

May, 2017



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Dave's News & Tips



Quick, Up To Date Finance Info To Save You Time, Money & Hassle

Thanks again for referring your friends and family to us, we really appreciate your support. We are enjoying having our two children, Josh and Tim working with us and it is a pleasure to teach them the business. Also they are bringing fresh ideas to the office. Our family are lovers of board games and Josh has done a review for you, an alternative to video games. Happy Mothers Day for all the Mum's out there, what would we do without you.

The New Financial Year Is Approaching Perfect Time to Review?



Having a budget

It's easy to lurch from payday to payday and bill to bill in the hope there's more money coming in than going out. The best way to manage your money and ensure you are not living beyond your means is to set a budget and stick to it.

Building a true budget requires honesty with yourself about how much you actually spend. Consider all of your costs for an entire month – groceries, bills, loan repayments, clothing, coffees, school fees, entertainment and everything in between – and stack them against what you earn. If you find there is little left over or worse, nothing at all, it's time to cut costs.

Consider expenses you can control versus those you can't. Loan repayments, school fees, rent or council rates are fixed. But take-aways, movies or a new pair of heels are all at your discretion – and where you can cut back. Not having your takeaway coffee, making your own lunch for work, reduce your impulse purchases and eating out and your annual savings could soar.

Set some goals

Nothing spurs savings like something to look forward to, such as a holiday or even a deposit on a home. Build your savings goal into your budget and set funds aside as soon as you get paid. Better still, have funds debited from your pay into an account you can't access easily, such as an online savings account.

Pay down debt

The new financial year is the perfect time to assess debt and make a plan to reduce it, starting with those debts with the highest interest. Consumers often make the mistake of paying extra off their home loan while carrying high-interest debt (up to 20 per cent per annum) on their credit card. You will be far better off financially if you clear the high-interest debt first. A \$5,000 credit card debt at 17.5 per cent, for example, attracts \$850 in interest a year, while the same amount on a 4 per cent per annum home loan costs just \$200 in interest. Credit card providers must now outline to customers how long it will take to pay off their debt if they pay just the monthly minimum. Check out the numbers on your next statement and take steps to pay as much off as you can.

Organise your deductibles

Start the new tax year by knowing what you can deduct and sorting your receipts. Australian income-earners are entitled to minimise their tax so find out what you are allowed to deduct in your line of work and keep a record of all relevant receipts, even if it's just in an envelope or folder. If unsure of what you can claim, visit ato.gov.au or talk to your accountant.

Get savvy with your super

If you are at a point in life where you have extra disposable income, it may be worth socking more into your super. Talk to your tax advisor or accountant about your individual circumstances and how much extra you're allowed to contribute. Superannuation is reported after the end of each financial year so keep an eye out for your next statement in coming months to see how your retirement fund is faring.

Make sure you are covered

Insurance may be considered a grudge purchase but it could be the difference between financial ruin and getting back on your feet if the worst happens. Check your home and contents policy to ensure you have enough cover to rebuild and replace your possessions in the event of a total loss. Many home owners make the mistake of just taking out enough building cover to repay their mortgage, but the sum insured should cover the cost of rebuilding your home at today's prices, including any landscaping and fences. Similarly, contents insurance should be sufficient to cover all of your belongings if you have to buy them again as new. If you have an investment property, make sure you have a specific landlords' policy to cover claims for loss of rent or tenant damage, which are not covered on standard home policies.

Mortgage matters

The new financial year is an ideal time to review your mortgage, regardless of how long you have been with your lender. It never hurts to look around at other institutions and their loans to ensure your mortgage is still structured to suit your circumstances. Even 0.5 per cent shaved from a \$250,000 loan will save more than \$23,000 over 25 years.

Please give me a call about your financial goals and circumstances for this financial year so I can help you determine the right loan for your situation.

Mother's Day Special Review: Board game of the month

Pandemic

Mother's Day has come around once again and I've been thinking of a way to celebrate this wonderful day, and then it hit me, how about helping mum to save the world?

