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# Rob Melin



*Australian Accounting  
& Franchising Professionals*  
*... the power to pursue whatever you want*

It is all about.....

**Financial Independence by Reinvesting Effectively.**

And how to **F.I.R.E.** up:

- Your Business.
  - Your Investments.
  - Your Future.
-

**F.I.R.E.**

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# INTRODUCTION

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I WANT TO ASK YOU TO TAKE A MOMENT TO THINK ABOUT SOMETHING TRULY IMPACTFUL: WHAT IS THE ONE BIG GOAL YOU COULD ACHIEVE THAT WOULD HAVE AN INCREDIBLE POSITIVE INFLUENCE ON EVERY ASPECT OF YOUR LIFE?

PERHAPS YOU HAVE BEEN WANTING TO:

- EARN MORE MONEY.
- GROW YOUR SUCCESSFUL BUSINESS.
- CULTIVATE A POSITIVE SUCCESS MINDSET.
- EMBARK ON AN EXCITING NEW PROJECT.
- FIND LOVE AND BUILD MEANINGFUL CONNECTIONS (WITH OTHERS AND YOURSELF).
- ACHIEVE OPTIMAL HEALTH AND STRENGTH.
- CONQUER A MARATHON OR CHALLENGE YOURSELF PHYSICALLY.
- ALIGN YOUR LIFE WITH YOUR TRUE PURPOSES AND PASSION.
- EXPLORE THE WORLD AND TRAVEL TO YOUR DREAM DESTINATIONS.
- FIND YOUR IDEAL DREAM HOME.
- INFUSE JOY AND MEANING INTO EVERYTHING YOU DO.

OR PERHAPS YOUR DREAMS EXTEND FAR BEYOND THIS LIST OR PERHAPS EVEN ALL OF THESE GOALS.

NOW IS THE TIME TO TAKE ACTION!



**LET'S MAKE YOUR DREAMS  
BECOME A REALITY.**

**BECAUSE**

**IT IS TIME!**



# FOR TODAY, WE ARE SEEKING FIRE

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**F FINANCIAL  
I INDEPENDENCE, BY  
R REINVESTING  
E EFFECTIVELY**

1. TO CREATE WEALTH, IS WHAT WE WILL TALK ABOUT TODAY.
2. BUT MOST IMPORTANTLY, I NEED YOUR COMMITMENT.
3. COULD YOU PLEASE PROMISE ME, THAT YOU WILL COMMIT TIME, AND REGULAR TIME, TO YOUR **F.I.R.E.**?
4. I AM MOST INTERESTED IN YOUR COMMITMENT TO THIS **F.I.R.E.** COMMITMENT BECAUSE **F.I.R.E.** WORKS AND WORKS VERY WELL INDEED.

# SO, LETS GET STARTED

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HOW TO BE RICH AND ACHIEVE FINANCIAL INDEPENDENCE:

1. TO BE RICH, YOU MUST BE BOTH RICH IN SPIRIT, MIND, BODY AND LIFE.
2. BOTH PHYSICAL AND SPIRITUAL.
3. YES, BEING PHYSICALLY RICH IS ALL ABOUT:
  - MONEY IN THE BANK.
  - SHARES.
  - PROPERTY.
  - SUPERANNUATION.
  - OTHER INVESTMENTS.
4. BUT, WE NEED TO ENSURE YOU ARE MENTALLY RICH AND PREPARED IN YOUR MIND AND SPIRIT TO ACHIEVE THIS JOURNEY.
5. YES, BEING MENTALLY RICH IS ALL ABOUT:
  - THINKING.
  - PLANNING.
  - LEARNING.
  - EXPERIENCE.
  - FUN.

# DISCUSSION TIME

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TIME TO TALK INCOME!

TIME TO THINK!

TIME TO MAKE DECISIONS!



We can be the BEST  
in the business...



...if we keep  
that goal  
in mind.






# THE FIRST FIRE OF FOCUS IS YOUR BUSINESS

- 1. REINVEST BACK INTO YOUR BUSINESS.**
  - a. TO INCREASE YOUR BUSINESS INCOME:
    - A MINIMUM PRICE RISE.
    - HOW MUCH MORE COULD YOU DO?
    - TIME TO ASK THOSE AT YOUR TABLE?
    - HOW MUCH SHOULD YOUR PRICE RISE BE?
    - HOW OFTEN TO RAISE PRICES?
  - b. WARREN, WHAT ARE YOUR THOUGHTS ON THIS?
  - c. AND THE WINNER IS?
    - 12%, OR MORE!
    - BEING 6% FOR INFLATION.
    - ADD A FURTHER 6% BECAUSE YOU ARE WORTH IT.
- 2. INCREASING YOUR BUSINESS INCOME BY:**
  - a. THAT ONE EXTRA JOB EVERYDAY.
  - b. SQUEEZE MORE OUT OF EVERYDAY.
  - c. SPLIT YOUR TERRITORY, SO TO BE MORE EFFECTIVE.
  - d. MORE TRUCKS AND TRAILERS.
  - e. MORE EMPLOYEES.
  - f. MULTI UNIT TERRITORIES.

