

# FINANCIAL PLANNING CASE STUDY

## Client Type: Pre-Retiree couple

**Net Worth:** \$5.2 million

**Employer:** US Tech Company/  
Management Consultant

**Income:** \$525,000 combined + stock options

**Family:** Married with 3 children

## Situation

- Client received a significant amount of company shares via executive share options, RSU's & Employee share purchase plan
- Pay tax liability arising from the vesting of the shares
- Review insurance needs and best way to structure them
- Review of existing investments (super and non super)
- Maximise superannuation strategies for tax efficiency
- Review estate planning
- Retire in 10 years with living expenses of \$150,000 per year in today's dollars until their life expectancy

## Client Testimonials

“ We engaged Mike with the view of planning for the future and providing financial security for the family. His knowledge around investments is second to none and we now also have excellent life insurances in place for our children, which gives us peace of mind. Mike also now looks after our Super, which is already proving the right decision and will no doubt make a huge difference in our retirement. This is without doubt a long term engagement and we look forward to working with Mike for many years. He offers a level of integrity and expertise that I have not previously encountered in this industry. I would highly recommend him.”

## How We Helped?

We helped the clients understand the importance of diversification and the benefits of the superannuation and pension environments to provide a tax-effective income when they choose to stop working. By discussing the clients objectives in detail and modelling the future outcomes, our clients had a clearly defined retirement goal and roadmap to get them there.

- We developed a comprehensive financial model of their current situation, further modelling scenarios of different housing expenditure and investment strategies and the impact it would have on their retirement
- We reviewed the clients cashflow and implemented a cashflow management system to reduce unnecessary spending and direct surplus cashflow towards retirement savings
- We recommended the client diversify their portfolio by reducing their exposure to shares in the employers company and investing a portfolio of managed funds aligned with the clients attitude to risk
- Liaised with clients accountant to determine the tax position with regards to the vested shares and setup a family trust to reinvest the share proceeds in a better structure
- We recommended a combination of concessional and non-concessional superannuation contributions to maximise their tax-efficiency and increase their retirement savings
- We analysed their situation, determined their risk needs and recommended a personal protection plan 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.