

Special Report

The Proven Six Steps
To Success in
DIY Retirement
Planning -
Guaranteed

"Find out the big mistakes people make when planning their retirement and how you can avoid them..."

How people in the know are quietly setting themselves up to retire rich and how you can do the same...

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Notes on the Use of English and the Terms

This e-book is written to cover all English speaking Countries and the Six Steps are equally applicable in many other places. However, every country and sometimes every state will have a slightly different name for the same thing. Below I have tried to outline the meanings for you.

DIY Retirement Fund - In the USA there are many of these, IRAs, Pension Trusts and many others, in Canada they are called RRSPs (Registered Retirement Savings Plans), in Australia Self Managed Super Funds or Small APRA Funds, in the UK they are SIPPS and are again different in New Zealand, South Africa the Virgin Islands and so on. BUT Basically a DIY Retirement Fund is a fund that is set up into which you put savings for your retirement over which you have complete control.

A Retail Fund is a fund that is controlled by another person or Company, such as an insurance or prudential company, this is what most people have, you have very little say in the investments it makes on your behalf, yes you can tick the high risk boxes or buy a few shares or mutual funds but basically that is it. These funds normally charge you at least 3% of the fund as a fee.

Every Country has different tax laws and set ups, but this is how things work. All Governments around the world are scared to death about the baby boomers, who are nearing retirement. The governments are falling over themselves to get people to take control of their own retirement planning, because there will not be enough money to go around by about 2020. Therefore every Government is using one of its only tools to get people to do things and that tool is tax breaks. In every country there are great tax breaks for people to save for retirement. The best tax breaks are for people who use DIY Retirement Funds.

Now the taxes vary in each country, but saving money in a DIY Retirement Fund will allow you to pay less personal tax, delay the tax to be paid in your fund – if not avoided all together - and in most cases allow you to invest in whatever you like. This includes but is not limited to your business, property, shares, options, life insurance, gold, timber, art, wine and copyrighted products. These investments are not covered in this report. But information on how to learn more about them is.

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Dear Friend,

With your permission, I'd like to take you behind the scenes and show you how a few well-informed people are setting themselves up to be *rich* when they retire. I'll take you past the pitfalls these people have been able to avoid, and then show you the bright retirement futures they've organised for themselves.

In this guide, I'm going to explain exactly how you can use a little-known, but straightforward, plan to make sure your retirement will be secure and full of choices for you, not a long misery in near poverty. The plan is responsible for some of the proudest retirement success stories you've ever heard.

It doesn't matter if you're just starting your working life, or if you're close to the end of it. It doesn't matter if you are Mr. Average on an average wage, or you're in a top-paying position, (that nevertheless *isn't* setting you up well for retirement). You'll learn exactly what this well-tested plan involves and precisely how to do it. It *isn't* what most people have passively settled for in retirement, it's fully explained in this report, and it is yours free.

This isn't theory and it isn't exaggeration. What I'm about to share with you comes from 18 months of hard research and information from behind the scenes. I applied my research first in a practical way to my own case, then to other cases I've helped with.

My name is George Slater. Before I tell you about my own success in setting myself up to retire rich, let one of my clients say what he thinks of what you are about to read...

"We have recently used some of George's information and have increased our monthly income without risk, or borrowing any extra funds. Now we are looking to using more of George's information to invest in real estate as a tax-effective and long-term investment. George has himself first put his strategies into practice and then he has shared that experience with us. George has also introduced us to some of his trusted advisers, including financial planners, tax and stockbrokers, who have proved to be excellent and far more in tune with our aspirations than our old ones. Using only a limited amount of George's information, along with help from his advisers, we are off and running with sound investment strategies." —John Dawson, Wembley, Perth Australia.

Now the answer to the question that everyone asks me...

Is it really possible even for fairly ordinary People to retire rich? Absolutely!

