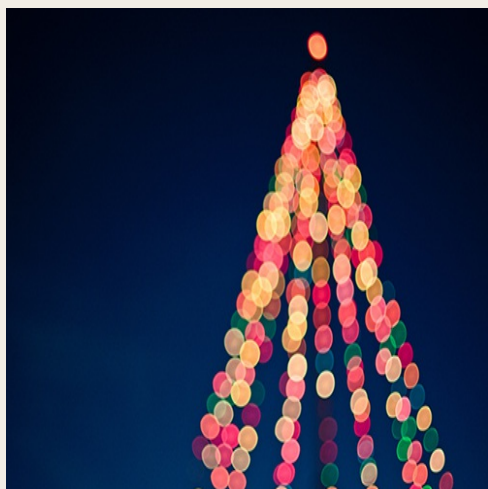




Christmas Newsletter 2020

Wishing you a very Merry Christmas and safe, happy New Year! From all of us at CFG, may your holiday season be filled with joy and good cheer and 2021 bring you health, happiness and success.

Merry Christmas from Kym



Welcome to our Christmas 2020 Client Newsletter.

It is fair to say that little need be said regarding the last 12 months which has presented unprecedented global economic challenges and significant upheaval to everyday life. Many of these challenges are still with us, to varying degrees, and will require ongoing disciplined medical and social behaviour strategies to allow us to get back to life as it was.

Share markets around the world have recovered strongly from their low point in March with some indices around the world reaching new record highs. Many economists are wary of making meaningful predictions for what 2021 might hold for us all with the critical pivot point being the success of vaccines to negate the global pandemic impact. Those that have been bold enough have predicted that whilst the markets will continue to be sensitive over the next 12 months, they do believe there will be reasonable growth across most sectors. In a climate still characterised by low growth,

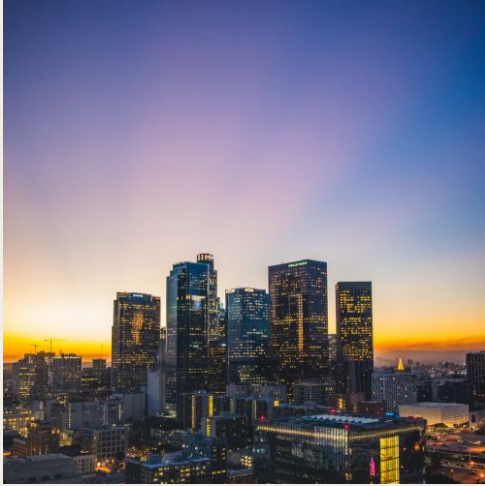
inflation and interest rates, it has reinforced that having investable proceeds exposed to a well-diversified portfolio of investments with exposure to all the major asset classes and being invested in line with the individuals preferred risk profile will, over the long term, significantly outperform bank type returns and inflation.

We trust that you, and your family, will get some insight and useful information from the variety of articles included with this newsletter. If you think any of these articles may be of use to other family members or friends please feel free to share it with them.

Please accept our very best wishes to you and yours for a safe, happy and enjoyable festive season and we look forward to catching up with you in 2021.



The art of downsizing



The kids have finally left home and now you're rattling around in a house way bigger than you need. If it's time to think about downsizing, there's more to it than simply selling one house and buying another. Here are a few things to consider.

Tax-free gain

Selling a large house and buying a townhouse or unit, perhaps in a more affordable suburb, can free up a significant sum of money which you could use to help fund your retirement or take that dream international holiday. But before you get too excited by your potential windfall, remember to take into account expenses such as agent's fees, removalist costs and stamp duty on the new property. This will give you a better idea of how much additional cash you are likely to be left with.

Generally, any capital gains on the sale of the family home are exempt from capital gains tax (CGT). However, if the home has been used for income-producing

activity, such as running a business or letting out a room, then a portion of the gain may be subject to CGT.

On the upside, downsizing may reduce your living costs. New homes are usually more energy efficient, and cost less to heat and cool than older housing stock.

Centrelink considerations

The family home is exempt from Centrelink's age pension asset test. If qualifying for a full or part age pension is important to you, you may not want to free up too much cash when downsizing.

Indeed, some retirees actually dip into their savings to buy a higher value home. Their aim is to reduce their assessable assets and maximise their pension entitlement. This isn't always a good idea as it increases the risk of being caught in the 'asset rich, cash poor' trap.