Pandemic is a board co-operative game for 2-4 players (or by yourself if you don't mind playing multiple roles) where the main objective of the game is to research and cure four infectious diseases, each with the capability to drive human existence to extinction. So you might be wondering "Well that doesn't sound too hard, just get everyone to cure one disease each", which I can now confidently reply is exactly what I did with three other mates, that ended up as us witnessing the collapse of human society by the sixth turn.

So what went wrong with this seemingly flawless plan.....well it turns out that if infected cities are not contained properly, then a catastrophic explosion of infectious disease completely overwhelms the local quarantine forces and

spreads to each adjacent city. This leads into a wonderful domino effect that can cause other cities to outbreak, and before you know it, all hope is lost. This is one of the things that makes Pandemic one of my favourite board games of all time, as it can take all the careful planning and co-operation that you and your friends have done and mercilessly rip it all to shreds. I've had several games where we can be literally one turn away from curing the last disease, only to have six outbreaks happen at once and end the game. Never with any other board game have I been so shocked and in awe of what just happened that I start to realize that losing can be just as much, if not more, fun than actually winning the game, and this is what keeps me coming back to this game over and over.

In the end, this game will fight back with a vengeance, but you will find that over time you will get better at the game to start treading water and deliver some well-deserved payback. This opens up to other possibilities for the game with harder difficulty settings as well as a large variety of expansions to not only keep the game at a tense setting, but to also keep it fresh and innovative. Pandemic is a huge leap in the board game industry that not only shows that there are awesome alternatives to mainstream board games, but that co-operative games can be just as fun as competitive games. I highly recommended this as a game to introduce people into board games, which will give you and your teammates many hours of enjoyment. For more information on this game, there are a lot of excellent how to play videos and playthrough sessions on Youtube. Happy Mother's Day to everyone, hope you all have a great day.

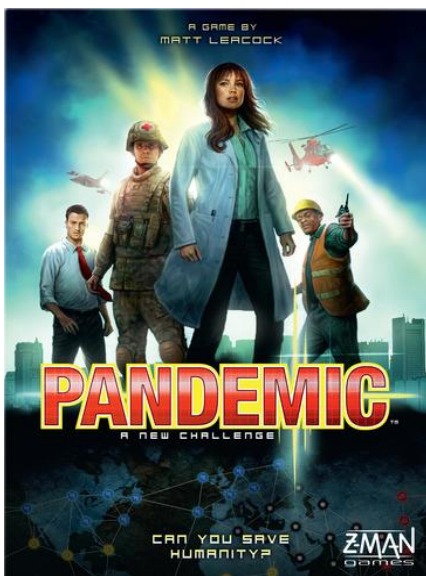


Image from <https://boardgamegeek.com/image/1534148/pandemic>

St Patrick's Day Competition Winners



Congratulations to John, Tammy and Carmel

First Prize \$100 Coles/Myer Gift Card – **John, Jo's Dad**

Second Prize \$50 Coles/Myer Gift Card - **Tammy**

Third Prize \$50 Coles/Myer Gift Card - **Carmel**

Thanks to everyone that entered

Jo's Dad's Best St Paddies Day Irish Joke

Paddy was sitting in PJ's pub in Cairns having a few beers on a hot day when the entertainment starts. It was a ventriloquist.

He starts off with a few Irish jokes and poor Paddy was getting quite offended, he stands up and says "Hey you I'm sick and tired of your jokes and I really feel I should come up there and punch you in the bloody nose".

With this the ventriloquist says "I'm so sorry sir but there was no offence intended.

Then Paddy replies "I'm not talking to you – I'm talking to the little guy on your knee.

Client News

Welcome to our new and existing clients who we have recently helped arrange their home loans. Don't hesitate to call us in the future on any matter to do with your home loan, we are here to help. Thank you Elizabeth for your kinds words below.

