



It ain't ever going to be the same!

Lockdown has changed things irrevocably. Our buying patterns have changed, our work habits have changed and 'family-time' exploded. It was so nice seeing family groups out walking, which some told us had not happened for some time.

Working from home was a wonderful experience for many, while for others it was annoying and curtailed the social contact with colleagues. A large number of people have now negotiated to work from home for one, two or three days a week, or only be in the office for meetings that must be held in person.

Sadly, for some, unemployment has been the outcome, with businesses downsizing or closing altogether. The hope of course is that this is temporary, and things will bounce back quickly. We highly recommend that as the dust settles over the coming months, it is a good time to reassess your financial position. This includes mortgages, other debt, insurances, and investments. They will all have been impacted to a greater or lesser extent. We can help with these. It will cost you nothing to call for a chat about things to see if we can be of value to you. We look forward to hearing from you.



The crankshaft moves the camshaft, which drives the valves

We have welcomed James Kara, AFA, to the SwainWoodham family. A highly qualified financial planner, James brings a wealth of experience to investments and your long-term financial wellbeing. As James puts it, "You can't just look at one part of your financial situation without considering the others at the same time." He analyses your mortgages and debt management, retirement and investment planning, investment properties, insurances, and estate planning (wills and trusts). If one is not right, the others will not be performing as expected either, as they depend on each other.

Why the car reference in the headline? Well not only does this describe his connected approach to financial planning, but James is currently fully restoring a R33 GTR Skyline car (otherwise known as 'Godzilla'), which have become a relatively rare high-performance beast. He spends some of his spare time under the bonnet and inside the car to bring it back to showroom condition. This is alongside his busy family life, where he and wife, Kelly, look after their own three children and a young nephew.

James welcomes the opportunity to talk to you about reaching your long-term financial goals and enjoying a comfortable retirement. Call the office to make a time to meet with him.



Did your KiwiSaver take a bit of a hammering?

Don't panic! It is only a minor glitch and is bouncing back already. Most KiwiSaver providers took a wonderfully cautious approach and adjusted their portfolios accordingly to reduce the blow. As a result, any reductions in values have been minimised and providers are working hard to get great performance out of their funds again.

As a small tip, do not check the balances too often. KiwiSaver is a long-term investment, so any ups and downs along the way should not be a big concern. Focus on the value at age 65 and over since you can't access it until then anyway.

And don't forget that within your KiwiSaver, to get the full government contribution of \$521.43 per year you must have contributed a minimum of \$1,042.86 each year. Check with your provider to see if you need to adjust the regular contributions to get this.

Looking to reduce, review or change your insurances?

Before you think about reducing any, perhaps to save money, PLEASE call us! As you age, health issues can emerge, and we find that this frequently means that you cannot get that insurance cover back again. If you are wanting to reduce your premiums, then there may well be options.

Covid-19 has caused a lot of rethinking about personal and business finances and it's a very sound idea to review things as we return to normal – even if 'normal' is not the same as normal was a few months ago.



Business glitches

The recent pandemic sure caused a glitch to many, which has prompted several clients to contact us for a review of their business insurances. The obvious ones such as stock and asset cover are nearly always in hand, but the intangibles are often overlooked.

These are the 'What if's' around the humans. For example, what if a key staff member had a serious illness and could not work for say a year? Would the business be ok? Could someone else fill in? What if YOU had a stroke or an accident and could not work for a year? Would the business be ok?

And this is a BIG one. If you are in partnership and your partner cannot work, would it be ok that his or

her spouse moved in as your new business partner? This one has been known to destroy several businesses. Ask us about these.



The best way to reach your goals is not to set them!

We all know about goal setting and bucket-lists, but few ever achieve them. This is because they are usually too big or too far in the future. But 'life' simply gets in the way.

Goals like 'I want to run a Marathon' or 'I want to buy a convertible Mustang' or 'I want to write a book' are all big goals. They require dedication, setting dates, saving money and a clear plan to get there. But they all have steps along the way that are more than achievable, and the 'sum of the parts makes up the whole'.

A good way to do these is to set a small timeframe each day, say 30 minutes. Every day, if you train for half an hour, the marathon will get closer by the day. If for 30 minutes a day you write, then before you know it a book has emerged. If you look at your budget and household expenses regularly (perhaps weekly, not daily) then you will constantly find ways to save and the Mustang will be possible. If you give yourself a set timeframe each day or week and progress towards your goal, it WILL happen!



Sadly, our message from

2012 came true

In one of our 2012 newsletters, we wrote, "By 2050 it is believed that AIDS, cancer and all other fatal diseases will be controlled and, in many cases, eliminated, **however an influenza pandemic of some sort is almost certain.**"

Well the pandemic has arrived, and hopefully now gone, although not from some countries. But the implications of eliminating disease is that we will live longer – a lot longer!

Putting numbers on it, currently over-65's account for 13% of the population but this will increase by 150%. If you are currently in your 40's or 50's, you are highly likely to see your 90's and even hit the magic 100. All children born after 2000 are thought to be going to live to over 100.

The obvious consequences are that you could be spending 30+ years in retirement! Worth thinking about and planning you finances accordingly.

Money Puzzles

1. How many ways are there to change a \$50 note into \$10 and \$5 notes?
2. A man needed \$80 and only had a single gold coin worth \$50. He went to a pawn shop and got \$40 cash for it, plus the pawn-redeeming ticket. He then met a friend who he sold the pawn ticket to for \$40. He then had \$80. Who lost money from these transactions and how?

Answers:

1. There are six combinations that work
2. The friend lost \$30. When he redeemed the ticket, he had to pay \$40 to get the \$50 coin back. So, he ended up paying out \$80 to gain \$50.



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