

NAVIGATING THE MAZE

YOUR GUIDE TO ALL THINGS FINANCE
AND FINANCIAL PLANNING

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WELCOME TO THE FAMILY CHEWIE!

I love it when a plan of three years comes together... Heather and I have talked about getting a dog for ages. The main thing that has stopped us is Heather has said that “she raised three kids, she doesn’t want to raise a fourth.”

With everyone in lockdown, it seemed like the perfect time.

There were to be no excuses for anyone not to help raise the newest member of the family.

We lucked out too. A breeder who we were given the details of three years ago who breeds miniature schnauzers had a litter due a couple of months ago. Unfortunately she’d pre-sold all the pups already but she told us there was one person who might back out.

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In the case they backed out, we would get that puppy. Low and behold in April we got the call “If you want him he’s yours.” We all jumped at the chance to bring Chewie into the family.

When we first started researching years ago, one of the boys commented that all miniature schnauzers look like Chewbacca. So it was inevitable that our pup would be called Chewie. So he was named. And boy does he look like Chewbacca.

The boys have been doing their fair share. Making sure Chewie has plenty of company, is bathed regularly and gets his dinner on time. Chewie already acts like he is part of the family. He spends his days with me at the dining room table while I work from home.

I’m glad he’s part of the family.

Ben

- Principal, FYI Money



GET BETTER AT NETWORKING WITH THESE TIPS

Everyone knows the old saying, “It’s not what you know, it’s who you know.” Networking is a big part of success, but it’s more than just collecting business cards and chatting at cocktail parties. Follow these steps to build a network that will support you in the long run:

Help other people. Networking shouldn’t be self-centred. You’ll collect more contacts if you concentrate on what you can do for other people (sharing information, providing introductions, volunteering your services, etc.) rather than on what you want out of them.

Start on a modest scale. You don’t need to amass a list of 100 new contacts at a single networking event. Begin with a reasonable goal, like one or two new names. Rely on your current friends and contacts at first, then branch out slowly to gather more.

Use the power of the name. When meeting potential additions to your network, be sure to get their names and use yours. Train yourself to remember names, so you don’t



fumble and embarrass yourself at a second meeting. When introducing yourself, speak your name clearly so people will pick up on it and remember it later.

Connect people within your network. One of the most powerful ways to network is to put contacts in touch with other people in a position to help them. Always be looking for introductions you could make, proving that you’re genuinely interested in helping the

people you meet instead of getting something from them.

Be flexible. Planning out what you want to say to a new contact or what you want to accomplish at a conference is fine. Just don’t lock yourself in. Reciting a canned “elevator speech” to everyone you meet won’t impress many listeners. Adjust to the situation, be warm and genuine, and accept that you’ll have good days and poor ones when networking.

“ QUOTES OF THE MONTH

Truth is much too complicated to allow anything but approximations.

—JOHN VON NEUMANN

We think in generalities, but we live in details.

—ALFRED NORTH WHITEHEAD

A bodily disease, which we look upon as whole and entire within itself, may, after all, be but a symptom of some ailment in the spiritual past.

—NATHANIEL HAWTHORNE

The thousand mysteries around us would not trouble but interest us, if only we had cheerful, healthy hearts.

—FRIEDRICH NIETZSCHE

At the end of the day, the goals are simple: safety and security.

—JODI RELL

It really is the most poetic thing I know about physics: You are all stardust.

—LAWRENCE M. KRAUSS

Work is a part of life, not the point of it.

—SEAN ADAMS

Work is either fun or drudgery. It depends on your attitude. I like fun.

—COLLEEN C. BARRETT

Your own safety is at stake when your neighbour’s house is ablaze.

—HORACE



Congratulations are in order!

FYI Money would like to thank the following clients who settled a loan with us in the last 60 days. We really appreciate your business. We wouldn't be in business without each and every client.