# WHAT BUSINESS EXPENSES COULD YOU REDUCE?

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**FROM TODAY!!**

1. INSURANCE.
  2. COMMUNICATIONS.
  3. OWNERS' DISCRETIONARY EXPENSES.
  4. TECHNOLOGY.
  5. CARS.
  6. FINANCE.
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# WITH FINANCE

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1. YES, CONTACT YOUR BANK OR BROKER.
  - GET THE CHEAPEST RATE POSSIBLE.
  - MAKE EXTRA REPAYMENTS.
  - BEWARE OF FIXING YOUR RATES NOW – AS THEY WILL DECREASE.
  - MAKE A SIMPLE PLAN TO PAY OFF YOUR LOANS.
2. NOTE, REFINANCING OF HOME LOANS IS VERY BIG BUSINESS RIGHT NOW.

REFERENCE: SCOTT PAPE, BAREFOOT INVESTOR



# TO DECREASE YOUR BUSINESS EXPENSES

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- TO ONLY RECOGNISE REAL BUSINESS EXPENSES.
- TO UNDERSTAND QUARTERLY REVIEWS OF EXPENSES WITHIN YOUR BUSINESS ACTIVITY STATEMENT (BAS).
- ASK YOURSELF, IF THERE ARE ANY WASTEFUL OR UNNECESSARY EXPENSES?
- WHAT PROCESSES CAN YOU AUTOMATE, SO YOU HAVE MORE TIME FOR CUSTOMERS?
- WHAT SERVICES SHOULD BE OUTSOURCED TO SOMEONE WHO CAN DO IT BETTER THAN YOU?
  - QUITE A FEW OF YOU HAVE VIRTUAL ASSISTANTS.
- AND WHAT ELSE?

**1. FIRE YOUR NET PROFIT, BY PERCENTAGES:**

- NET PROFIT: 100%
- LESS INCOME TAX: 30%
- NET PROFIT AFTER TAX: 70%

**TO BE ALLOCATED TO:**

- RE-INVEST BACK INTO THE BUSINESS: 20%
- REDUCE BUSINESS / PRIVATE DEBT: 20%
- INVEST OUTSIDE OF BUSINESS: 20%
- TOP UP YOUR SUPERANNUATION: 10%  
70%

**2. FIRE YOUR BUSINESS:**

- **REVIEW AND ENSURE THE RIGHT STRUCTURE.**
- **LOOK TO INVEST FOR NEW EQUIPMENT.**
  - REVIEW AND ENSURE EACH PIECE OF EQUIPMENT WILL GENERATE MORE REVENUE, THEN EXPENSES.
  - WHERE IS THE RIGHT INVESTMENT?
  - WHAT IS THE RIGHT INVESTMENT?

**3. FOR NEW EMPLOYEES, ARE THEY REALLY MOTIVATED TO HELP YOU?**

- DO YOU HAVE A REWARDS PLAN FOR THEM?
- DO THEY REALLY HAVE A FUTURE WITH YOU?

**4. FOR YOUR BUSINESS:**

- GO FOR PROFITS, NOT WAGES.
  - EMPLOY OTHERS TO MULITPLY THE EFFORTS IN YOUR BUSINESS.
  - USE YOUR EXPERIENCE AND INITIATIVE.
  - BE UNLIMITED IN YOUR BUSINESS IDEAS. BUT, PLEASE COMPLY WITH THE FRANCHISE SYSTEM.

**5. BE FAIR AND REASONABLE:**

- PAY FAIR DINKUM WAGES TO YOU, FOR YOUR REAL WORK COMPLETED.
- PAY SUPERANNUATION AT 11% OF THE FAIR DINKUM WAGES.
- CONSIDER MORE, AS YOU ARE WORTH IT.



# DISCUSSION TIME

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TIME TO TALK PERSONALLY!



# WHAT PERSONAL AND HOME EXPENSES COULD YOU REDUCE?

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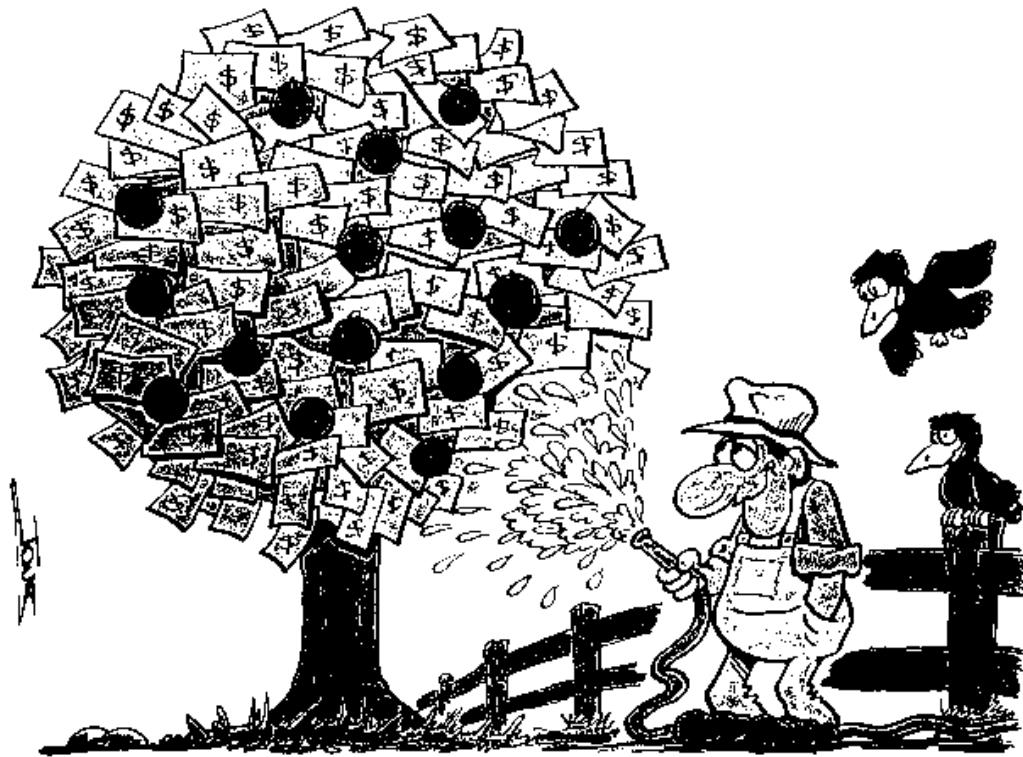
1. CONSUMABLES.
2. ALCOHOL.
3. INSURANCE.
  - HOME AND PRIVATE CARS.
4. KIDS.
  - CHARGE BOARD TO GAIN INCOME.
5. BUY HOME NECESSITIES MORE THAN WANTS OR NEEDS.
6. HAVE LESS IN PRIVATE BANK ACCOUNT.
7. CLOTHING.
8. HAIR, MAKEUP AND ACCESSORIES.
9. SPORT.



