



key mortgage solutions
finance for home and business

Australian Credit Licence No 381336

money matters



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What's your resolution?

Another year over, a new one just begun! Now that the celebration (and excesses) of the holiday season is over, it's time set about to making some New Year's Resolutions.

We're not talking about the usual promises you make to yourself each year – those about getting a steady eight hours' sleep, cutting down on the Tim Tams and calling your Mum. Rather, we encourage you to make some New Year's Financial Resolutions – of the kind that will change the course of your life in 2015 should you stick to them.

By all means, dream big – but don't sabotage your resolutions by creating a set of goals so restrictive to your financial position

that you 'fall off the good-finance bandwagon' before January is out.

Slow and steady wins the race (paired with a little sound advice from your financial advisor and broker) when it comes to effecting meaningful long-term change. Here are some of our suggestions for your New Year's Financial Resolutions.

Budget Under Control

Let's start with something easy: getting your incoming and outgoing resources under control. You don't need to be a financial whizz to know that if you're spending more than you're making, you can't possibly save towards any kind of goal. Write down your income per month, and then list all your outgoings – your mortgage or rent, car repayments, utility bills, council rates, insurance, school fees – all the regular costs.

Take particular notice of any direct debit arrangements you have don't need (i.e. online subscriptions, gym memberships you don't use) and cancel these superfluous arrangements immediately. Savings made, and a heightened awareness of what your actual available savings are per month. Tick!

Debt Reduction

After a Christmas well-celebrated, it is not uncommon to be in some credit card debt. Our recommendation is to pay these accounts off as soon as possible before debilitating interest rates kick in. If you can't do this within a couple of months, meet with your broker to discuss the debt consolidation of multiple cards onto one with a competitively low interest rate, or even the refinance of your mortgage to encompass your credit card debt.

With historically low interest rates on offer from many lenders, now is an ideal time to resolve to a low-debt status in 2015.



HOME LOANS

COMMERCIAL



LEASING

PERSONAL LOANS



RISK PROTECTION



INSURANCE



INCOME PROTECTION



CASHFLOW

Wheely exciting: car finance

The beginning of a New Year is a time when many people decide to take up the option of new wheels. It's a good time of year to buy a car, with last year's brand new models now being discounted.

If you're a keen negotiator, you should be able to broker a great outcome (with a few added feature benefits thrown in) at your local dealership.

Word to the wise: slow things down when it comes to your car finance. It is really easy to get caught up in the emotion of buying a car – you want to sign on the dotted line and drive your freedom machine away.

Organise your car finance as a personal loan through your finance broker rather than using dealer finance – which appears convenient, but this convenience and immediacy comes at a cost.

Your broker will be able to source finance that you can afford with no nasty super-high interest rates, making your ride that much sweeter (and more affordable) throughout 2015.



Apply with caution: store cards

You reach the cashier at a major retailer with your arms full of sale-reduced goodies you've been waiting to purchase, when you're offered a further on-the-spot discount on the items ... if only you'll take out a store card. It only takes a few minutes... sign right here!

It's tempting, isn't it? With add-on perks like exclusive card member discounts and access to further sale events – often accompanied by 0% interest – the store card you're being offered seems like a good deal.

Our suggestion is : think twice! Store cards are little more than credit cards with fancier benefits ... paired with often punishingly high interest rates, poor customer service accountability and a world of hidden fees and charges.

If you do take up a store card offer for a special purchase, make sure you pay off the card immediately and cut it up the moment you get home – otherwise, you risk the possibility of having yet another credit card to make regular payments on.

If you then go on to forget a payment, you will have a black mark placed upon your credit report – a price far higher than any interest rate and certainly not worth the benefit of a 10% discount.

Aim to have only one (non-store) credit card in your name, and pay your full balance on time to minimize the risk of a poor credit rating which locks you out of more important lending options like mortgages and business loans.



For all your Insurance needs contact Allianz direct on 1300 858 642 and quote broker ID 24946 to receive the Broker discounts.



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Some of our lenders include



Our business is built on referrals and we would welcome the opportunity to assist any of your family or friends, also with their finance.

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