Super boost

As an incentive to downsize, Australians over the age of 65 are permitted to make a contribution to super of up to \$300,000 each (\$600,000 for a couple) from the proceeds of selling their home. The amount will be treated as a non-concessional (after-tax) contribution, and exempt from the usual restrictions. The contribution must be made within 90 days of the change of ownership.

For most people under 65, super may also be a desirable destination for most of the money freed up by downsizing. Make sure that any contributions fall within the relevant limits.

Emotional cost

While the financial benefits of downsizing can be considerable, moving house is

amongst life's most stressful events. This is particularly the case when you are giving up a home full of family memories. Just being aware that you may face an emotional reaction is a start, but be open to seeking professional support if moving does bring on a bout of the blues.

Seek financial advice

Downsizing has both financial and lifestyle dimensions, and you'll want to make the most of any profits you realise. Contact our office for more information.

Source: Financial Writers Australia

Our office will be closed for the holiday period from 12.00pm Wednesday 23 December 2020 and reopen Monday 11 January 2021. Should you have an urgent query during this time, please call the office on 08 7079 1077 where you will be provided with contact details. Thank you.



Suite 12, 132 O'Connell St
North Adelaide
SA 5006
Australia

Phone: 08 7079 1077
Fax: 08 7079 1078
Email: reception@cotterfg.com.au

Cotter Financial Group Pty Ltd

www.cotterfg.com.au

General Advice Warning This information is of a general nature only and neither represents nor is intended to be specific advice on any particular matter. Infocus Securities Australia Pty Ltd strongly suggests that no person should act specifically on the basis of the information contained herein but should seek appropriate professional advice based upon their own personal circumstances. Although we consider the sources for this material reliable, no warranty is given and no liability is accepted for any statement or opinion or for any error or omission. If you do not wish to continue to receive future newsletters or wish to opt-out from future newsletters, send a reply email with the subject UNSUBSCRIBE. Under the terms of the Spam Act 2003, we are committed to responding to your opt-out request within 5 (five) working days.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049 AFSL and Australian Credit Licence No. 236523.

How to choose a sales agent when selling your property



When you make the decision to sell your property, you naturally want to achieve the maximum sales price – and the agent you choose can play an important role in this.

Here are some tips to consider when choosing a sales agent:

- Research which agencies and agents are most prominent in your suburb through websites such as realestate.com.au or domain.com.au
- Check out their company and agent profile on their website
- Research their agent ratings and reviews on websites such as ratemyagent.com.au
- Review what type of properties these agents typically specialise in – for example, they may be an apartment specialist, or an acreage specialist

- Interview the agents – yes, actually interview them! They are going to be doing an important job for you so they need to be able to answer your questions and make you feel confident that they can do the job well
- You can also evaluate the agents on the following criteria and qualities:

- Communication
- Proactivity
- Response time
- Market knowledge and experience
- Outcomes – while total sales are often referenced, it's also important to understand whether the agent consistently achieves the listed price or close to it

is no charge to you for this service and it's available to all Infocus Advisory clients and their family and friends.

If you have any questions about selling your home, or anything property-related, please don't hesitate to contact us.

Next steps

Obtain 2 – 3 appraisals including market perspectives and proposed sales method eg auction, private treaty etc.

Compare the appraisals, fees, marketing strategy and costs – but also consider how you feel about the agent and whether you will be able to develop a productive relationship. Sometimes it can take longer than anticipated to sell your property and you could be working with your agent for an extended period

Negotiate the commission fee if you feel there is a need to.

We can help you too

Selling a property can be stressful enough and if you just don't have time to do all this, the Infocus Property Advisory can take care of the entire agent selection process for you, from researching and reviewing the agent, to presenting our recommended agents and negotiating the commission for you. There

Our office will be closed for the holiday period from 12.00pm Wednesday 23 December 2020 and reopen Monday 11 January 2021. Should you have an urgent query during this time, please call the office on 08 7079 1077 where you will be provided with contact details. Thank you.