# NOW, FOR THE BIGGEST CHALLENGE FACING YOU TODAY.

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1. HOW TO CONTROL YOUR SPENDING AT HOME.
2. IT IS ALL ABOUT THE **FIRE**:
  - **F** FORGET EMOTIONS.
  - **I** IN CONTROL IS WHERE YOU MUST STAY.
  - **R** RIGHT SPENDING ON THE RIGHT PRODUCTS AND SERVICES AT THE RIGHT TIME.
  - **E** EFFICIENT AND EFFECTIVE BUYING.
3. CAN YOU FIRE YOUR HOME?
  - SO, CAN YOU SPEND LESS AT HOME?
4. I SAID TO MY WIFE:
  - YOU MUST SPEND LESS.
  - DO YOU KNOW WHAT SHE SAID?
  - WELL, WHAT SHE SAID WAS FOR ME TO REVIEW THE BUSINESS MODEL, WORK HARDER AND SMARTER, SO THAT I CAN KEEP HER TO A LIFE UP TO A LEVEL THAT SHE DESERVES FOR PUTTING UP WITH ME.
  - NO ACTUALLY, WHAT I DID WAS SAY THAT WE DO NOT HAVE ENOUGH MONEY, SO WE CANNOT BUY SOME THINGS AND SHE AGREED TO RE-INVEST.
5. IT WORKED, BECAUSE WE USED THAT SPENDING LESS APPROACH TO:
  - BUY SECONDHAND ITEMS, FOR MANY YEARS.
  - USE HAND ME DOWNS.
  - PUT MONEY AWAY TO PAY THE HOME LOAN, INVEST IN SHARES, INVEST IN PROPERTY AND PUT SOME MORE MONEY AWAY INTO SUPERANNUATION.
  - IT WORKED BECAUSE WE BOTH PLANNED WITH THE END IN MIND. WE HAVE THEN ACHIEVED THE OUTCOMES AND GOALS THAT WE BOTH AGREED UPON, ALL THOSE YEARS AGO.
6. YOU MAY ASK ME, DID IT WORK?
  - WELL, DID IT WORK?
  - BLOODY OATH MATE, IT ABSOLUTELY WORKED! AND BLOODY WELL TOO.
  - **YES, WE ARE FINANCIALLY INDEPENDENT AND REINVESTING EFFECTIVELY.**
  - YES, WE KEEP THE **FIRE** BURNING, ALWAYS.



# FIRE UP YOUR SUPERANNUATION SIMPLY FOR YOU.. SEEK 10% PLUS RETURNS

1. IT IS ALL ABOUT RETURNS ON INVESTMENT.
2. YOU NEED TO PUT AWAY 11% TO 20% OF YOUR NET INCOME, PER ANNUM.
3. SUPERANNUATION IS NOW AT 11% OF WAGES, WHICH MUST BE PAID INTO YOUR SUPERANNUATION. AND THIS JUST USING YOUR BASE SALARIES.
4. CAN YOU REALLY DO THE EXTRA 9%? WHY NOT?
5. SUPER IS NOT ALL ABOUT YOU. IT IS ABOUT THE BOTH OF YOU.
  - IT IS ABOUT YOUR SPOUSE / PARTNER.
  - IT IS ABOUT YOU.
  - IT IS ABOUT BOTH OF YOU.
  - AS TOGETHER MAKES ALL THE DIFFERENCE.
  - IN SUMMARY, SUPER IS YOURS, MINE AND OURS.
6. IMAGINE YOUR SUPERANNUATION ALLOWING YOU TO DO WHATEVER YOU WANT IN LIFE.
  - HAVE AN AWESOME HOLIDAY.
  - PAY FOR GROCERIES AND THE GOOD STUFF.
  - BUY PRESENTS FOR GRANDCHILDEN OR GRANDDOGS.
  - LIFESTYLE.
  - HOW MUCH IS ENOUGH?
7. WELL RIGHT NOW, THAT ANSWER IS \$2 MILLION.
8. IT IS A SIMPLE CALCULATION, TO GIVE A MINIMUM OF \$100,000 PER YEAR, WHILST YOU ARE IN RETIREMENT.
9. BUT, A START IS WHATEVER YOU NEED FOR YOUR ANNUAL YEARLY EXPENDITURE. SAY IT IS \$60,000. YOU NEED TO ACCUMULATE AT LEAST \$720,000 IN SUPER. THAT IS 12 TIMES.
10. A ROUGH GUIDE IS \$100,000 OF ASSETS, FOR EACH \$8,000 OF RETIREMENT INCOME PER ANNUM. THAT IS A 12.5 TIMES MULTIPLE.
11. THE OLDER YOU ARE, MORE IMPORTANT.
12. THE YOUNGER YOU ARE, IT IS LESS IMPORTANT FOR NOW.
13. IF YOU ARE GREATER THAN 50, IT IS TIME TO GET VERY SERIOUS.

