

## Strategy Document – Video SOA

Clients: Gayle Millington & Craig Carroll

Adviser: Joanne Brassett

Prepared by: Carmen Tran

Advice Type: Superannuation & Investment Strategy

### **1. Scope of Advice**

This advice is limited to:

- Reviewing existing superannuation and investment structures
- Considering adjustments to investment strategy, including a core–satellite portfolio approach
- Ongoing superannuation and investment positioning

This advice does not include:

- Detailed estate planning advice
- Personal insurance advice
- Tax advice beyond general considerations

### **2. Client Objectives**

The clients' key objectives are to:

- Maintain a stable and well-structured investment and superannuation portfolio
- Strengthen long-term positioning while retaining flexibility
- Continue progressing toward long-term family and retirement goals

Additional considerations:

- Advice is being provided during a period of increased personal complexity for Gayle
- A strong emphasis is placed on stability, protection, and confidence moving forward

### **3. Current Situation (Summary)**

At the time of advice:

- Both clients hold individual Macquarie Super Manager II accounts
- They also hold a joint Macquarie Investment Manager II account

- An ongoing advice arrangement is already in place

Relevant accounts include:

- Macquarie Super Manager II – Gayle Millington
- Macquarie Super Manager II – Craig Carroll
- Macquarie Investment Manager II – Joint

#### **4. Recommended Strategy**

Strategy 1: Transition to a Core–Satellite Investment Structure

Recommendation:

Adopt a core–satellite approach across superannuation and investment accounts to balance stability with flexibility.

How this strategy works:

- The core component remains broadly diversified and focused on long-term stability
- Satellite investments are used selectively to pursue specific opportunities without impacting the overall structure

This approach allows the portfolio to remain resilient while still adapting to future opportunities or changing circumstances.

Implementation details:

- Strategy applies across existing Macquarie super and investment accounts
- Adjustments to be implemented progressively
- **Ongoing monitoring through the existing advice arrangement**

#### **5. Why This Strategy Is Appropriate**

This strategy is appropriate because:

- It aligns with the clients' current life stage, which focuses on consolidation and protection
- It provides flexibility without requiring wholesale changes
- It allows decisions to be paced thoughtfully during a period of personal transition

#### **6. Benefits of the Strategy**

Expected benefits include:

- Improved portfolio structure and clarity

- Reduced reliance on any single investment approach
- Greater confidence in long-term planning while maintaining adaptability

## **7. Risks and Trade-Offs**

Key risks and considerations include:

- Investment markets may fluctuate
- Satellite investments may underperform relative to expectations
- Legislative or platform changes could impact outcomes

Trade-offs:

- Some strategies may require patience and longer timeframes to realise benefits

## **8. Alternatives Considered**

An alternative considered was:

- Retaining the existing investment structure without change

This option was not recommended as it would not provide the additional flexibility or strategic clarity discussed during the review.

## **9. Costs and Fees**

- Upfront SoA cost is \$1,900 + GST which will be deducted from Craig Superannuation account
- Ongoing Adviser Fee:
  - Gayle \$900 + GST
  - Craig \$2,500 + GST
  - Joint investment: \$420 + GST

## **10. Implementation Steps**

1. Confirm client agreement with the recommended strategy
2. Implement agreed portfolio adjustments within existing accounts
3. Continue monitoring and reviewing progress through ongoing advice meetings

## **11. Assumptions**

This advice assumes:

- Current superannuation and investment account details remain accurate

- No significant changes to personal or financial circumstances unless communicated

#### Client description for the Video

##### Gayle Description

- Female with long, straight blonde hair, worn loose and parted slightly off-centre, with a smooth, glossy look that frames her head and shoulders.
- She has a soft, rounded face shape and a warm, approachable presence conveyed through relaxed posture.
- Her build appears curvy and feminine, with a natural, comfortable silhouette.

##### Craig Description

- Male with a solid, broad-shouldered build and a grounded, calm presence.
- Closely shaved or very short hair, creating a clean head shape
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