# mortgageescajee 

## Strategic Brief \& Overview

Prepared by
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For
Mr Sanple \& Mrs Sample

Of
00 Somewhere Street Somewhere, WA,6000

# Strategic Brief 

3/05/2024
Dear Mr Sample \& Mrs Sample,
Further to recent discussions I would like to thank you the opportunity to outline our thoughts in relation to the data provided by you to this point.

## Nil advice warning

The information on this site/or discussed is of a general nature. It does not take your specific needs or circumstances into consideration. You should look at your own financial position, objectives and requirements and seek professional financial advice before making any financial decisions.

If you do not have access to professional financial advice an introduction to an appropriate provision can be provided by Mortgage Escape should you wish.

When assessing the information, you provided we are able to provide an overview of the potential opportunities available to you utilising our cash flow management and allocation process. It is very important to understand that Mortgage Escape does not make recommendations regarding any financial product, service or product provider.

All taxation calculations are indicative and must be confirmed with your taxation adviser. If you do not have an adviser, one can be provided, if you wish. Typically, unless there are investments involved in your portfolio, the only taxation reference will be to the amount of tax payable annually. These calculations are based standard taxation rates and can be compared to taxation calculations provided on the ASIC Money Smart website.
https://www.moneysmart.gov.au/tools-and-resources/calculators-and-apps/income-tax-calculator

Illustrations and projections are not intended to show anything other than the possibilities available with the Mortgage Escape cash flow management and budgeting systems.

Initial plans assume that clients are yet to use our Mortgage Escape portal which identifies and categorises actual after-tax income and expenses including loans. Where that is the case an illustrative plan will be produced based on information provided at that point in time.

Should we progress past the illustrative stage using the Mortgage Escape portal, further detail will be applied to the illustrative plan to ensure accuracy. Use of the portal also allows Mortgage Escape to monitor cash flow movements and adjust the strategy brief to suit.

It is important to understand that neither Mortgage Escape, its agents or employees nor any of its referral partners (Including Mortgage Escape) will accept responsibility should any client proceed with the strategy without seeking the appropriate professional financial advice as described above.

## Assumptions

1. No allowance has been made for increases in either income or living expenses.
a. Unless otherwise advised, living expenses have been calculated as $60 \%$ of Take- home pay.
2. No allowance has been made for Lump sum expenses other than where indicated below.
3. No allowance has been made for either increases or falls in loan interest rates over/under 6\% per annum.
4. No allowance has been made for legislative changes of any nature.
5. Where investment property/s are included in the initial strategy without accurate details such as depreciation schedules et cetera, Mortgage Escape will allow for the existing interest payments and between 30 and $45 \%$, dependant of property type, of all rental income (property expenses) as deductions.

The overriding principle behind the debt management program is to first and foremost, focus on reducing personal debt as quickly as possible. Should an investment be included, either existing or potential, the process is intended to continue with a view to liquidate those debts as well.

This presentation illustrates a result we believe may be achievable, and are summarised as follows:

## Potential results

| Results |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Financial Modelling Program |  |  |  |  |
| Summary | Months | Years | Months | When |
| ALL Personal Debts paid out in | 133 | 11 | 1 | May, 2035 |
| ALL Debt paid out in | 0 | 0 | 0 | \#N/A |

When viewing the results table, the personal debt payout column includes ALL personal debt adviser via the data collection process. If there are unsecured loans, they will have either been consolidated into the home loan or paid out as a first priority.

The program will then assume that any investment debt is paid out via the same process. It is also assumed that the investment loans are interest only for the entire to period of this illustration.

Allowances for advised lifestyle expenses have been included as described below:

## Inclusions

| On Going |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Type | Cost | Frequency | Start Date | End Date |
| Holidays | \$5,000.00 | Yearly | 1/12/2024 | 27/11/2053 |
| Other | \$0.00 | Monthly |  |  |
| Other | \$0.00 | Monthly |  |  |
| Other | \$0.00 | Quarterly |  |  |
| Other | \$0.00 | Yearly |  |  |
| Other | \$0.00 | Monthly |  |  |
| Other | \$0.00 | Yearly |  |  |
| Other | \$0.00 | Yearly |  |  |
| Other income - Bonus |  |  |  |  |
| Bonus -1 | \$0.00 | Yearly |  |  |
| Bonus - 2 | \$0.00 | Yearly |  |  |
| Once off Deposits |  |  |  |  |
| Other Lump Sum Deposits-1 | \$0.00 | Yearly |  |  |
| Other Lump Sum Deposits-2 | \$0.00 | Yearly |  |  |
| Other Lump Sum Deposits-3 | \$0.00 | Yearly | , |  |
| Other Lump Sum Deposits-4 | \$0.00 | Yearly | - |  |
| Other Lump Sum Deposits-5 | \$0.00 | Yearly |  |  |