SOURCE: SUPERANNUATION MADE SIMPLE -- NOEL WHITTAKER--

# IMAGINE, IMAGINE WHEN WERE YOUNG!

1. A REFLECTION TIME, TO CONSIDER US, WHEN WE WERE MUCH YOUNGER.
2. NOW, HOW MANY OF YOU DREAMED THAT YOU WOULD BE CLEANING GUTTERS?


WELL, OTHER THAN WARREN.

3. BUT, NOW IMAGINE WHAT GUTTER-VAC HAS ALREADY DONE FOR YOU AND WHAT IT CAN DO FOR YOU GOING FORWARD?
4. YOUR BUSINESS MODEL IN THE FUTURE WILL BE AN ONGOING REINVESTMENT OF YOUR TIME, MONEY AND EFFORTS. ALL IN THE MOST EFFECTIVE MANNER THAT YOU CAN.
5. IMAGINE:
  - THE RETURN ON INVESTMENT, FOR YOUR BUSINESS, AFTER REAL WAGES AND EXPENSES. BEING IN EXCESS OF 30% PER ANNUM.
  - IMAGINE USING SUCH CASH PROFITS TO PAY OFF LOANS, BOTH BUSINESS AND PRIVATE.
  - IMAGINE USING SUCH CASH PROFITS TO INVEST AND MAKE YOU PHYSICALLY RICH.



# SO, YOU NEED SAVINGS TO CREATE YOUR FIRE:

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- **F** FORCE YOURSELF TO MAKE SAVINGS AND COMMITMENTS.
  - **I** INVEST IN SHARES, PROPERTY, ETC.
  - **R** RETURNS ON INVESTMENT VIA PASSIVE MEANS. YES, IT IS FUN TO MAKE MONEY WHILST SLEEPING, DRINKING BEER OR RUM, OR WATCHING FOOTY OR YOUR FAVOURITE SHOWS.
  - **E** EXPECT THIS TO CHANGE YOUR LIVES FOREVER, BY DOING THIS ALWAYS.
- 



*'what would you attempt to do if you knew you  
could not fail?'*

# SOME BUSINESS COMMENTS FROM NOEL WHITTAKER: BEGINNER'S GUIDE TO WEALTH

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1. STEP ONE – MANAGE YOUR MONEY.
2. STEP TWO – UNDERSTAND HOW SMALL THINGS ACCUMULATE.
3. STEP THREE – KNOW ABOUT THE BOTTOM LINE.
4. STEP FOUR – MINIMISE BORROWING FOR DEPRECIATING ITEMS.
5. STEP FIVE – APPRECIATE THE IMPORTANCE OF INCREASING YOUR INCOME STREAM.
6. STEP SIX – USE YOUR INCOME TO ACQUIRE ASSETS.

**CAN YOU MAKE THESE CHANGES?**



# TO FIRE YOURSELF - 10 SIMPLE STEPS TO FINANCIAL FREEDOM

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1. KEEP PART OF WHAT YOU EARN.
2. UNDERSTAND THE VALUE OF TIME.
3. USE THE MIRACLE OF COMPOUNDING.
4. KNOW YOUR ENEMIES. KNOWLEDGE IS POWER.
5. CONTROL YOUR BORROWINGS. GOOD DEBT VERSUS BAD DEBT.
6. BECOME A GOAL SETTER. SET GOALS AND COMBINE GOALS.
7. KNOW WHERE YOU ARE NOW AND SUPERCHARGE IT TO GO FORWARD.
8. BECOME AN INVESTOR. KEEP SOME CASH AVAILABLE. BUT INVEST IN GROWTH ASSETS.
9. KEEP LEARNING. AND JUST TO BE SURE, KEEP LEARNING MORE.
10. FOLLOW THE PROCESS. GET STARTED. KEEP IT GOING ON AND ON.

SOURCE: NOEL WHITTAKER





# THE RULE OF 72: WHITTAKER “MAKING MONEY”

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1. DIVIDE THE NUMBER 72, BY THE EXPECTED RATE OF RETURN.
2. THE ANSWER IS THE NUMBER OF YEARS, IT WOULD TAKE, AT THAT RATE FOR A GIVEN SUM TO DOUBLE IN VALUE.
3. IF YOUR WEALTH INCREASES BY 6% A YEAR, IT WILL TAKE 12 YEARS TO DOUBLE.
4. SO, FOR SUPERANNUATION, IF THE RETURN WAS 9% A YEAR, IT WILL TAKE 8 YEARS TO DOUBLE.