Suite 12, 132 O'Connell St
North Adelaide
SA 5006
Australia

Phone: 08 7079 1077
Fax: 08 7079 1078
Email: reception@cotterfg.com.au

Cotter Financial Group Pty Ltd

www.cotterfg.com.au

General Advice Warning This information is of a general nature only and neither represents nor is intended to be specific advice on any particular matter. Infocus Securities Australia Pty Ltd strongly suggests that no person should act specifically on the basis of the information contained herein but should seek appropriate professional advice based upon their own personal circumstances. Although we consider the sources for this material reliable, no warranty is given and no liability is accepted for any statement or opinion or for any error or omission. If you do not wish to continue to receive future newsletters or wish to opt-out from future newsletters, send a reply email with the subject UNSUBSCRIBE. Under the terms of the Spam Act 2003, we are committed to responding to your opt-out request within 5 (five) working days.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049 AFSL and Australian Credit Licence No. 236523.

Planning for aged care



The decision to enter aged care can be difficult, but a new range of tools and services helps to simplify the process.

The decision to enter aged care is not often an easy one to make. It's a major life change and can understandably be a highly emotional time for those entering care and their families.

The reality for many people is that aged care may be just around the corner, whether it's helping a partner or parent to enter aged care, or considering your own plans for the future.

Aged care can be an overwhelming and complex process to navigate, but early planning can help to take the stress and uncertainty out of it when the time comes to make the transition.

The best place to start is at the [My Aged Care](https://www.myagedcare.gov.au) website www.myagedcare.gov.au. Here, you can learn about the different types of aged care, get assessed for aged care services, and find an aged

care provider in your local area. There's even a handy [fee estimator](#) tool on the website, so you can find out what you may need to pay towards an aged care home or for a home care package.

The Department of Human Services' [Financial Information Service](#) can also help you to understand the financial aspects of aged care. You could speak to a [Financial Information Service Officer](#) or attend one of the Department's free seminars on aged care to learn more about aged care fees and charges, and different options to fund aged care depending on your circumstances. For more information, go to <https://www.humanservices.gov.au/individuals/services/financial-information-service>.

If you or a family member are thinking of entering an aged care facility or getting help with living at home, the Department of Human Services may be able to help with the costs. The Department can offset some of the cost of care based on income, assets and type of care needed. Once assessed as suitable to enter aged care by an Aged Care Assessment Team, The Department of Human Services will do a means assessment to determine how they can help with fees.

The Department will use financial details to assess if they have to pay a means-tested fee towards the cost of their care and what this fee will be.

Improvements made

The Department of Human Services has made vast improvements to the aged care forms this year. These forms have been significantly trimmed back in size and the front page now makes it clearer who needs to complete them. For instance, people entering residential care don't need to

fill in a form if they get a means-tested income support payment from [Centrelink](#) or the [Department of Veterans' Affairs](#) (DVA), and don't own their own home.

People commencing a [Home Care Package](#) don't need to fill in a form if they get a means-tested income support payment from Centrelink or the DVA.

This is because the Department of Human Services will use the information already held about income and assets to calculate means-tested fees for aged care, saving the filling of a form.

It is important those entering care make sure their income and assets are up to date when they enter into aged care to ensure their assessment can be completed automatically. They can do this by accessing their Centrelink online account or by calling Centrelink on 13 23 00 or DVA on 1800 555 254.

There's even a digital form which tailors questions to a person's circumstances, and you can lodge this using their Centrelink online account on [myGov](#) or by printing and returning the form to the Department of Human Services. These forms are available to print from the Department's website or your client can request a copy by [calling](#) the Department or visiting a Service Centre.

To find out more about options, services and support for people considering aged care, please don't hesitate to contact us.

Reference: Money and Life
<https://www.moneyandlife.com.au/professionals/for-aged-care/>

Our office will be closed for the holiday period from 12.00pm Wednesday 23 December 2020 and reopen Monday 11 January 2021. Should you have an urgent query during this time, please call the office on 08 7079 1077 where you will be provided with contact details. Thank you.



