



# FINANCIAL PLANNING CASE STUDY

## Client Type: Young Professional Family

**Net Worth:** \$1.7 million

**Employer:** Recruitment /

Medical technology company

**Income:** \$325,000 per annum (combined)

**Family:** Married with 1 child

## Situation

- Client wanted to get control of their cash flow  
Selling current home for \$1.5 million and purchasing new home for \$2.6 million
- Accelerated debt reduction plan for new mortgage
- Unlock equity in the new home to accelerate growth of personal investment portfolio
- Review of existing investments
- Maximise superannuation strategies for tax efficiency
- Review existing insurances, products and structures to create a protection plan for their family
- Achieve a passive income goal of \$100,000 per annum in 15 years
- Review estate planning

## Client Testimonials

“After having our daughter my wife and I decided that, as neither of us are financially minded, it was time to engage with an expert who could help us with our long term financial goals. My experience with financial planners was not great so I was initially hesitant but after our initial discussion with Mike we realised that there is such a thing as a finance savvy person who knows how to speak plain English and doesn't want to force you down their path of greatest commission!

We thought we knew what was important to us but after our initial session Mike was able to change a lot of our thinking simply through his sound knowledge of the industry and introducing new concepts to support our goal of financial freedom. Since then it has been onwards and upwards with Mike and Jess managing us through some major property changes and ensuring all the details were covered.

We have a fixed goal which doesn't come at any cost to our standard of living, it's more about being a bit wiser and following simple tried and tested plans. We also know that if anything were to happen to us, both ourselves and our daughter are now completely covered financially.

Not being part of a large company and having been through the GFC and more recently the major industry regulatory upheavals, in itself shows that Mike and the team are here to stay and focused on their most important asset, us! We've recommended Delta Financial to several friends and have no hesitation recommending the team to anyone thinking of taking the next step to financial freedom.”

## How We Helped?

Our client was eager to enhance their accumulated personal and superannuation savings to achieve their passive income goal by unlocking equity in their home and investing in line with their risk tolerance. By developing a comprehensive strategy to achieve their passive income goal we provided the client with confidence in their financial future.

- We developed a comprehensive financial model of their current situation, and additional scenarios to illustrate the impact of our recommendations on their ability to achieve their financial goals
- We reviewed the clients cashflow and implemented a cashflow management system to reduce unnecessary spending and direct surplus cashflow to build their savings
- We recommended a debt recycling strategy to reduce the clients bad debt and unlock equity in their home to accelerate the growth of their personal wealth
- We recommended the client rollover their existing superannuation to an alternative platform to provide them with access to a broader range of investments and significant better long-term performance
- We analysed their situation, determined their risk needs and recommended insurance products that would best suit their unique needs and preferences
- We provided the client with a comprehensive plan to ensure that their superannuation and estate assets would be directed to their desired beneficiaries in the event of their passing



**Mike Sikar** - Founder and Principle Adviser  
Delta Financial Group

I have 23 years wealth management experience in stockbroking and financial planning founding Delta Financial Group in 2011. I started Delta Financial Group because I wanted to have a clear value proposition in a fee conscious world to help clients “create an income for life”. I would say we are more than simply financial planners, we are confidants, coaches, strategists, project managers, partners and often friends, who will care about your financial decisions and how they affect your family and your life. I've also been featured as a finance expert on Sky Business and was nominated by Financial Standard as one of the 50 most influential social media users in finance.