<b>RATE OF RETURN</b>	<b>YEARS TO DOUBLE \$\$</b>
25%	2.88
20%	3.60
19%	3.80
18%	4.00
17%	4.20
16%	4.50
15%	4.80
14%	5.10
13%	5.50
12%	6.00
11%	6.50
10%	7.20
9%	8.00
8%	9.00
7%	10.20
6%	12.00
5%	14.40
4%	18.00
3%	24.00
2%	36.00
1%	72.00

# Number Of Years To Double Your Investment Value Based On Rate Of Return

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# HERE IS THE NEWS

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- A YEARLY INVESTMENT OF \$1,000 PER ANNUM AT A 8% EARNINGS RATE, GROWS TO:
  - AFTER 5 YEARS: \$5,866
  - AFTER 10 YEARS: \$14,486
  - AFTER 20 YEARS: \$45,762
  - AFTER 30 YEARS: \$113,284
  - AFTER 40 YEARS: \$259,057
  - AFTER 50 YEARS: \$573,774
- START NOW, WITH AS MUCH AS YOU CAN!

# HERE IS SOME MORE NEWS

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- A YEARLY INVESTMENT OF \$5,000 PER ANNUM AT A 8% EARNINGS RATE, GROWS TO:

○ AFTER 5 YEARS:	\$29,333
○ AFTER 10 YEARS:	\$72,433
○ AFTER 20 YEARS:	\$228,811
○ AFTER 30 YEARS:	\$566,417
○ AFTER 40 YEARS:	\$1,295,282
○ AFTER 50 YEARS:	\$2,868,849

- START NOW, WITH AS MUCH AS YOU CAN!

BE SERIOUS ABOUT THIS!

# THE GUARANTEED SECRET OF WEALTH

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TO CREATE WEALTH FOR YOURSELVES, WE HAVE TO MAKE SAVINGS AND INVESTMENT AN ONGOING COMMITMENT, INSTEAD OF SOMETHING WE TRY TO DO, WITH WHAT'S LEFTOVER. THE SECRETS ARE:

1. YOU SPEND MONEY YOU THINK YOU HAVE.
2. YOU DON'T MISS MONEY YOU DON'T GET. AS IT IS INVESTED.
3. REGULAR INVESTMENT IS THE SIMPLEST WAY TO WEALTH.
4. REINVEST YOUR EARNINGS.
5. DISCIPLINE IS THE KEY TO SUCCESS IN EVERYTHING.
6. LIFE IS ABOUT A LOT OF LITTLE THINGS THAT ADD UP IN THE LONG RUN.
7. NEVER STOP LEARNING.
8. START TODAY, BUT SLOWLY STEP BY STEP.
9. MOST OF US PAY OUR COMMITMENTS, BUT FEW SAVE VOLUNTARILY.
10. EVERYTHING WORTHWHILE TAKES TIME.

SOURCE: NOEL WHITTAKER



# CAN YOU FIND DOLLARS TO INVEST?

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1. CAN YOU FIND?
  - \$50 PER WEEK
  - \$100 PER WEEK
  - \$200 PER WEEK
  - \$500 PER WEEK
  - \$1,000 PER WEEK
  - MORE
2. THE **FLAME** TO YOUR FIRE IS **COMPOUNDING**.
3. **COMPOUNDING** IS THE QUIET ACHIEVER TO SIGNIFICANTLY INCREASE YOUR **FIRE**.

# FIRE

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## 1. SPENDING LESS:

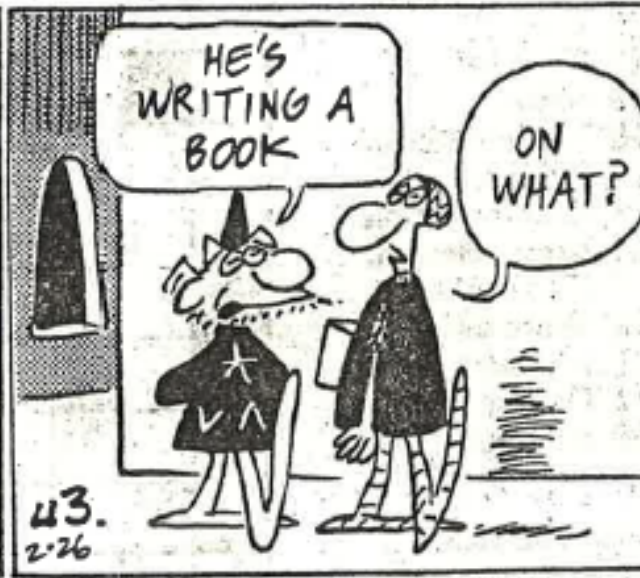
- **F** FORGET EMOTIONS – YOUR CONSCIENCE OF GOOD AND RIGHTEOUSNESS IS NEEDED.
- **I** IN CONTROL IS THE KEY – YOU DECIDE YOUR OWN DESTINY.
- **R** RIGHT SPEND – MORE IS LESS AND MUCH LESS, IS SO MUCH MORE.
- **E** EFFICIENT & EFFECTIVE BUYING – SMARTER, BETTER, BEST.

## 2. CAN YOU SPEND LESS?

- HOW MUCH?

## 3. BEING THE QUIET ACHIEVER TO SIGNIFICANTLY INCREASE YOUR FIRE.

- **F** FORCE YOUR SAVINGS AND ONGOING COMMITMENT TO SAVINGS.
- **I** INVEST IN SHARES, PROPERTY, ETC.
- **R** RETURNS ON INVESTMENT, TO BE BOTH INCOME AND CAPITAL.
- **E** EXPECT SUCCESS BY MORE SAVINGS.