The people who've been the most successful in planning for retirement — measured by the dollars they've saved in their funds — have a DIY Retirement Fund. On average each of these

funds has \$400,000 in it *with an average per person of \$230,000*. Compare that to the projected average in a government fund of only \$39,000!

So the people who direct their own funds are doing a lot better than the ones who let others make the main decisions, or who just assume the government will take care of them.

Let's take a look at a few success stories, beginning with my own...

1. I started with \$16,000 in my DIY Retirement Fund in July 2000 and now have \$280,000 — and it's growing fast.

When it dawned on me that my second-biggest investment, my DIY Retirement Fund, was controlled by somebody else, who I hadn't even met, and that they were charging me a hefty fee, whether or not they made me any money, I decided that it was definitely time to take control.

I started with a lot of research. That cost money and time. Then I worked out a plan and acted. I set up a certain kind of self-managed fund, paid the maximum allowable in salary sacrifice, consolidated my money from other schemes into that and then rolled in a small redundancy package. In a fairly short time, I went from \$16,000 in my retirement fund to over \$250,000.

I've also insured my family against the worst, joint-ventured with myself for long-term profit, leveraged with warrants for growth, ridden what I hope is the end of a downward international swing by use of cash and invested in a number of solid-performing stocks. (Outside of the fund, I've managed to pay off my mortgage, invested in other stock and property, and got back over 85% of my personal income tax.)

2. A married couple, partners in their family business, started with rollover facilities from their previous employers of \$60,000 each. They were each putting \$4000 a year into their existing DIY Retirement Fund, but weren't happy with its performance.

They set up a DIY Retirement Fund, rolled their existing retirement assets into that and redirected other contributions into it. They then used the fund to purchase their factory and leased the factory back into the business. Over 20 years, they built the assets in their fund to \$950,000. The factory is still owned by the fund, as well as a range of shares, property, specialist trusts, and cash at fixed interest. They are in complete control and can decide to keep letting the assets build until they are 65, or one of them may take a lump-sum payment whilst the other starts a pension. Flexible, tax-effective, and under their control.

3. Harry was in his early 40s. He left an employer, with a rollover of about \$200,000. Harry liked the idea of being able to control those funds himself — *but how?*

He asked his usual financial adviser, then asked other advisers. He kept probing. At last, one adviser suggested something that seemed spot-on: set up a self-managed fund. Which is what Harry did.

Harry knew a bit about shares, and decided that his self-managed fund would invest in them. He got some extra share-market advice, invested in shares and has been able to get returns of about 15% a year. (In the same period, most retail funds went nowhere or lost money.)

Harry's wife joined the new fund too. But she only has about \$5000 in it. She is a non-working spouse, but she did have some retirement savings accumulated from casual work. By joining Harry's fund as a separate member, she avoids high charges and gains control.

4. Mal retired in his early 50's from the public service, with a rollover of about \$550,000. He made a quick decision to roll the money into a large retail fund. That cost him a great deal in fees, and the fund didn't perform well. He wanted to get out of it and into something better.

Even though the retail fund had no *visible* entry charge, it was a deferred entry fund that loaded in back-end management fees. It meant Mal had effectively been charged about \$20,000. Worse, the fund's rules didn't let him move his money to another fund for five years — not without penalties.

After 14 exasperating months, Mal grew so irate about the fund's sagging results and their grudging service that he started looking for a way out.

He got advice and was startled to hear that if he set up a self-managed fund, he'd have full control. He hadn't realised that was *possible*. What's more, the setup cost would only be about \$2000, instead of the \$20,000 he'd paid to get into the retail fund.

His independent advisers had a look at the rules that locked his \$550,000 in the retail fund, and they planned an escape tunnel. Mal could take money out without penalty, if he did it slowly during the next four years. That's what he started doing.

He now has about 50% of his money in his own self-managed fund. He was able to put that into more diversified investments and therefore invest this half of his retirement money much more profitably.

His wife also rolled her smaller retail fund of about \$10,000 into Mal's DIY Fund. That saved her fees and gave her control, as a separate member.

