



Significant
Advice
Network

Annual Review Meeting

Jack and Jane Citizen

FAMILY GROUP



Helping successful families navigate complexity

CONTEXT



OUR ROLE

Help family articulate goals, aspirations

Develop 12 month plan to bring clarity and confidence across personal, family and financial resources

Act as a gate keeper and executor of family wealth

Serve as a financial confidant to the family group

CONTENT

TAX & ESTATE DEVELOPMENT	STRATEGIC WEALTH MANAGEMENT	INVESTMENT PLANNING	PEOPLE & LEADERSHIP	PHILANTHROPY
<ul style="list-style-type: none"> Understand Wealth Plan Trustee development & education Develop succession plan Legacy planning Fair V Equal Who, why, when, how 	<ul style="list-style-type: none"> Total Balance Sheet 'Lens' Identify financial resources Develop wealth transfer Co-ordinate with professionals Facilitate information flow Risk Management framework 	<ul style="list-style-type: none"> Understand Total Balance Sheet Reports Mandates Risk budget Skills transfer & education 	<ul style="list-style-type: none"> Support & develop people Guide & promote Governance Form a functional group Legacy issues Develop Family Board Succession & integration plan 	<ul style="list-style-type: none"> Develop gifting program Role & responsibility Who, Why, When, How

Goal – Confidence and Clarity

<Date>

10-3-Now – Mr & Mrs Client

CONTEXT



Live



Love



Learn



Legacy

NOW			TO DO LIST	3 YEAR GOALS	10 YEAR GOALS
	Mr & Mrs Client	Ages: 65 Children: 3 Grandchildren: 5	<ul style="list-style-type: none"> • Wills and Estate • Family Rule Book • Business Succession • Asset Protection • Family Advisory Board • Governance • Business Plan Complete • New CEO • Long Term Incentive Plan • Finalise Loans to Kids • Review Guarantees & Warrantees • Review Debt & Liquidity 	<ul style="list-style-type: none"> • Succession • Estate OK • Kids on Track • Retired 	<ul style="list-style-type: none"> • Succession • Fair Not Equal • Deal with Son in Business • Look After Kids • Not Country Club Kids • Look After Grandkids • Retire Gracefully • Maybe Sell/Merge Business
	Residence	Value: ~\$5 million			
	Investment Property + Company	Value: ~\$5 million			
	Trust 1, Trust 2	~\$10 million			
	Farm	~\$20 million			
	Business	Value: ~\$20 million Staff: 80 1 son is in business			
	Superannuation	~\$5 million			