# TAX TIPS

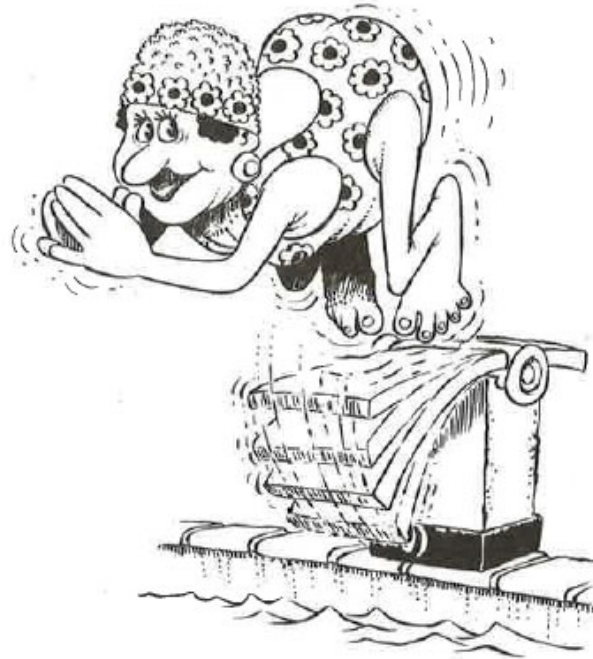
1. BE SUPER AT SUPER.
2. KEEPING GOOD RECORDS IS WORTH \$500 PER HOUR TO YOU.
  - IT IS ALL ABOUT RECORDS AND BEING REALISTIC.
3. THE RIGHT SITE OFFICE MAY BE OF BENEFIT.
4. THE RIGHT HOME OFFICE EXPENSES SETS THE SCENE FOR YOUR **F.I.R.E.**
5. TRAINING FOR YOU, AWAY FROM HOME.
6. STRATEGY MEETINGS TO BEST PLAN FOR YOUR BUSINESS AND FUTURE, E.G. ULURU, THE GREAT BARRIER REEF, NEW ZEALAND.
7. KEEP PROPER LOGBOOKS FOR ALL CARS.
8. INVEST IN THE RIGHT TOOLS FOR YOUR BUSINESS.
9. ENSURE THE RIGHT INSURANCE COVER AND PROTECTION FOR YOUR BUSINESS AND YOU.



# THE TAX ANGLES FOR WEALTH CREATION

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1. SUPERANNUATION IS THE LOWEST TAX ENTITY, FOR INCOME TAX AT 15% AND CAPITAL GAINS TAX AT 10%. SO, BLOODY WELL USE IT PLEASE.
2. WHEN YOU RETIRE, THE EARNINGS FROM INCOME AND CAPITAL GAINS ON YOUR SUPERANNUATION IS TAX FREE? HOW GOOD IS THAT.
3. USE A MIX OF THE RIGHT STRUCTURES:
  - FAMILY TRUSTS WORK BEST TO CONTROL INVESTMENTS FOR UP TO 80 YEARS.
  - FLEXIBILITY OF INCOME AND CAPITAL DISTRIBUTIONS TO SAVE AND THEN INVEST.
  - CONFIRMING ASSET PROTECTION FOR YOUR FAMILY.
  - TAX DEDUCTIBLE CONTRIBUTIONS ARE A GREAT WAY TO BOOST YOUR SUPER.
  - SUPER CAN BE A MAGNIFICENT TOOL FOR SAVING CAPITAL GAINS TAX.
  - PAY FOR INSURANCE, VIA YOUR SUPERANNUATION.



**This is the real thing.**



# MONEY MAGAZINE JUNE 2023 SAYS.....

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1. YOU CAN LIVE OFF THIS:
  - SINGLE = \$40,500
  - COUPLE = \$61,500
2. WITH A HOUSE.
3. INVESTMENT ASSETS OF UP TO:
  - \$400,000 – FOR A COUPLE.
  - \$260,000 – FOR A SINGLE.
3. THIS ALLOWS YOU TO RECEIVE A GOVERNMENT PENSION AS YOUR MAIN SOURCE OF INCOME.

**IS THIS WHAT YOU WANT?**



# HERE IS THE NEWS

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1. IF YOU RETIRE AT 65:
  - NEEDING \$60,000 PER ANNUM.
  - THE INVESTMENT NEEDED IS \$952,600.
  
2. THIS IS ASSUMING:
  - INFLATION CPI: 3%
  - EARNING RATE: 8%
  - YEARS TO LAST: 20 YEARS

- IF AT TODAY, YOU HAVE \$150,000 IN SUPERANNUATION AND YOU EARN \$80,000 PER ANNUM AND YOUR 11% SUPERANNUATION IS PAID IN WITH AN EARNINGS RATE OF 6%, YOUR BALANCE WILL BE IN COLUMN 1.
- COLUMN 2 SHOWS A 25% CONTRIBUTION RATE, WITH 6% EARNINGS.
- BUT WAIT.... WHAT IF YOU HAVE 9% EARNINGS RATE? – SEE COLUMN 3.
- COLUMN 4 SHOWS A 9% EARNINGS PLUS A CONTRIBUTION RATE OF 25%.