- | | |
|------------------------|-----------------------|
| - Rishi and Kristy | - Elizabeth |
| - Jay and Jenelle | - Steven and Margaret |
| - Jason and Kerry | - Brenton and Leah |
| - Cameron and Patricia | - Leah |
| - Glenn and Lesley | - Shane and Ruth |
| - Anthony and Heather | - Kou and Maisie |
| - Troy and Gabrielle | - Shayne and Helen |

"David was awesome from initial conversation and all through the purchasing process. His enthusiasm, and willingness to help at any moment of uncertainty was greatly appreciated. I would highly recommend the services of Loan Select Cairns. If I were to have any future urges to purchase another property, I will definitely be seeking advice and help from David Phillips." Thanks Elizabeth



Thanks Mark for your photo. Our little gift looks good on you.

Thought of the Month

To be a star
you must
shine your own light,
follow your own path
and don't worry
about the darkness,
for that is when
the stars shine
the brightest.

Unknown



Can I Ask A Favour

As we are a small family business, we thrive on our customers talking about us to their family, friends and workmates.

Please don't keep us a secret as we love what we do and would love to help more people into their homes and finding a home loan that suits your situation.

Also, if you could review our service on facebook and google (Loan Select Cairns), I would appreciate your help.

Thanks Katie, appreciate the review and your kind words.

Yours Free

Complimentary Book Reveals Property Financing Secrets for All Home Buyers

To request a **FREE COPY** of our book 'APPROVED! Financing Your Property Dream', for yourself, or to give to family or friends, please call me or send me an email with your name and address.

We'll pay the postage, no cost to you.





WHAT CAN I AFFORD?

Free Home Loan Review



This review will be tailored to provide you with details on the area(s) of interest to you, please tick (✓) where appropriate.

- | | |
|--|--|
| <input type="checkbox"/> I am a First Home Buyer and I am interested in a new home loan. | <input type="checkbox"/> I am interested in reducing my repayments on my existing home loan. |
| <input type="checkbox"/> I am Not a First Home Buyer and I am interested in a new home loan. | <input type="checkbox"/> I am interested in consolidating my home loan & other loans to reduce my repayments. |
| <input type="checkbox"/> I am interested in purchasing my NEXT home & looking to refinance my existing home loan. | <input type="checkbox"/> I am interested in an investment home loan & how I can purchase an investment property using my existing home. |

Please complete the following (estimated amounts are sufficient). All information will be treated in the strictest of confidence.

Section 1: Property Details (For existing home owners.) Estimated Property Value: \$ _____			Section 3: Family Circumstances Number of Children: _____ Number of Vehicles: _____		
Section 2: Income Details Gross Monthly Wages \$ _____ Savings (For New Borrowers) \$ _____ Monthly Rental Income \$ _____ Number of Borrowers: \$ _____			Section 4: Home Loan and Other Debt Details Home Loan: Monthly Repayments \$ _____ Outstanding Loan Amount \$ _____ Other Loans (Total): \$ _____		
Other Loans (Details):	Loan Amount/ Credit Limit	Monthly/Min Repayments		Loan Amount/ Credit Limit	Monthly/Min Repayments
Car Loan	\$ _____	\$ _____	Store Loan 2	\$ _____	\$ _____
Personal Loan 1	\$ _____	\$ _____	Credit Card 1	\$ _____	\$ _____
Personal Loan 2	\$ _____	\$ _____	Credit Card 2	\$ _____	\$ _____
Store Loan 1	\$ _____	\$ _____	Other	\$ _____	\$ _____
My Contact Details Are:	<input type="checkbox"/> Please call me to discuss my review.		<input type="checkbox"/> Please email me my review.		<input type="checkbox"/> Please post me my review.
Name/s: _____					
Postal Address: _____					
Contact Details:		Home: _____	Work: _____	Fax: _____	
		Mobile: _____	Email: _____		
To receive your personalised affordability review immediately, call David Phillips on 07 4041 0855 or ...					
Send your review request to: loanselect@ozemail.com.au or fax: 07 4041 5488 or post to P.O. Box 7186, Cairns Q 4870					

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