Group – Financial Snapshot

MARCH 2022

TXXX Pty Ltd

SOURCE & APPLICATION OF FUNDS

Operating Income	\$
Operating Expenses	\$
Op Profit-Month	\$
Op Profit-YTD	\$

WIP - Month

\$
\$
\$

Budget VS Actual –

• Gross profit	\$
• Expenditure	\$
• NPBT	\$

Assets/Liabilities

XX \$

XXX Family Trust

SOURCE & APPLICATION OF FUNDS

Operating Income	\$
Operating Expenses	\$
Op Profit-Month	\$
Op Profit-YTD	\$

WIP - Month

\$
\$
\$

Budget VS Actual –

• Gross profit	\$
• Expenditure	\$
• NPBT	\$

Assets/Liabilities

XX \$

XXX Family Trust

SOURCE & APPLICATION OF FUNDS

Distributions received - Month

• Entity	\$
• Entity	\$
• Entity	\$

Distributions received - YTD

• Entity	\$
• Entity	\$
• Entity	\$

Assets/Liabilities

XX \$

XXX Trust

SOURCE & APPLICATION OF FUNDS

Distributions received - Month

• Entity	\$
• Entity	\$
• Entity	\$

Distributions received - YTD

• Entity	\$
• Entity	\$
• Entity	\$

Assets/Liabilities

XX \$

VALUE \$xxx

VALUE \$xxx

VALUE \$xxx

VALUE \$xxx

XXX Trust

SOURCE & APPLICATION OF FUNDS

Distributions received - Month

• Entity	\$
• Entity	\$
• Entity	\$

Distributions received - YTD

• Entity	\$
• Entity	\$
• Entity	\$

Assets/Liabilities

XX \$

XXX Superfund

SOURCE & APPLICATION OF FUNDS

Distributions received - Month

• Entity	\$
• Entity	\$
• Entity	\$

Distributions received - YTD

• Entity	\$
• Entity	\$
• Entity	\$

Assets/Liabilities

XX \$

Mr & Mrs Client

SOURCE & APPLICATION OF FUNDS

Distributions received - Month

• Entity	\$
• Entity	\$
• Entity	\$

Distributions received - YTD

• Entity	\$
• Entity	\$
• Entity	\$

Assets/Liabilities

XX \$

Totals

Total Equity \$

Total Cash \$

Total Facilities \$

Limit on Guarantees \$

VALUE \$xxx

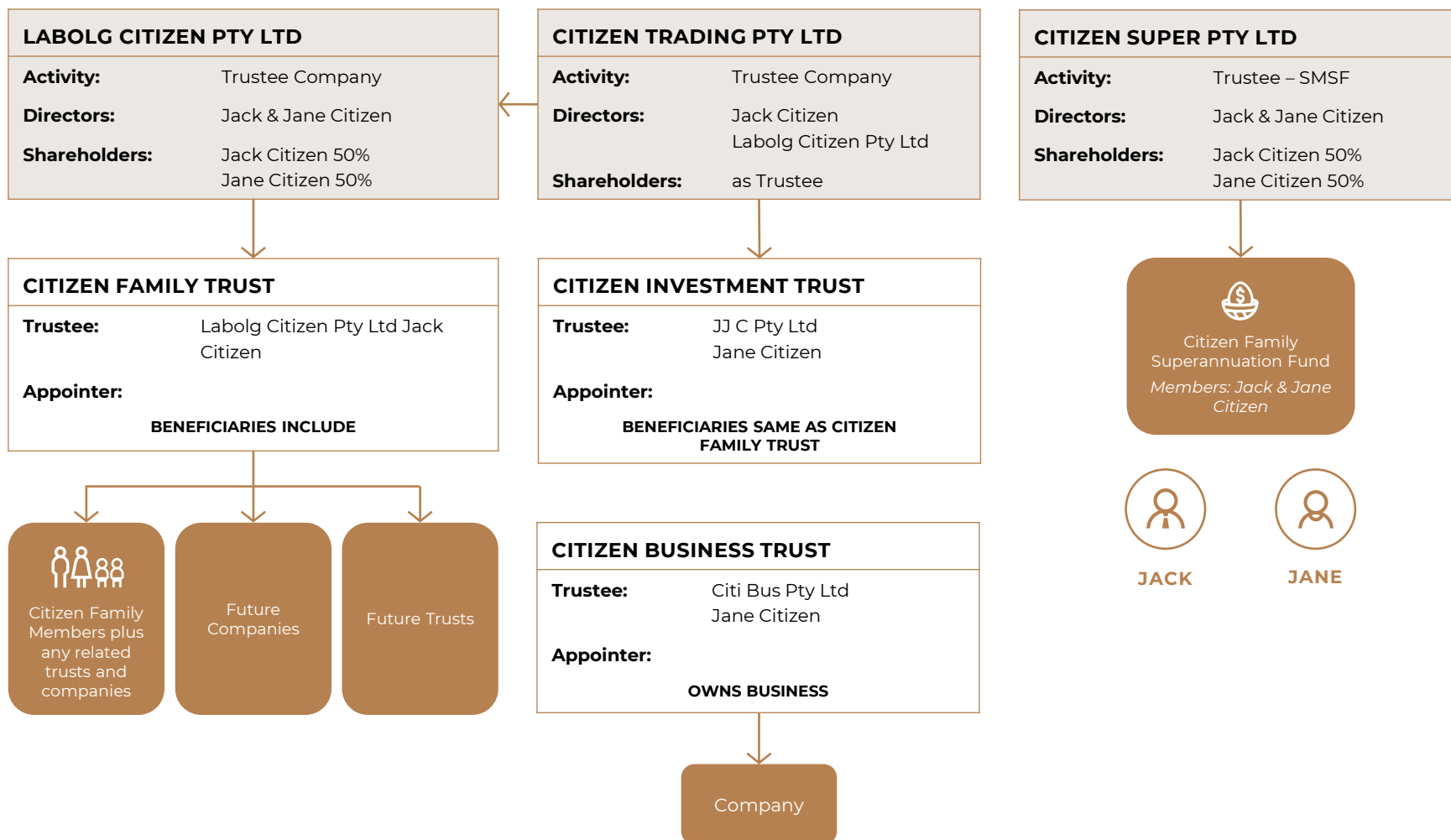
VALUE \$xxx

VALUE \$xxx

VALUE \$xxx

MR & MRS CITIZEN

Group Structure Diagram





Risk Management

1 REDUCE

2 AVOID

3 TRANSFER

4 RETAIN

ASSET 1	ASSET 2	ASSET 3	ASSET 4	PERSONAL