YEARS	COLUMN ONE	COLUMN TWO	COLUMN THREE	COLUMN FOUR
5	\$248,929	\$310,272	\$283,294	\$350,117
10	\$391,762	\$548,482	\$499,761	\$683,873
15	\$595,608	\$896,134	\$846,660	\$1,228,850
20	\$883,857	\$2,105,630	\$1,397,245	\$2,105,630

HERE IS MORE NEWS

# AN EXAMPLE INDUSTRY FUND, SUCH AS AUSTRALIAN RETIREMENT TRUST

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- THE GROWTH FUND IS SHOWING INCOME AND CAPITAL RETURNS OF:
  - 10 YEARS 9.53%
  - 7 YEARS 9.76%
  - 5 YEARS 8.36%
  - 3 YEARS 11.95%
  - 1 YEAR 11.96%
- SUMMARY.
  - YOU MUST SEEK A 10% PLUS EARNINGS RATE.
  - BUT, YOU MUST MONITOR YOUR SUPERANNUATION BALANCES AND INVESTMENTS, ON A QUARTERLY BASIS.



NET INCOME	\$100,000	\$95,000	\$80,000	\$77,000
LESS INCOME TAX	\$22,967	\$16,467	\$16,467	\$15,402
LESS MEDICARE LEVY	<u>\$2,000</u>	<u>\$1,900</u>	<u>\$1,600</u>	<u>\$1,540</u>
TOTAL TAX	<u>\$24,967</u>	<u>\$22,207</u>	<u>\$18,067</u>	<u>\$17,032</u>
NET INCOME AFTER TAX	<u>\$75,033</u>	<u>\$71,758</u>	<u>\$61,933</u>	<u>\$59,968</u>
WHEN RETIRED	\$6,250 P/M	\$6,000 P/M	\$5,200 P/M	\$5,000 P/M
SO AFTER TAX YOU NEED	\$75,000	\$72,000	\$62,400	\$60,000

## HOW MUCH YOU WILL NEED TO EARN BEFORE AND AFTER

THE ABOVE TABLE IS BASED ON 2024 TAX RATES

<b>NET INCOME</b>	<b>\$114,000</b>	<b>\$133,000</b>
LESS TAX	\$27,517	\$34,277
LESS MEDICARE LEVY	\$2,280 <u>\$29,797</u>	\$2,660 <u>\$36,937</u>
NET INCOME AFTER TAX	<u>\$84,203</u>	<u>\$96,063</u>
WHEN RETIRED	\$7,000 P/M	\$8,000 P/M
SO AFTER TAX YOU NEED	\$84,000	\$96,000

**BUT REALLY MOST OF YOU WILL NEED**

***“NOTHING CHANGES UNLESS SOMETHING  
CHANGES AND WHEN IT COMES TO LIVING  
YOUR BEST MOST BRILLIANT LIFE, THE  
THING THAT MOST NEEDS TO CHANGE IS  
USUALLY YOU.”***

***— — BY DOMONIQUE BERTOLUCCI — —***



*'time is the scarcest resource and unless it is managed, nothing else can be managed'*

1. REMEMBER THE AGES OF FIRE:
  - WHEN WE WERE 20 AND GOING TO BUY OUR FIRST HOUSE. **WE HAD THE FIRE.**
  - WHEN WE WERE 40, AND WORKING TO GET OUR FAMILY ORGANISED, THROUGH SCHOOL, THE TEENAGE YEARS AND HELPING THE KIDS GET ORGANISED FOR LIFE. **WE GREW THE FIRE.**
  - AT 60, IT IS ALL ABOUT THE TWO OF US. A SCARY CONCEPT BUT ONE THAT REQUIRES CAREFUL CONSIDERATION AND PLANNING. **WE MUST KEEP THE FIRE BURNING.**
2. EACH OF US HAVE TO MAKE SOME REALLY IMPORTANT DECISIONS:
  - WHEN DO YOU RETIRE FROM RUNNING THE BUSINESS?
  - WHEN DO YOU SELL THE BUSINESS?
  - WHEN DO YOU DO A “SOFT” FINISH. WHERE YOU SELL DOWN YOUR EQUITY, BUT KEEP WORKING FOR WAGES.
  - WHEN IS YOUR “HARD” FINISH, WHERE YOU LEAVE AND NEVER COME BACK?
3. THIS IS REALLY HARD TO DO.
2. THIS IS REALLY VERY HARD TO DO.
4. SO MANY YEARS AGO, WHEN I WAS WRITING UP MY BUCKET LIST, I DECIDED THAT:
  - WHEN I AM 64, I WILL COMPLETE MY HARD FINISH.
  - AND BEFORE THAT, FROM WHEN I AM 60 (WHICH IS IN DECEMBER 2023), I WILL BE WORKING ON MY SOFT FINISH.
5. WHEN DO YOU RETIRE FROM RUNNING YOUR INVESTMENTS? NEVER ACTUALLY. YOU NEED SOMETHING TO GOT YOU OUT OF THE HOUSE.
6. THIS IS WHY THE F.I.R.E. IS ALWAYS BURNING.



# F.I.R.E. YOUR WEALTH CREATION

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1. BUT FIRST, WHAT ARE WE TRYING TO ACHIEVE?
2. UNDERSTAND THE INVESTMENT TYPES, SO YOU MAKE THE BEST PERSONAL CHOICE.
  - DEBT REDUCTION.
  - PROPERTY. FOR LONG TERM.
  - SHARES. FOR LONG TERM.
  - BULLION, COLLECTIBLES, ETC.
  - OTHER INVESTMENTS.
  - CREATE YOUR MENTAL WEALTH PLAN AND EXPAND IT ALWAYS.
  - CREATE YOUR PHYSICAL WEALTH PLAN.