5. Martin emigrated from the UK to Australia six years ago, in his early 40's. He left behind about \$350,000 tied up in UK Retail Funds. When he tried to roll that money into an Australian Retail Fund they weren't able to help. But he refused to give up.

Most of Martin's UK money was in a guaranteed minimum-pension fund. That fund wouldn't release the money to an Australian Retail Fund unless the fund would make exactly the same minimum-pension guarantee. But retail funds don't do that!!! (Interesting.)

Martin solved this by setting up a DIY Retirement Fund. All his retirement money, including the \$350,000 from the UK, which the DIY Fund could move across, is now entirely under his control, in one DIY Retirement fund.

His wife had about \$20,000 in a UK Fund, and that money has been transferred into her part of the new DIY Retirement Fund.

6. Paul was in his early 50's, when he was made redundant by a large international company. He had about \$500,000 in his Company Fund, but wanted to roll it over into something he felt he had more control of and was a bit more interesting.

Paul didn't have much financial experience, so he *didn't* want to make day-to-day decisions about the investments in his retirement fund. On the other hand, he didn't look forward to more years of boring reports that told him his funds had gone up a little or down a little.

He found out — almost by chance — about DIY Retirement Funds. *He felt like slapping his forehead.* It was perfect! He'd feel in control, he could decide on a broad direction for the investments, and learned there were also opportunities to minimise tax.

Paul had the DIY Retirement Fund set up, and he's happy. It's much more diversified than a retail fund, and he has saved some tax. His wife is a member as well, but she doesn't have much in the fund because her employer doesn't give her a choice of funds.

Now please keep in mind... these cases are all about sensible, hard-working people — but they're *not* financial geniuses. What sets them apart? First, they were lucky, or persistent enough, to find out how to do these things. Second, they had enough drive to see it all through. Most did it the hard way, like I did: painstakingly finding out things, checking it all out with their advisers, planning the steps, then carrying them out.

The bright news is that you can apply the same plan that these successes used, and maybe rise to even greater success, but without the grinding research and long months.

But you'd be normal to wonder....

Is it possible for *anyone at all* to use this plan to retire rich?

No!

The three tests:

1. Are you an active sort of person, able to take control of a project?
2. Are you comfortable following easy step-by-step instruction?
3. Do you *want* to retire rich, with all the options and security that brings? (Some people really don't want that. They're happy to live close to poverty, hoping they'll stay healthy, and entertain themselves reading library books.)

The facts certainly show that most people won't retire rich, or even in very comfortable circumstances.

“The present cohort of retirees is doing it tough, with the average retiree couple over 65 living on about \$480 per week (\$25,000 per year), and the average single retiree on \$248 a week (less than \$13,000 a year) (ABS 1999). About 83 per cent of eligible people over retirement age receive some Age Pension, with about 68 per cent of those paid at the full rate (Centrelink 1998). And by comparison with other major countries (including those, like Australia, for whom retiree income comes predominantly from the state), our retirees are relatively badly off (Johnson 1999).” [Dr Michaela Anderson Achieving an adequate retirement income – how much is enough? ASFA Research Centre October 1999.](#)

That's partly because they haven't informed themselves fully (which is admittedly hard in this complex field), or they're assuming that "she'll be right" — the government or someone will look after them. Or maybe they *do* have an idea what to do, but don't have the willpower to act and get it done.

I was lucky enough to have the right background to get to the bottom of all this, and also the right kind of personality (study the map, grip the steering wheel, and keep going, no matter how many potholes there are). But if I HAD found a down-to-earth Action Guide, giving the steps I needed, I could have saved myself nearly two years! I did get there anyway, after a great struggle. Along the way, I discovered some other people who'd also found the same path to success.

18 months of research

The plan I'm about to share with you came out of 18 months of painstaking research. All that work meant that I've become quite an expert. I'm not saying that to big-note myself. I'm just wanting to establish my credentials at this stage, so you can begin to see that you can trust what I'm about to tell you — and you'll know it's based on experience, not some theory.