## Income Variations - Known

Known income changes

| Sam |  |  |  |
| :--- | :--- | :--- | :--- |
| Description | Income | Start Date | End Date |
| Change in Income 1 |  |  |  |
| Change in Income 2 |  |  |  |
| Change in Income 3 |  |  |  |


| Samantha   <br> Description Income Start Date <br> Change in Income 1   <br> Change in Income 2   <br> Change in Income 3   |  |  |  |
| :--- | :--- | :--- | :--- |

## Equity Projections - No asset growth included.



|  | Equity Projections over 10 years - NO GROWTH |  |  |
| :--- | :--- | :--- | :--- |
| End of Year Yr 1 | $\$ 409,097$ | End of Year 6 | $\$ 555,326$ |
| End of Year Yr 2 | $\$ 434,965$ | End of Year 7 | $\$ 590,214$ |
| End of Year Yr 3 | $\$ 462,354$ | End of Year 8 | $\$ 627,254$ |
| End of Year Yr 4 | $\$ 491,511$ | End of Year 9 | $\$ 666,578$ |
| End of Year Yr 5 | $\$ 522,464$ | End of Year 10 | $\$ 708,251$ |

We hope the above illustration serves to help you see and understand the opportunities available to you utilising the Mortgage Escape cash flow and budgeting systems.

Yours faithfully,
Chris Rule and The Mortgage Escape Team
Director
0438810165

## Income Details

Income Per Annum

Gross Salary (PAYE)
Less: Salary Packaged Amount (if any)
Less: Salary Packaged Amount (if any) Pre Tax
Self Employment Income
Rental Income (existing investment property/s)
Dividends
Interest Received
DSS Exempt Income
Rebates
Pension or allowance income
Bonus
Total Gross Income (a)
Less: Deductible expenses related to income

## Assessable Income

Less: Tax payable (b)
Less: Medicare Levy (c)
Net Income
Non taxable income (Family allowance etc)
Less: Salary Packaged Amount (if any) After Tax

## Take Home Pay

After Tax Income Per Month

NRAS "Non Taxable Incom


| Samantha |  |
| :---: | :---: |
| \$50,000 |  |
| \$0 |  |
| \$0 |  |
| \$0 | 0\% |
| \$0 | 50\% |
| \$0 | 50\% |
| \$0 | 50\% |
| \$0 |  |
| \$0 |  |
| \$0 |  |
| \$50,000 |  |
| \$0 |  |
| \$50,000 |  |
| \$6,717 |  |
| \$1,000 |  |
| \$42,283 |  |
| \$0 |  |
| \$0 |  |
| \$42,283 |  |

No
$\$ 0$
Employment Details

## Date Commenced

Outstanding Sick Days
Annual Leave Days Owed
Long Service Leave Owed (days)
Departure/Retirement Date
Current Salary (or final average)
Other


## New Loan Structure



## Cash Flow Strategy - Monthly




## Year 1

Month
Period
Interest Rate
Effective Interest Rate - Interest Paid
Opening Balance
Income
Salary Packaging to Mortgage Existing Rental Income
Dividend Income/Bonus
New Rental Income
Cash Deposits
Transfer to Cash Account
Strategy Fee
Split Loan Payment / Hobbies \& Goals Interest
Transfer - P\&I (Combined V \& F)
Transfer - Unconsolidated Debt
Transfer - Existing Investment
Transfer - New Investment
Lump Sum Payments
Bank Fees
Insurance Costs
Monitoring Fee
Closing Balance

| Nov-2024 |  | Dec-2024 |  | Jan-2025 |  | Feb-2025 |  | Mar-2025 |  | Apr-2025 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | $\bigcirc$ |
| 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | Average |
| 5.72\% |  | 5.77\% |  | 5.74\% |  | 5.70\% |  | 5.67\% |  | 5.63\% |  | 5.77\% |
| \$366,689 | \$15,120 | \$366,092 | \$17,123 | \$365,507 | \$14,125 | \$364,909 | \$16,128 | \$364,299 | \$18,130 | \$363,675 | \$20,132 |  |
|  | \$10,868 |  | \$10,868 |  | \$10,868 |  | \$10,868 |  | \$10,868 |  | \$10,868 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$5,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$1,748 | \$0 | \$1,760 | \$0 | \$1,747 | \$0 | \$1,734 | \$0 | \$1,721 | \$0 | \$1,708 | \$0 |  |
| \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |
| \$366,092 | \$17,123 | \$365,507 | \$14,125 | \$364,909 | \$16,128 | \$364,299 | \$18,130 | \$363,675 | \$20,132 | \$363,038 | \$22,135 |  |


