

YOUR WELL-BEING – OUR FOCUS

WE ADVISE, IMPLEMENT & REVIEW



**FINFOCUS**  
FINANCIAL PLANNERS

Finfocus is a Stellenbosch-based company and proudly independent since 2003. We have a broad client base, from financially sophisticated clients to clients with more basic financial interests and needs.

Authorised Financial Services Provider 4134

# FINFOCUS OVERVIEW

Personal financial planning and management can be grouped as follows:

## Risk management

- Insuring of physical assets
- Provision for medical and illness-related expenses
- Income protection
- Protection of personal and family assets and acceptable living standards

## Lifestyle management

- Saving and investing in order to realize financial goals and dreams
- Accumulation, growth, preservation and management of wealth
- Accumulation of capital for a financially-independent retirement
- Management of income and capital post-retirement
- Lifestyle management post-retirement

**We believe that a holistic approach to financial planning enhances the emotional and financial well-being of the client**

**Because we focus on your well-being and want you to realize your needs and goals**

- Your priorities and goals serve as our starting point
- We build long-term relationships according to the six-step-principles of financial planning
- We offer ongoing and focused client service
- We give appropriate and independent advice that is not related to the marketing of a specific product or product provider
- We have extensive knowledge of Stellenbosch University's employee benefits and systems
- Our fee structure is transparent and reasonable
- We employ only well-qualified advisors – mostly Certified Financial Planner® practitioners
- We comply with the ethical Codes of Conduct of the Financial Planning Institute of Southern Africa (FPI) and the Financial Sector Conduct Authority (FSCA)

# FINFOCUS OVERVIEW

**Retirement does not just happen. If you plan for retirement in time, chances are that you will remain financially independent and be able to enjoy this part of your life.**

- Retirement can be a financially carefree time if you've made sufficient provision.
- Only about 6% of South Africans retire with sufficient funding for retirement.
- Retirement is expensive – you need about 20 times your gross annual income as capital to live comfortably after retirement.
- The average life expectancy is increasing and people easily live another 20–30 years after retirement.
- Contributions to your employer's pension or provident fund will not be sufficient for maintaining the same lifestyle after retirement.
- Medical costs increase annually more than inflation. After retirement medical costs can easily absorb 20% of your retirement income.

## **Before retirement**

Discuss your dreams and the financial requirements for your desired lifestyle as soon as possible with your financial adviser

Identify your fears about retirement:

- Insufficient funds to maintain your lifestyle and fulfil your dreams
- Loss of the security of a regular salary
- Increases in the price of health care and the costs of long-term frail care
- Forced sale of property because of increased taxes and services or the lack of income
- Financial dependence on children and family

**At and after retirement you have to take important, and even irreversible investment decisions.**

- Your FinfoCUS adviser will discuss with and explain the process to you, as well as the different investment and pension products, product providers and costs.
- FinfoCUS is an independent financial services provider and is qualified to advise on SURF's own living annuities and to market the living annuities and investment products of most of the well-known investment companies and insurers.
- Your FinfoCUS adviser will help you to make the most appropriate decisions for your circumstances and to implement them.
- Your FinfoCUS advisor will monitor your investments on an ongoing basis and will advise you of possible adjustments. Remember that your investments will still need oversight and management after retirement, to get the appropriate growth rate to sustain the escalating income needed to keep up with inflation.
- Your FinfoCUS adviser can review your estate planning and advise on possible adjustments to your will after retirement.
- After your death, your FinfoCUS adviser will also give advice to your beneficiaries about their options regarding living annuities, retirement annuities and policies where applicable.