<ul style="list-style-type: none"> • People • Employment • Covenants • Guarantees • Licence • Succession • Job Selection • Political • Union • Sub-Contractor • Tax • Balance Sheet • Key Person 	<ul style="list-style-type: none"> • Tenancy • Interest Rates • People • Valuations • Cash 	<ul style="list-style-type: none"> • Reputation • Conflicts • Builder • Capital • Investor base • Opportunities • Staff Retention • Succession • Key Person 	<ul style="list-style-type: none"> • People • Staff • Business Plan • Public • Council • Financials 	<ul style="list-style-type: none"> • Business Risk • Estate • Family • Succession • Conflicts



Risk Management

1 REDUCE

2 AVOID

3 TRANSFER

4 RETAIN

INVESTMENT RISK	TAXATION RISK	ESTATE RISK	LITIGATION RISK	BUSINESS RISK	OTHER RISKS
<ul style="list-style-type: none"> • How much investment risk? • End goal • Live too long • Spend too much • Market risk • Income required • Diversification • Specific risk • Liquidity 	<ul style="list-style-type: none"> • Risk profile • Governance • Tax structures • Tax plans 	<ul style="list-style-type: none"> • Protect beneficiaries • Fund the estate • Insurance issues • Wills • Powers of Attorneys • Agreements • Death benefit nominations • Legacy • Fair V equal • Challenges 	<ul style="list-style-type: none"> • Structures • Warranties • Directorships • Entities • Guarantees • Staff • Compliance 	<ul style="list-style-type: none"> • Covenants • Directorship • Staff • Succession • Key Person risk • Advisory board • Mergers and acquisitions 	<ul style="list-style-type: none"> • Family • Relationships • Divorce • Finance • Cash flows • Inflation • Health • Communication • Governance



Children's Loans

Name	Date	Details	Amount	Comments
Child 1		Deposit for residence	\$ 150,000.00	
		Renovations	\$ 75,000.00	
		Resident Loan payment	\$ 100,000.00	
		TOTAL Loaned	<u>\$ 325,000.00</u>	
Child 2		Residence	\$ 150,000.00	
		Investment property	\$ 450,000.00	
		Vehicle	\$ 88,000.00	
		TOTAL Loaned	<u>\$ 688,000.00</u>	
Child 3		Residence deposit	\$ 150,000.00	
		Vehicle payout	\$ 36,788.00	
		Holiday home payout	\$ 560,258.00	
		2 nd vehicle	\$ 74,350.00	
		TOTAL Loaned	<u>\$ 821,396.00</u>	
		<u>TOTAL LOANS</u>	<u>\$1,834,396.00</u>	

<Date>

12 Month Plan

This document set outs your 12 Month Financial Game Plan. It is intended to provide an overview of the areas in which we will be focusing upon in our 12 month engagement. Please do not act on this information. When we provide you with our advice it is to be set out and recorded in a Statement of Advice.





