREE ANALYSIS

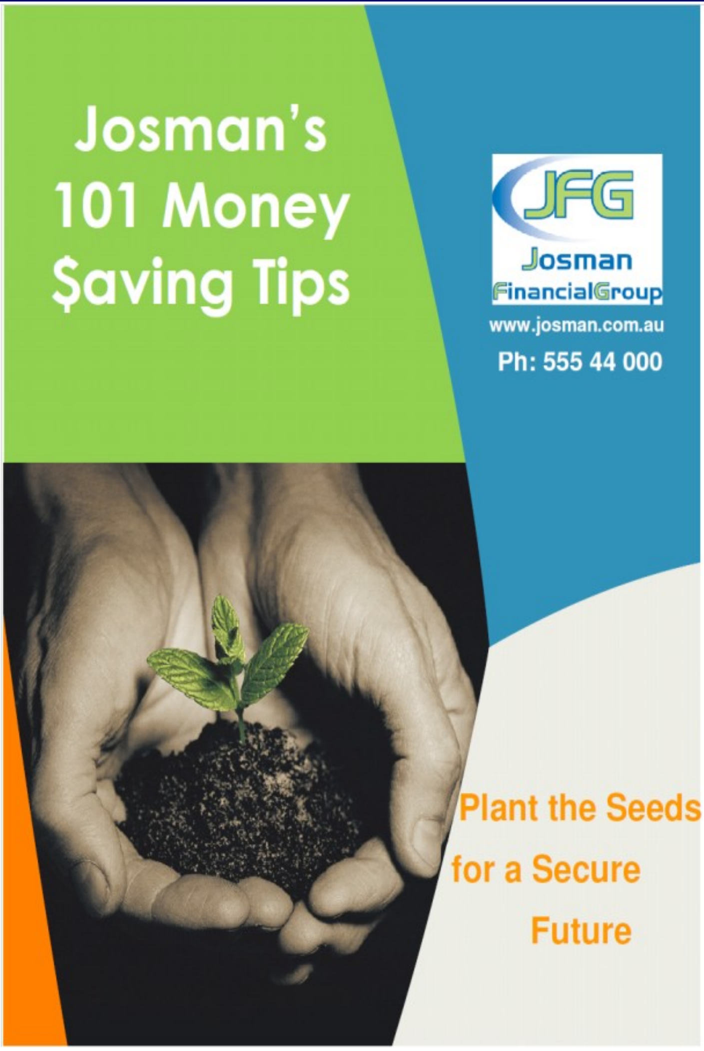
1st Consultation is absolutely free!

"We will save you money on Insurance and Super Fees"

The Josman Financial Group is able to review a wide range of different options to suit your Individual needs.

The team specialise in advice on:

- Life Insurance
- Income Protection Insurance
- Superannuation
- Retirement Income Streams
- Rollovers and Allocated Pension
- Annuities
- Centrelink Advice and Calculations
- Wealth Creation
- Managed Investments
- Margin Lending
- Geared Investments
- Capital Protected Investments*
- Self Managed Superannuation Funds
- Business Insurance
- Estate Planning
- Mortgage Referrals
- Tax Effective Strategies



The Josman Team has scoured the globe to find the best tips for you on "how to save money", all 101 tips in fact! We have covered areas such as:-

- Transport
- Entertainment
- Holidays
- Electricity
- Phone & Internet and many more

This booklet is complimentary to all our valued clients and can be obtained by contacting us—

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Email - planning@josman.com.au

Or go to our website www.josman.com.au and fill in the form under "contact us".