Suite 12, 132 O'Connell St
North Adelaide
SA 5006
Australia

Phone: 08 7079 1077
Fax: 08 7079 1078
Email: reception@cotterfg.com.au

Cotter Financial Group Pty Ltd

www.cotterfg.com.au

General Advice Warning This information is of a general nature only and neither represents nor is intended to be specific advice on any particular matter. Infocus Securities Australia Pty Ltd strongly suggests that no person should act specifically on the basis of the information contained herein but should seek appropriate professional advice based upon their own personal circumstances. Although we consider the sources for this material reliable, no warranty is given and no liability is accepted for any statement or opinion or for any error or omission. If you do not wish to continue to receive future newsletters or wish to opt-out from future newsletters, send a reply email with the subject UNSUBSCRIBE. Under the terms of the Spam Act 2003, we are committed to responding to your opt-out request within 5 (five) working days.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049 AFSL and Australian Credit Licence No. 236523.

Economic Update December 2020



Within this month's update, we share with you a snapshot of economic occurrences both nationally and from around the globe.

Will COVID-19 vaccines and treatments deliver?

- Peer-reviewed clinical trial data for COVID-19 vaccines not yet published
- Lots of very strong growth data around the world for quarter three as it anticipates a rebound
- Similarly, Australian labour force data are strong pointing to a positive start to 2021

We hope you find this month's Economic Update as informative as always. If you have any feedback or would like to discuss any aspect of this report, please contact your Financial Adviser.

The Big Picture

Much of 2020 has been spent worrying about how the US elections might go and when coronavirus vaccines might be available. The light at the end of the tunnel is now visible but it's flickering.

Except for Trump, the world acknowledges that Joe Biden will assume office at his inauguration in January. The handover got a bit nasty at times but Biden's team is now getting access to White House briefings as is normal.

But the election is far from over. The lower house (house of Representatives) is certainly going to remain controlled by the Democrats. The Senate, however, has two undecided seats – both in Georgia. Each state allows for different election procedures and Georgia's requires a minimum 50% count for the winner. As this figure was not achieved for either seat, partly because of the number of people standing, both seats are up for grabs on January 5th 2021 in so-called run-off elections.

Georgia is traditionally held by Republicans but nothing is normal these days. If both seats go to the Democrats, the Vice President gets the deciding vote in a 50-50 Senate. If either or both are retained by the Republicans, the Senate remains held by the Republicans and Congress is 'split', as it has been for some time.

Markets appeared to like the idea of a split Congress as it makes many of the more extreme Democratic policies unlikely to get through into law. In particular, it means the big tax hikes favoured by Biden-Harris won't get through.

On the downside, a split Congress means that the much needed COVID stimulus package will struggle to get through in any meaningful size.

As it turns out, in the days and weeks following the announcement of a Biden presidency, three different companies announced (by press release) the efficacy rates of their vaccines. Normally people wait for peer-reviewed academic journals to release the results. So, are we jumping the gun?

In a combined election-vaccine euphoria, markets here and around the world charged up in November at a pace not seen since the aftermath of the 1987 stock market crash!

The clinical trials have been running for months with tens of thousands of participants. However, for any one vaccine, such as Moderna's, the number of cases being used in the efficacy (or effectiveness) calculation is quite small.

Our office will be closed for the holiday period from 12.00pm Wednesday 23 December 2020 and reopen Monday 11 January 2021. Should you have an urgent query during this time, please call the office on 08 7079 1077 where you will be provided with contact details. Thank you.



Suite 12, 132 O'Connell St
North Adelaide
SA 5006
Australia

Phone: 08 7079 1077
Fax: 08 7079 1078
Email: reception@cotterfg.com.au

Cotter Financial Group Pty Ltd

www.cotterfg.com.au

General Advice Warning This information is of a general nature only and neither represents nor is intended to be specific advice on any particular matter. Infocus Securities Australia Pty Ltd strongly suggests that no person should act specifically on the basis of the information contained herein but should seek appropriate professional advice based upon their own personal circumstances. Although we consider the sources for this material reliable, no warranty is given and no liability is accepted for any statement or opinion or for any error or omission. If you do not wish to continue to receive future newsletters or wish to opt-out from future newsletters, send a reply email with the subject UNSUBSCRIBE. Under the terms of the Spam Act 2003, we are committed to responding to your opt-out request within 5 (five) working days.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049 AFSL and Australian Credit Licence No. 236523.

Why wellbeing isn't just for the well-off



Are you guilty of putting your health and wellbeing last? Whether it's for financial or family reasons, you could be costing yourself more than you think.

Whether it's down to a lack of time or money, we're all guilty of neglecting our own health from time to time. This can be especially true during challenging times, like we're experiencing with the COVID-19 pandemic.