- Philip & Freya
- Fiona & Stephen
- Elias
- Brett & Mary
- Kane & Jacqui
- Yngve & Nicole
- John & Lidia
- Ashley & Jane
- Tim & Justine
- Trent & Leanne



A REPORT FROM THE TRENCHES: CHALLENGES IN THE POST ROYAL COMMISSION WORLD.

BY BEN WHITE

I hate to be the bearer of bad news... despite historical lows for interest rates and the prospect of them going lower again later this year, mortgages applications are not as easy to assemble as they used to be even 18 months ago. ASIC and APRA have the banks very scared of not dotting every 'i' and crossing every 't.'

Every application seems to turn into an adventure down one rabbit hole or another when you go to any lender. At FYI we have a checklist of documents we need in order to get your application together for you. Even after you do that, the lender still wants an additional bunch of documents.

This has led to a lot of very frustrated clients.

Let me just say, "I'm sorry about this but it's not just you, it's everyone they are doing this to." If you want to move or refinance for any reason, it's a fact of life that you are going to have to produce extra documents these days. So be prepared for this extra work.

The difference between us and dealing direct with a lender is we

are like dress rehearsal - working with us we get to practice our lines, make sure the stage is set and nothing will ruin the show. Going direct to a lenders is like opening night at the theatre - any mistakes even a little one, and there are 'no backsies' as my kids would say.

All the work we do in 'dress rehearsal' means that you get approved first time, approved faster and asked for additional information rather than just declined.

I'M SORRY THAT'S THE FACTS OF LIFE IN POST ROYAL COMMISSION LENDING.

There is a technical reason for all of these additional document requests. In any home loan application the banks are required to test your ability to pay your home loan at the 'assessment rate.' What that is, is a stress test in case the RBA raises rates, you won't be forced to sell up because you can no longer afford the repayment.

Typically, that is the current rate plus about 2%-2.5%. Some lenders are still as high as a 6-6.5% assessment rate.

This is why we need your bank statements for 3-6 months for an application. In order to put your best foot forward for this test, try to live normally for a of couple months before applying. No big holidays... Don't continuously eat out... avoid big one-off purchases... try and put some money into savings. The banks have little discretion to tell the difference between a big holiday and your supermarket shops. The banks need to prove you can pay off that 'higher rate' APRA and ASIC have removed their discretion.

In a post Royal Commission world we ask that you be patient and work with us. The rabbit holes are part of the territory. We are doing our best to make the process as painless as possible for you, but to navigate an application we need you to work with us. With the March rate cuts we are seeing some cheaper loans on the market which could save you a lot of money. If you'd like us to review your current situation and see if it makes sense to switch, call **0416 294 483** or email me on **ben.white@fyimoney.com.au** and we work out what's best for you given your circumstances.



Thank you
for the
referral!

It means a lot to us when you stick your neck out for us and recommend our services to peers, friends and family, you don't have to do it and each time you do we feel incredibly grateful. Thank you to the following clients - we are truly humbled.

THE MOST AND LEAST EXPENSIVE CITIES AROUND THE WORLD

You may think your rent is too high or gasoline costs too much where you live. And you might be right, if you happen to live in one of the world's most expensive cities, as calculated by the Economist Intelligence Unit. The top ten priciest urban locales around the globe are:

10. Copenhagen, Denmark
9. Tokyo, Japan
8. Melbourne, Australia
7. Geneva, Switzerland
6. Caracas, Venezuela
5. Sydney, Australia
4. Zurich, Switzerland
3. Oslo, Norway
2. Paris, France
1. Singapore

If you're looking to cut expenses and willing to relocate, you might look at this Economist Intelligence

Unit list of the world's cheapest cities to live:

10. Riyadh, Saudi Arabia
9. Jeddah, Saudi Arabia
8. Panama City, Panama
7. Bucharest, Romania
6. Algiers, Algeria
5. Kathmandu, Nepal
4. Damascus, Syria
3. New Delhi, India
2. Karachi, Pakistan
1. Mumbai, India

- Richard for referring Nicole & Kurt
- Tim for referring Brian & Hayley
- Peter for referring Jane & Bert
- Jeremy for referring Ross & Carol



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