

Horizons Wealth Newsletter

We have well and truly launched into the new financial year and we would love to say a massive “Make it a good one!”

Our 2016/17 financial year was a series of very high highs and some low lows – Firstly the highs...

- Sok welcomed a daughter Skyla
- Barry and his wife Mandy are expecting any day now
- We welcomed Vinning and Samson to our team
- Lauren finally got hitched
- Markets went up - despite Brexit, Trump and record low interest rates!
- We won the RI Advice practice of the year in 2016 and we are finalists again in 2017

..and some lows

- Scott’s wife Steph had breast cancer but is making great progress – more of that later
- Eros has recently left us to be able to be closer to, and care for her mother

The rest of our fabulous team remains perfectly intact, Matt and Scott as Advisers, Barry and Samson with Betty and Lauren job sharing as Portfolio Managers and Vinning and Eliza as Client Service officers with Connie handling the finances and HR. I have the pleasure of coaching a number of financial advice businesses and one of the leaders of these businesses recounted to me in a more mellow moment – “Philip, we only need three things:

1. Something to look forward to;
2. Useful work to do; and
3. Someone to love!”

I have been reflecting on that for several months now and have shared this with some of the groups that I come in contact with and I think it’s actually pretty right! We are blessed to be able to share the whole range of life’s ups and downs with our fabulous clients, and we thank you for that. Your dreams are precious to you and by extension to us – we love that we get to share them and we count it as an honour to be able to walk with you, through the tough times – which we have done with a few you this year.

So... when we raise the often-difficult questions around your Estate Planning or Risk Insurances, it is because of our own experiences and the experiences that we have shared with you. Our tag line – “Designing Richer Futures” was very deliberately crafted to mean Richer in achieving our dreams and also for when the unplanned happens.

As for Scott’s wife Steph – she is doing very well and has a very good prognosis. Scott and Steph would be the first to say that having things in place financially as well as the love and support of family and friends’, has been instrumental in seeing them through this major life challenge.

One of the issues that we are consistently seeing is trying to help the next generation get into the property market. We have helped several of our clients work this through and in the Governments latest budget; they came up with another mechanism to help – using savings into the super system to help build a deposit.

We enclose a flyer on this which you may find useful and a link to a calculator <http://budget.gov.au/estimator/>. As always please make sure that you chat with us to determine whether this is a good strategy for you or someone you are trying to help!

We wish you a fabulous remainder of 2017 and look forward to catching up with you through this year.

Philip, Matt, Scott

...and the team at Horizons Wealth

The Mitton's Challenge

2016 was a difficult year for the Mitton household. In August, my wife Stephanie was diagnosed with breast cancer. Of course, at just 34 years of age, this was a huge shock to us and rattled our cage to say the least. However, we will be forever grateful for early detection and speedy access to medical resources. Steph recovered well from the operation and tolerated chemo treatment amazingly. Her last chemo was 8th December. In amongst the 'bad', we've had wonderful prayer, practical support and expressions of love from friends, family, clients and even people we don't know - including meals, school and kinder runs, child minding, cards, etc. We've been overwhelmed by the love shown to us. Those who have already heard about this, thank you for your care and concern. It's greatly appreciated. Thanks to Phil, Matt and the Horizons Wealth team for enabling me some time off to care for Steph and be around for the kids in the weeks and months following her operation.

For over eight years, I've been telling / recommending appropriate clients (people with debt and/or dependent children, especially if they're under age 50) they should have Trauma insurance on themselves. This is a lump sum payment, paid to the insured person if they experience a defined critical illness / medical trauma. Around 80% of claims relate to cancer, stroke, heart attacks & heart disease. The idea of the policy is to fund out-of-pocket medical expenses, rehabilitation, reduce debt and generally release the family / individual from financial pressures during a difficult time. And for us...that's exactly what it's done. We lodged the claim form on a Monday and the insurer made payment by that Friday! The funds were cleared in our account on the morning of Steph going into hospital for her operation. This enabled us to focus on what really mattered - getting through the operation, recovery, processing things mentally and emotionally.

The media love to tell stories about the 'bad' insurance stories - claims being declined, etc. So here is a 'good' one that won't receive the same amount of publicity.

If you, your kids, grandkids, friends or neighbours don't have Trauma insurance, you should talk to either Matt or myself about it. It's done for my family, exactly what I've told clients it should do for them if they experience a medical trauma. It doesn't magically make Steph better, but makes the already stressful experience, less stressful. One less thing to worry about.

Needless to say, Steph and I (and the family) have embraced the closure of 2016 and it's been a great start to 2017!

Scott Mitton