I can lead you through a plan that will improve all your retirement prospects so much you'll end up agreeing that "retire rich" is an accurate expression, not hype. I'm able to help you, because I helped myself, and then helped others. What I'm about to tell you may prove to be one of the most valuable things that's ever come your way.

How did I become an expert? Accidentally!

Here's what happened.

In July 2000, I'd worked out that once again the taxman was going to do better out of me than I was out of him. That year my retail fund had made a 6% profit, although the stock market had made about 25%. I wouldn't have minded so much but I was supposed to be in an 'aggressive fund'.

It was time to get serious if I was going to retire rich and choose *when* I wanted to retire. There was, however, a problem. What seemed like an easy thing ended up taking an expanding and grueling time to research, review and then put into practice. I went to numerous seminars, meetings, read many books (including the few there are on retirement planning) and talked to

loads of ‘experts’ (most were just selling products). In the end, it took me 18 months to put it all in place.

There are plenty of books telling you how to get rich, and I’ve read lots of them. (I got used to doing this kind of meticulous research when I was working on my MBA.) The books ranged from excellent to terrible. Some talk about retirement planning and others don’t. Almost, without exception, they mentioned two things: first, saving, and second, compound interest.

Most of these writers think that you, the reader, will be happy to change things in a fundamental way. For example, leave your job and start your own company, use all the equity in your house to buy an investment property every year for the next ten years, start working in a network-marketing organisation, or trading shares, etc. Radical and maybe scary. Each of these ideas can be sound, but most people just aren’t going to do these things. *So their retirement planning won’t work if they haven’t first copied the get-rich or build-wealth method.*

The next books I tackled were on retirement. I was hoping that they’d give me lots of info about; how to calculate how much I would need; look at what I already had; talk about investment strategies; options and case studies and tell me how to go about directing and managing a team. Unfortunately they mostly covered the lack of government action and how to actually run a fund yourself. Exactly *not* what I wanted to see.

Then I started downloading a stupefying amount of information from websites like [TAXATION OFFICE](#), [APRA](#), and [ASIC](#), and quite a number of technical guides. I can warn you it isn’t something that you should get into lightly. What these massive texts explain is how to do everything legally, fill in the right stuff on time and where to get it all from and some important technical issues with some interesting set-ups within funds.

Next I started devouring books on building wealth in property and retiring on the rentals. A good method and I’ve invested in property lately. But in nearly every case, *they talk about buying property for negative gearing, doing up and selling and putting all your money into property and not into retirement planning* — because you can never get at retirement until you retire. But no mention is made that you can do a lot of similar things *within* your DIY Retirement Fund anyway, and with very effective tax benefits!

I went to seminars, free talks, and interviews. But found they just pushed products. They didn’t find what *you* needed and then match that need to a product. (But I suppose that’s why they were free!)

As I said earlier, what I *didn't* find was a step-by-step [Action Guide](#) to help me understand the steps I could take to quickly gain control and end up with a high guaranteed income in retirement. Much less any Action Guide that told me *a way to enjoy planning my retirement!* I had to sweat all that information together myself.

That's how I became enough of an expert to *write* the [Action Guide](#) I never found.

And in all this research and nosing around, I found quite a few things that disturbed me. For example....

The bulk of Retirement Planning advice is product-driven.

Which doesn't mean it's *bad*, it just means it's *narrow*. If someone is selling a Retirement Planning product, you'll get the best advice from them on which of their products to buy. But they won't tell you other approaches that may be much more to your benefit — and often they don't seem aware these perfectly legal and sound approaches even exist. (I know, because I've been to a lot of investment seminars run by promoters of products, and I've asked plenty of questions.)

So you get this narrow view. And frankly there's also a lot of confusion. The whole Retirement Planning area isn't quite as complex as tax law — but it's close! People tend to glaze over and give up.