# TIME TO F.I.R.E. IS OUR BIGGEST ENEMY

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1. WE HAVE SO MUCH TO ACHIEVE AND SO LITTLE TIME TO DO ALL OF IT.
2. WHO HAS HAD VISIONS OF:
  - A BEACH HOUSE.
  - A CHALET IN THE SNOW.
  - TO TRAVEL AROUND AUSTRALIA.
  - TO TRAVEL AROUND THE WORLD.
  - TO BE PREPARED FOR LIFE.
  - TO BE PREPARED FOR RETIREMENT.



*'the chief function of the body is to carry your  
brain around'*



# FIRE YOUR MENTAL WEALTH

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- THE **FIRE** STARTS WITH YOU.
- YOU CAN MAKE YOURSELF STRONGER IN MIND AND BE ABLE TO TAKE ON THE WORLD.
- CREATE A BALANCE JUST RIGHT FOR YOU.
- BUT YOU MUST BOOK TIME FOR YOU.
  - ALLOW 2 HOURS PER WEEK.
  - READ:
    - GUTTER-VAC
    - INVESTMENTS
    - MONEY MAGAZINE
  - THINK
    - WHY IS IT SO?
    - SO HOW CAN I MAKE IT BETTER?
  - COMMIT:
    - MAKE IT HAPPEN.
    - NEVER BE A GONNA DOER!

# MIND IT ALWAYS!

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- USE YOUR GREAT MIND.
- YOU ARE VERY SMART.
- YOU ARE VERY POWERFUL.
- YOU ARE VERY WEALTHY IN MIND.

SO, **FIRE** YOUR MENTAL WEALTH, **A-L-W-A-Y-S.**





*'a journey of a thousand miles must begin with a single step'*

# SO, MY QUESTIONS TO YOU ARE:

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*"I'VE BEEN RICH, I'VE BEEN POOR. RICH IS BETTER."  
AS SAID BY PETER SWITZER.*




# 12 STEPS TO GET RICHER

## BY PETER SWITZER

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1. FOCUS ON WHAT YOU WANT. WRITE DOWN YOUR GOALS:
  - TELL SOMEONE.
  - COMMIT TO GETTING THEM DONE.
  - FOCUS ON YOUR COMMITMENT TO YOUR COMMITMENT.
2. SET OUT A PLAN TO GET RICHER:
  - WHO WILL MONITOR?
  - BE SPECIFIC.
  - USE DOLLARS.
  - USE DATES.
  - WRITE IT AND EMBRACE IT.
3. FIND THE MONEY! SAVE SMARTER. GET MORE INCOME:
  - YES YOU CAN.
  - MAKE AND SAVE MONEY FOR WORK.
  - MAKE TIME FOR HOME LIFE.
4. USE THE BEST MONEY-MAKING SUPER, DEPOSITS AND LOANS:
  - ALWAYS THINK MORE.
  - ASK THE RIGHT QUESTIONS.
  - BE TAX EFFECTIVE.
6. LEARN FROM RICH, SUCCESSFUL PEOPLE:
  - USE:
    - FINANCIAL PLANNERS.
    - BUSINESS ADVISERS.
  - SUBSCRIBE:
    - AUDIBLE.
    - OTHER SERVICES.
  - READ, WRITE AND LEARN.
7. GET MORE COMFORTABLE WITH STOCKS:
  - ET'S; IPO'S; BROKERS; SHARE PURCHASE PLANS; AND OTHER SOURCES.
8. BECOME AN EXPERT USER OF DEBT AND BANKS:
  - TAX EFFECTIVE DEBT.
  - CONTROL "BAD" DEBTS AND CREDITS.
9. BECOME A PROPERTY EXPERT:
  - PRINCIPAL PLACE OF RESIDENCE.
  - INVESTMENT PROPERTY.
  - YOUR LIFESTYLE WELL DESERVED.

9. BECOME A SELF-MOTIVATING EXPERT:
    - YOU NEED TO BACK YOURSELF.
    - COMMIT TO ONGOING LEARNING IN ORDER TO BE AN EXPERT.
  10. BECOME A SUPER EXPERT:
    - IT IS ALL ABOUT YOUR RETIREMENT.
    - MAKE IT A SUPER FAMILY / BUSINESS / LIFE.
  11. BECOME A TAX BUSINESS EXPERT:
    - YOU CAN DO IT, BUT DO IT AS AN ONGOING PROJECT.
  12. CONTINUALLY READ “STUFF” THAT WILL MAKE YOU SMARTER AND RICHER:
    - KNOW, UNDERSTAND, APPRECIATE AND KEEP LEARNING.
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# JOIN THE RICH CLUB

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1. YES, YOU CAN.
2. YES, IT IS WORTH IT. AND YOU DESERVE IT.
3. TO SUPPORT YOU ON YOUR JOURNEY OF **F.I.R.E.**, WE OFFER A SMALL GIFT. OUR TEAM WILL NOW DISTRIBUTE OUR GIFTS TO YOU.
4. AND IN THE AUTHOR, PETER SWITZER'S OWN WORDS:
  - ***GO FOR IT;***
  - ***HOPE THIS HELPS; AND***
  - ***BEST OF LUCK.***

1. I AGREE WITH PETER SWITZER. IT IS BETTER TO BE IN THE RICH CLUB.

2. BE MENTALLY RICH.

3. BE PHYSICALLY RICH.

**AND REMEMBER ..... WE DIDN'T START THE FIRE; IT WAS ALWAYS BURNING.**

**SO, GO OUT AND ACHIEVE FINANCIAL INDEPENDENCE BY REINVESTING EFFECTIVELY. I HOPE YOU FIRE UP AND KEEP FIRED.**



THANK YOU VERY MUCH

