



WHAT IS FINANCIAL PLANNING?

Financial planning means managing your wealth wisely over the long term to achieve your unique goals and dreams. It is an ongoing process with regular reviews to ensure you stay on track taking the challenges that inevitably arise in the different stages of your life into consideration.

This can be quite a daunting task, but you don't have to face it alone. A professional financial planner can help you to grow and protect your wealth by considering your needs and working with you to create a financial plan and implement an appropriate investment strategy around your unique needs.

HOW CAN A FINANCIAL PLANNER ADD VALUE?

- They listen to you and use their expertise to find the most appropriate investment solutions to suit your needs
- They work with you to create a financial plan mapping out your financial future
- They guide and educate you to stay the course and stick to your initial plan during uncertain times
- They add to your portfolio by forecasting probabilities, controlling risk exposure, setting management expectations and monitoring your risk tolerance
- VanGuard research¹ has shown that a good financial planning relationship can earn a client between one and two percent on an annual basis – proportionately that's between 10 and 20% more growth than clients without a planner
- They do regular reviews to ensure that your financial plan stays track as and when your life circumstances and goals change

HOW TO CHOOSE A FINANCIAL PLANNER

- Take the time to find a financial planner that you can trust to ensure a long-term relationship
- Make sure your planner has a professional qualification. Look out for CFP® professionals as they are educated in financial planning and tested and have a wealth of experience.
- Your planner should also state what financial planning services will be provided and the cost

As your wealth grows, your financial goals and investment opportunities will become more complicated. A financial planner can save you time and provide you with peace of mind that your financial future is taken care of.

It may sound crazy to pay someone a percentage of your annual assets to manage them, but in turn you get valuable advice on your investments and your dream of a comfortable retirement, a good education for your child or that house on the beach may very well become a reality.

¹Source: Putting a value on your value: Quantifying Vanguard Advisors Alpha, 2016. Research conducted by Vanguard Asset Management