So I wrote my [Action Guide](#) and created all the backup services and information you need to get a hold of that you can then adjust to suite your own retirement vision.

My aim is simple: to help you make use of little-known Retirement Planning administrative flexibility and generous tax breaks, so that you can quite quickly and without risk get your retirement savings growing fast. And I back that up with my commitment to your success: [I give a guarantee that's almost outrageous](#). At the end of this report, I'll tell you how to take advantage of my results-assured, unconditional guarantee.

But that's enough about my background now. To get the most from your Retirement Plan, it's essential for you to realise there are five myths that hang in the air like some invisible paralyzing gas. Let me start by blowing away...

The five most common myths about Retirement Plans

Retirement Planning Myth #1:

It's better to let experts look after your funds.

Reality #1:

In all the seminars I went to, someone always asked this question: “Why should I control this all myself? Isn't it easier just to let somebody else do it?”

The answer is, of course, “Yes it's easier to let somebody else do it.” But think what you're letting them do! You're giving them control of your second biggest asset (most people's house is their largest asset). You're letting them control how you're going to spend your longest-ever holiday! Maybe 20 to 30 years!

Now why do I call retirement a holiday? Because it's pretty similar. When we go on holidays, we're doing different things to the normal 9-to-5 grind. Of course you'll be living at home for most of the time, but it won't be like when you were working — you'll probably want

more education, more sports, more time for visiting the children and spoiling the grandchildren, helping out at the Church or volunteer organisation, and more travel.

Strangely, people spend more time planning their yearly holiday than planning their whole retirement — their *longest* holiday!

Retirement Planning Myth #2:

I don't have to worry because the government will take care of me.

Reality #2:

Many people innocently think that the government will ensure they'll be OK in retirement. They think that because the government has raised the retirement savings rate for workers that will solve everything.

WRONG! For Mr. Average it means \$3780 per year ($\$42,000 \times 9\%$). If that had been the case over 40 working years, that would have amounted to \$151,000 plus interest. Not too bad. But mandatory payments to retirement funds have only just come in, a lot of people don't work constantly for 40 years and when younger they're often paid less than the average. So Mr. Average *isn't* who you want to be. In fact Mr. Average has only \$39,000 in his projected retirement funds. That means a lump sum payment of \$4000 and a yearly payment of \$3,500. Plus the State pension. **Have you ever tried living on \$15,000 a year?**

You don't want to be Mr. Average. (It wouldn't be the penny-pinching existence that *I'd* care for.)

Retirement Planning Myth #3:

My house is valuable and that will help with my retirement.

Reality #3:

You *can't* count the equity you've built up in your house for retirement funds unless you're planning to:

- Re-mortgage your house and invest the capital and hope to get a better return than the current base rate year-on-year, and find a bank to do it.
- Sell your house, invest the money and rent.
- Sell your house, invest the money and live with your sons or daughters.
- Sell your house and spend everything on a round-the-world splurge and then come back and live off your investment.

One or two people in a hundred may say, "Yes. That's us! We're going to sell the house and rent a small two-bed apartment in a retirement or lifestyle complex." Or they'll say, "Yes,

we have so much in our DIY Retirement Fund that we're going to sell up and travel the world and rent when we get back."

But most people say, "This is our family home and we're staying put!" Or you may have already downsized into a smaller place closer to the amenities (if not and you still have your ageing sons and daughters living at home, it's a thought!). And, if you're going to do some of the above, you probably are only going to realise a portion of the value of your home. So you can't count your equity in your home. *Sorry.*

Retirement Planning Myth #4:

Money put into a retirement fund is just money lost.

Reality #4:

People keep telling me that putting money into a DIY Retirement Fund is lost money because you can't get to it until retirement. **Almost 50% wrong.** If you have a self-managed fund, you have complete control.