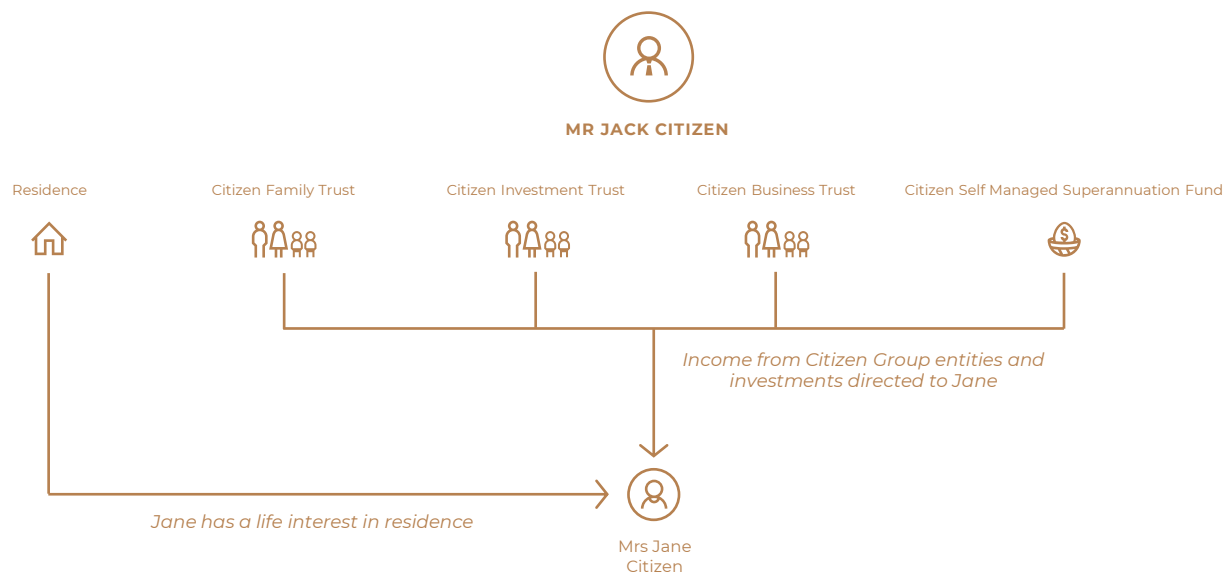
Sample to do list

- Sort estate and wills
- Clarify trustees and executors
- Sort business succession
- Bring adult children on journey
- Robust group cashflows and reporting
- Plan family meeting
- Set Course for business
- Review key people and incentive programs
- Develop Family Rule book
- Decide to merge, sell, keep
- Risk Management lens across Total Balance Sheet
- Review asset protection and professionals
- Education/maintenance fund for grandchildren
- Charity/Philanthropy
- Review asset allocations and liquidity
- Fire Drill of all issues
- Update deeds and documents
- Adult children succession and control plan
- Loan securitisation
- Review guarantees and warrantees
- Control plan for asset in death/loss of capacity
- Income equity and control issues

WEALTH ORGANISATIONAL PROGRAM

Mr Citizen Estate Plan Flowchart

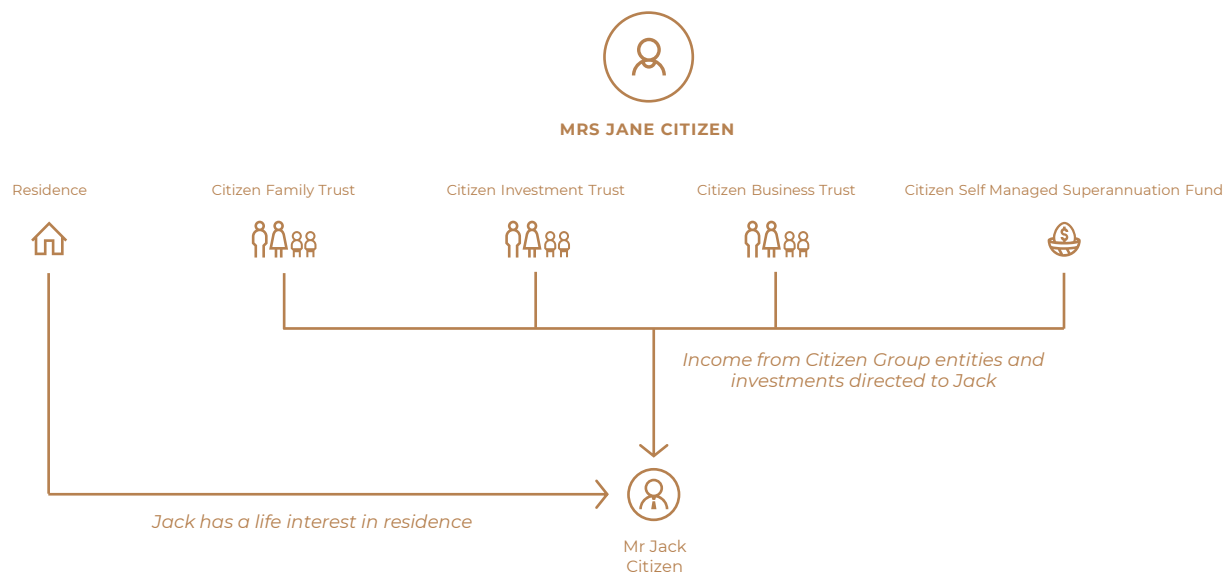
..... ON DEATH OF JACK CITIZEN (Mrs Jane Citizen still alive)



