

Ian and Jude

A plan to grow wealth

Ian first went to see David Kissane in 1999 on the recommendation of his accountant. At the time, Ian and his wife Helen wanted someone to point them in the right direction in terms of building wealth for their future. After talking with David, they realised that their most important goal was to become financially independent. This way, they could do all the things that they wanted once they retired.

“Helen had recently changed jobs and had some superannuation that she wanted to invest,” Ian said. “David talked about a range of possibilities to get our money to start working for us.”

Over time, the couple decided on a gearing strategy, and regularly invested money into managed funds to build up their portfolio.

Sadly, Helen passed away in 2001. Ian continued to follow David’s strategy by regularly putting money into managed funds each month. Then when Ian remarried, his wife Jude also began seeing David for financial advice.

“Initially hesitant, Jude values David’s knowledge and advice,” Ian said. “David is straightforward and easy to understand, and always lets us know what our options are.”

Fine tuning the strategy

Ian and Jude continued the strategy of monthly investing. They had regular meetings with David, who made adjustments to their strategy as needed.

Ian commented: “Over time, there have been changes to super regulations and so David updated our strategy accordingly. He helped us maximise the amount we contributed to super so we could build up our nest egg.”

David also advised the couple on their insurance arrangements. Ian and Jude both held life insurance through their super, and David also advised Ian to take out

income protection to protect his greatest asset of all – his ability to earn a living.

Recently, when Ian was getting ready to retire from his job as a teacher, David helped Ian and Jude prepare for the change in their financial circumstances.

“We paid off our investment loan,” said Ian. “We also cut off a sizable chunk of the mortgage.”

Enjoying life after work

Today, Ian is enjoying life in retirement. He still works occasionally supervising HSC exams, and exercises regularly to stay fit. Jude is still working as a school principal and hasn’t yet decided when she wants to retire.

The couple stay in regular contact with David to ensure they stay on track financially. When Jude leaves the workforce, their plan is to pay out the rest of their mortgage and then structure their finances for retirement. They know they’ll seek David’s advice on how best to do that when the time comes.

“David’s very personable – he’s interested in how you are going, and he remembers significant events,” Ian explained. “We only see each other a few times a year, but he’s always very up to date with where we’re at and how things are going.”

Jude and Ian’s three sons all live overseas – one in London, one in New York and one is in Muscat. Thanks to David’s help, Jude and Ian can travel regularly to catch up with their sons and their families.

“We went to Muscat for Christmas in 2015 and then spent time with the whole family in Tuscany last September,” said Ian. “Next year, we’re going to the United States to attend our middle son’s wedding. We’re very happy and everything’s going well.”



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