

Salary Packaging Newsletter

April 2007

HM
Henderson Matusch
STRATEGIC WEALTH SOLUTIONS

END OF FRINGE BENEFITS TAX YEAR

Salary packaging is based on the fringe benefits tax (FBT) year. The FBT year runs from 1 April to 31 March.

You are able to package your \$17,000 over this 12 month period; however any remaining funds at the end of March cannot be utilised for salary packaging in the new FBT year.

All employees who have excess funds in their RemServ trust account, need to take one of the following actions:

1. If your grossed up limit of \$17,000 has been reached and there are excess funds, these funds can be utilised to purchase a laptop, electronic diary etc.

2. You can have the surplus funds paid into your superannuation. This will incur a contributions tax of 15% on entry into your super fund.

3. You can have the funds reversed through payroll to be taxed at your normal marginal tax rate.

If you have any questions on this subject, please contact one of our qualified salary packaging Advisers, who will be more than happy to expand on this for you.

PARKING AT ROYAL BRISBANE WOMEN'S HOSPITAL

As many of you may be aware, car parking costs at the Metro have once again become FBT exempt. This means you can package car parking on top of your \$17,000 limit.

RemServ have sent a letter detailing the changes to most employers with directions on how to add FBT free car parking back into your packaging. If you did not receive the letter, or have any questions in regards to the change, please contact us so we can review your current arrangements and add car parking back into your package.

ANNUALISED SALARY PACKAGING CLIENTS

We have completed the process of contacting clients who have set up an accelerated, or short packaging arrangement, to catch up on their \$17,000 limit.

We have also brought their fortnightly deductions back to an annualised basis so they do not exceed the grossed up limit of \$17,000 moving into the next FBT year.

If you think you have been missed off our list, please contact us so we can make these changes for you.



Contact one of our salary packaging Advisers to ensure car parking has been included.

www.hendersonmatusch.com.au

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Southport QLD 4215

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COOLANGATTA

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Coolangatta QLD 4225

Phone: 07 5536 7000

EMPLOYER PROVIDED CAR PAYOUTS & NOVATED LEASES

Queensland Health has recently announced that any employee with a QFleet provided car will have the option of a yearly cash payout in lieu of their QFleet car. Over the coming months we will be conducting seminars to discuss your options: in regards to the cash payout, retaining a QFleet car, or novated car lease.

For further information about times and venues or to discuss your options over the phone please contact us.

SALARY PACKAGING ONLY SCRATCHES THE SURFACE WHEN IT COME TO GETTING AHEAD FINANCIALLY

At Henderson Matusch we are not just Salary Packaging specialists. We have a number of Advisers here who specialise in delivering a holistic approach to wealth creation to many of our clients. Salary Packaging is only a small step along the wealth creation path.

The work we do here for most of our clients who really want to get ahead financially, and achieve their financial hopes and dreams is very broad and far more strategic than you will find from most planners.

Our wealth creation clients are from fixed income everyday family households, and are not what you would term “high net worth”, however through the strategies we implement we are able to take them to this level over time. As they come from similar situations, they tend to have similar goals they want to attain, generally consisting of:

- Clearing their mortgage as quickly as possible (without making additional payments),
- Larger “one off” holidays,
- Home renovations, pools etc.,
- Home upgrades (buy/sell),
- New cars,
- Private education for the kids,
- And obviously achieving their long term goal of a comfortable retirement.

The challenge that most people face is that they don't have a plan to achieve all these things and even if they did they end up talking to a myriad of product providers including bank managers (or mortgage brokers), accountants and investment Advisers, who each focus on only one aspect of their circumstances.

This isn't good enough; a much more strategic approach is to consider the product side of things along with tax, type of home loan and investment considerations, but also to consider in more detail how a decision in one area impacts another.

The most critical area is cashflow and what impact your decisions will have on your overall capacity for wealth creation. We all need to look at our households as a business, any business tries to increase cashflow (profit) so that it then has choices, i.e. to spend, invest or to save. As a home owner you should be considering and implementing strategies to achieve similar outcomes to a profitable business. Additionally, like a business, you need to have reserves for those unknown, sometimes costly occurrences such as cars and fridges breaking down, etc.

How is this possible you ask? It can be done... and we do it every day for motivated, goal orientated home owners. They are achieving their goals (as listed earlier) as their strategic, holistic plan allows them to:

- Pay off their mortgage sooner (in around a third of the time it would normally take on average*) saving thousands of dollars in bank interest. Can a bank or mortgage broker promise you that?
- Implement strategies, in addition to your salary packaging, that minimises your tax even further (a 50% tax saving for our clients on average*).
- Establish a household spending plan, along with education and monthly monitoring and management assistance.
- Receive sensible and sound investment advice and education.
- Receive financial coaching and

ongoing encouragement to achieve their financial goals, hopes and dreams.

- Establish a partnership to assist in achieving their ever changing lifestyle and retirement goals.

If you reside in your own home, are keen to get ahead financially, but are unsure on how to go about it, and want a structured approach, which can also be altered and adjusted as your life changes – then you really need to make a time to come and see us by scheduling your complimentary introduction to what will be a life changing experience for you.

Please call Vanessa on (07) 3229 3688 to book your appointment with one of our qualified Advisers or contact the Henderson Matusch Adviser who completed your salary packaging for you. Either way, be sure to do it today.

** The results we are able to achieve for clients will vary depending on individual circumstances.*

REFERRAL PROGRAM

Our business continues to grow because of our existing clients' introduction of new clients. We gratefully thank you for your ongoing support and promotion of our unique services to others.

Feel free to pass on copies of our newsletter to friends and family, who you feel could benefit from our services. Alternatively, they can request to be added to our newsletter e-mail list, details below.

CHANGE OF DETAILS

We want to be able to notify you in the event of important legislative changes or information in regard to your investments, but we can only do so if your details are up to date. Please let us know if any of your contact details change.

E-MAIL NEWSLETTERS

If you would prefer to receive newsletters via e-mail, please contact your Adviser's office on the e-mail addresses on the front page of this newsletter, and we will add your details to our e-mail list.