| Month | May-2025 |  | Jun-2025 |  | Jul-2025 |  | Aug-2025 |  | Sep-2025 |  | Oct-2025 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset |
| Interest Rate | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% |
| Effective Interest Rate - Interest Paid | 5.61\% |  | 5.58\% |  | 5.79\% |  | 5.75\% |  | 5.72\% |  | 5.68\% |  |
| Opening Balance | \$363,038 | \$22,135 | \$362,390 | \$23,643 | \$361,730 | \$25,547 | \$346,132 | \$12,450 | \$345,446 | \$14,353 | \$344,747 | \$16,257 |
| Income | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 |
| Salary Packaging to Mortgage | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Existing Rental Income | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Dividend Income/Bonus | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| New Rental Income | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cash Deposits |  | \$0 |  | \$0 |  | \$0 |  | \$0 |  | \$0 |  | \$0 |
| Transfer to Cash Account | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 |
| Strategy Fee | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Split Loan Payment / Hobbies \& Goals | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Interest | \$1,697 | \$0 | \$1,684 | \$0 | \$1,746 | \$0 | \$1,659 | \$0 | \$1,646 | \$0 | \$1,633 | \$0 |
| Transfer - P\&I (Combined V \& F) | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 |
| Transfer - Unconsolidated Debt | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Transfer - Existing Investment | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Transfer - New Investment | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Lump Sum Payments | \$0 | \$0 | \$0 | \$0 | \$15,000 | \$15,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Bank Fees | \$0 | \$395 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Insurance Costs | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Monitoring Fee | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 |
| Closing Balance | \$362,390 | \$23,643 | \$361,730 | \$25,547 | \$346,132 | \$12,450 | \$345,446 | \$14,353 | \$344,747 | \$16,257 | \$344,036 | \$18,160 |

Year 2
Month
Period
Interest Rate
Effective Interest Rate - Interest Paid

$$
\square
$$ Opening Balance

$$
\begin{array}{|c|}
\hline \\
\hline \\
\hline \\
\hline \\
\hline \$ \\
\hline
\end{array}
$$

ncome
Salary Packaging to Mortgage
Existing Rental Income
Dividend Income/Bonus
New Rental Income
Cash Deposits
Transfer to Cash Account
Strategy Fee
Split Loan Payment / Hobbies \& Goals interest
Transfer - P\&I (Combined V \& F) Transfer - Unconsolidated Debt Transfer - Existing Investment
Transfer - New Investment
Lump Sum Payments
Bank Fees
Insurance Costs
Monitoring Fee
Closing Balance

$$
\begin{aligned}
& \text { d } \\
& \hline
\end{aligned}
$$

Year 11
Month
Period
Interest Rate
Opening Balance
ncome
Salary Packaging to Mortgage Existing Rental Income

Dividend Income/Bonus
New Rental Income
Cash Deposits
Transfer to Cash Account
Strategy Fee
Split Loan Payment / Hobbies \& Goals nterest
Transfer - P\&I (Combined V \& F)
Transfer - Unconsolidated Debt
Transfer - Existing Investment
Transfer - New Investment
Lump Sum Payments
Bank Fees
Insurance Costs
Monitoring Fee
Closing Balance

| Nov-2034 |  | Dec-2034 |  | Jan-2035 |  | Feb-2035 |  | Mar-2035 |  | Apr-2035 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset | Loan | Offset |
| 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% | 6.00\% |
| \$42,729 | \$25,172 | \$25,538 | \$12,075 | \$23,276 | \$8,979 | \$20,994 | \$10,882 | \$18,690 | \$12,785 | \$16,365 | \$14,689 |
| \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 | \$0 | \$10,868 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 | \$0 | \$6,521 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$5,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$153 | \$0 | \$83 | \$0 | \$62 | \$0 | \$41 | \$0 | \$20 | \$0 | \$0 | \$0 |
| \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 | \$2,345 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$15,000 | \$15,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| \$0 | \$99 | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 | \$0 | \$99 |
| \$25,538 | \$12,075 | \$23,276 | \$8,979 | \$20,994 | \$10,882 | \$18,690 | \$12,785 | \$16,365 | \$14,689 | \$0 | \$227 |