WEALTH ORGANISATIONAL PROGRAM

Mrs Citizen Estate Plan Flowchart

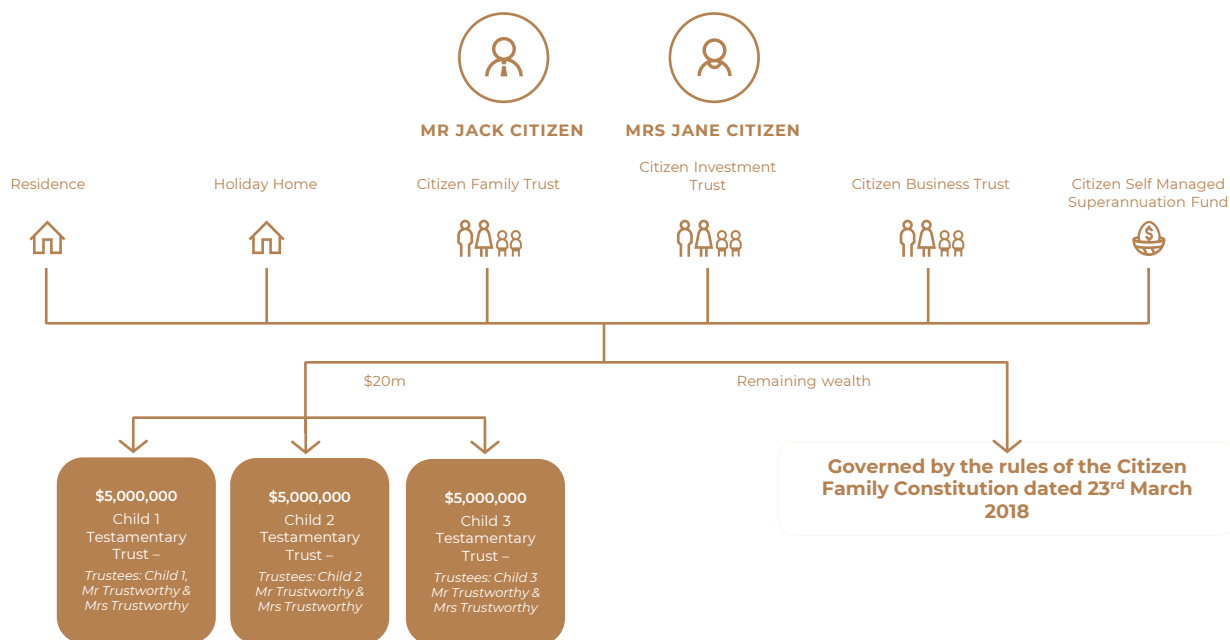
..... ON DEATH OF JANE CITIZEN (Mr Jack Citizen still alive)