But scrimping on your mental and physical health to save a few dollars is a false economy. Not only does poor health affect those around you, it has serious financial costs of its own.

Poor health has been linked with lower earnings and savings; and higher out-of-pocket medical expenses. Research in the US showed that those in poor health earn one-third less over their lifetimes than those in good health. They were also able to save and invest less, meaning that by the age of 65, the gap had blown out to \$150,000. That's a hefty price to pay for poor health.

On the flip side, numerous studies have shown the benefits that physical exercise, eating well and getting enough sleep can have on your lifestyle – and life expectancy.

The good news is, taking care of your mental and physical health doesn't need to cost you the world. Here are five easy ways to improve your quality of life, without draining your wallet.

1. Eating healthy on a budget

If you have a hectic work and home life, ready-meals can sometimes feel like the easiest option. But buying pre-made and processed foods will never be as affordable as fresh food over time.

For example, according to Dieticians Australia's guide, one serve of fresh potatoes costs around 50 cents, while frozen chips are 70 cents and hot cooked chips are \$3.75!

So stock your pantry with a few key essentials like flour, pasta, rice, legumes and potatoes and you'll be able to cook a range of nutritious low-cost meals for your family. Try to purchase in bulk and on special to amplify the savings. Meal planning and prepping are also a lifesaver when it comes to eating healthy on a budget.

For more budget friendly recipe ideas and practical tips check out this guide.

2. Exercise for free

Getting regular exercise is essential for your health. Luckily, there's an endless variety of free workout videos on YouTube. Here are a few to try:

- ➔ Yoga with Adrienne – Down to earth yoga instructor offering free yoga videos for all levels.

- ➔ Kayla Itsines – In addition to her BBG workouts in the SWEAT app, homegrown success story Kayla Itsines has a range of how-to videos and workouts on her YouTube channel.
- ➔ Les Mills – The Les Mills channel serves up their signature variety of intense cardio workouts, all set to the latest hit music.
- ➔ Blogilates – One for pilates fans! Fitness instructor Cassey Ho has been pumping out her unique style of POP Pilates and sculpting workouts for over 10-years.

Exercising outdoors is another free option with boundless health benefits. Try to get outside for a walk or run at least once or twice a week. Why not join a local walking or running groups and make it a social activity? Use the Heart Foundation's Walking website to find a group near you.

3. Explore health apps

There are loads of health apps available nowadays and most are free or low-cost. Here are some of our favourites:

- Fitness: For a huge range of audio-based workouts try Aaptiv. Or for workouts and meal plans give 8fit a go.
- Calorie tracker: MyFitnessPal has an extensive food list, is simple to use and links with several other apps.
- Running and cycling: Nike Run Club offers GPS run tracking, audio guided runs, customised goals and challenges. Strava is another popular running and cycling app with advanced GPS features, data analysis and it syncs with most devices.
- Meditation: Calm is a top-rated app offering guided meditations, sleep stories, breathing programs, stretching exercises and relaxing music. Or you could try Headspace, which teaches you the skills of mindfulness and meditation.
- Inspiration: Stay motivated with the Motivation: Daily quotes

Our office will be closed for the holiday period from 12.00pm Wednesday 23 December 2020 and reopen Monday 11 January 2021. Should you have an urgent query during this time, please call the office on 08 7079 1077 where you will be provided with contact details. Thank you.



Suite 12, 132 O'Connell St
North Adelaide
SA 5006
Australia

Phone: 08 7079 1077
Fax: 08 7079 1078
Email: reception@cotterfg.com.au

Cotter Financial Group Pty Ltd

www.cotterfg.com.au

General Advice Warning This information is of a general nature only and neither represents nor is intended to be specific advice on any particular matter. Infocus Securities Australia Pty Ltd strongly suggests that no person should act specifically on the basis of the information contained herein but should seek appropriate professional advice based upon their own personal circumstances. Although we consider the sources for this material reliable, no warranty is given and no liability is accepted for any statement or opinion or for any error or omission. If you do not wish to continue to receive future newsletters or wish to opt-out from future newsletters, send a reply email with the subject UNSUBSCRIBE. Under the terms of the Spam Act 2003, we are committed to responding to your opt-out request within 5 (five) working days.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049 AFSL and Australian Credit Licence No. 236523.