WEALTH ORGANISATIONAL PROGRAM

Citizen Estate Plan Flowchart

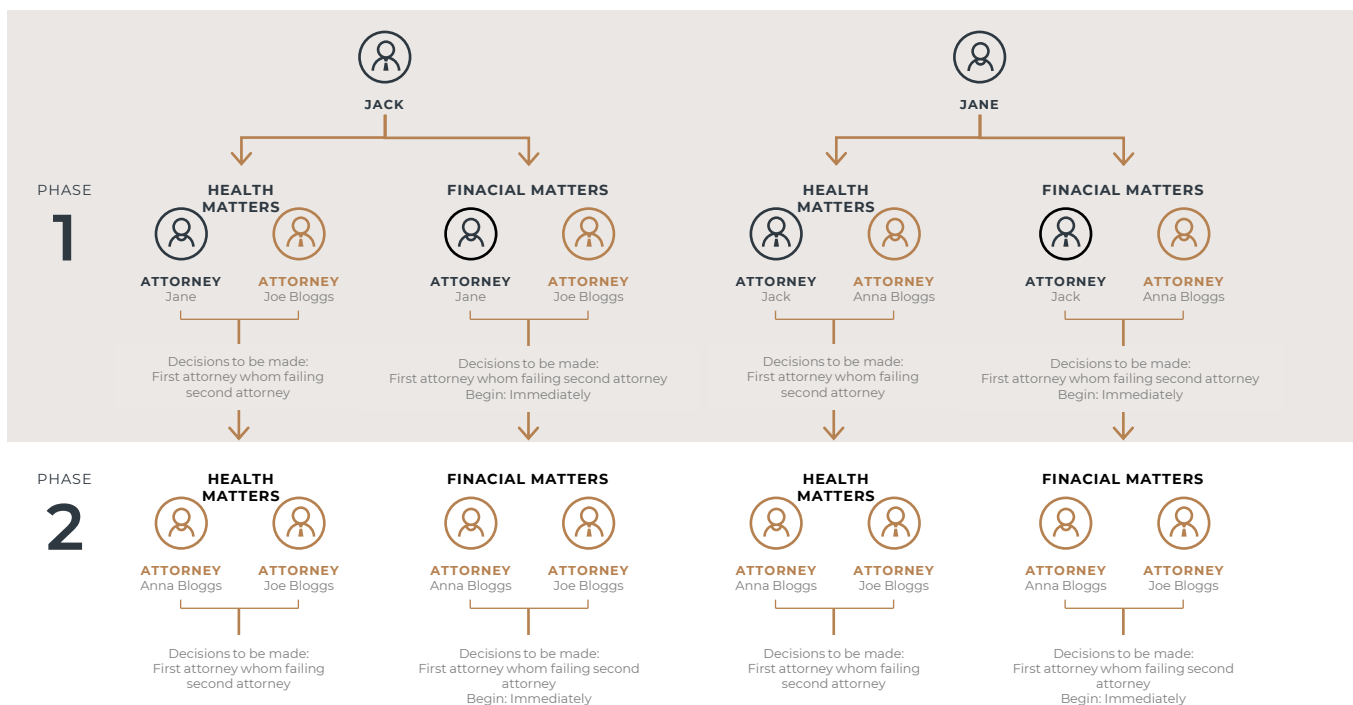
..... ON DEATH OF BOTH JACK AND JANE CITIZEN



WEALTH ORGANISATIONAL PROGRAM

Appointed Attorneys

DATE EPOA PREPARED: 28 February 2022
 SOLICITOR WHO PREPARED EPOA: XYZ Lawyers
 LOCATION OF ORIGINAL EPOA: XYZ Lawyers – 1 Big Street Bedrock
 FINANCIAL ADVISOR: Ms Financial Adviser



WEALTH ORGANISATIONAL PROGRAM

Deeds & Document Register

ESTABLISHMENT OF YOUR ONLINE VAULT**12 MONTHS YES / NO****REVIEW OF DOCUMENTS**☐ Wills☐ Power Of Attorney☐ Enduring Guardianship☐ Deeds☐ Constitutions☐ Insurance Policies☐ Finance Documents☐ Passports/Licenses /Credit Cards etc.☐ Tax Returns☐ Leases☐ Family Constitution

WEALTH ORGANISTATIONAL PROGRAM

Deeds & Document Register (2)

FAMILY TREE**12 MONTHS YES / NO****REVIEW OF DOCUMENTS**☐ Constitution update☐ Family Meeting / Sample agenda☐ Issues log / Family matters☐ Philanthropy update

- Who?
- When?
- Why?
- How much?

☐ Important people☐ Comments



Thank You



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