But the other point — that you can't get hold of it until you retire — is completely correct. Yes, that's right and that's exactly what it's for: *your retirement.* There's no point in having retirement savings unless they're used for that purpose.

And I'll say again, think of it this way: *it's your guarantee, whatever happens — retrenchment, business fails, your house is repossessed — you'll still be able to retire rich.*

Most people who say you lose your money by putting it in retirement funds have *no* savings and normally *no* wealth. What they're actually saying is: "I don't want to put money away because I have no savings and couldn't get by being out of work for one month, so why risk putting it into a retirement fund?" Short-term views are very precarious. Ask them this question: "OK, what *are* you doing? Show me the valuations and your current statements." Don't just let people give you advice.

Retirement Planning Myth #5:

Retirement funds are boring.

Reality #5:

Do you think that your savings for retirement has to be only in shares and managed funds? Wrong! If you have a business, you can buy the business premises with your DIY Retirement Funds. If you have shares, you can buy these from yourself with DIY Retirement Funds. If you like to buy art, wine or other collectibles, you can buy these to invest within your DIY Retirement Funds, as long as they pass an investment test.

You can joint-venture with yourself in DIY Retirement Funds. For instance, you can buy a plantation forest yourself and then pay the maintenance charges via DIY Retirement Funds. This cuts tax, with no outgoings from your income, but with good returns that are then split between you and your DIY Fund. So your DIY Fund does *not* have to be boring.

If you're an expert at something or you're absorbed in a hobby, then this might be a way of fostering your knowledge and also keeping yourself interested in your DIY Retirement Fund. The more you work on your fund, the better it will do.

I should point out here that you're not allowed to have art, wine or collectibles at home. These types of investments are highly regulated and I wouldn't recommend them without the necessary support from your legal, accounting and financial advisory team. *Get advice, just to be safe.*

Also, and very importantly, you can insure yourself and your family with your DIY Retirement Fund. This can help your tax and protect your family.

I now find that investing in my DIY Fund is as fun as it is rewarding. What was once a "shove it in the bottom drawer and forget it approach" is now "what am I going to do next?"

OK, knowing the reality, *now what?*

Understanding the reality behind the five common myths can be a shock. But a shock wakes you up.

Knowing the reality, what's the *least* you should do? I'd say it's to stay alert and begin to work toward a better retirement plan. I know this can sometimes take a while to adjust to, so I offer a [FREE newsletter](#). It covers new or proposed legislation and the effect it may have on your existing fund, the choices you have and how to make the right one. There's no catch or obligation — it's really free, for a year.

When I talk about my own experience, most people ask me if they could do the same. The answer comes in two parts: first, yes you too can take complete control of your retirement planning, but second, everybody is different so you'll probably not do exactly what I've done. You can adjust your plan and you *should*.

To scare you a little and give you more incentive, imagine what your yearly holiday would be like if you planned it like your retirement:

The government would make your employer pay 9% of your wages into a "holiday pot." A branch of the government, the TAXATION OFFICE, then takes 15% of this as a contribution tax, so you really only get 85% of the money. Once a year somebody sends you a report that's hard to understand and it all costs you about 3% of your savings, with no guarantee that the fund will increase in value.

At the end of your working life, they tell you how much money you have available to spend on a holiday. In most cases, it will only be about \$30,000 for a 30-year holiday, plus a small amount from the government that isn't guaranteed into the future. **(Per person, the average government fund has \$38,000 in it, the average retail fund \$28,000.)**

But it's *your retirement and your holiday* not the retirement-fund manager's, not the government's, not your employer's — it's *yours*.

And this is important: in spite of the myths and confusions about DIY Retirement Funds, if you inform yourself and show some drive, you can pull free of this depressing stagnation and bleak future, and join a select crowd that *already* have an average per-person \$280,000 in their self-managed funds.

Some People never get to the first step because no one has ever told them the whole story. Other people *do* hear about it, or part of it, but they're *intimidated* by the way it's explained: it's choked with jargon, and someone else makes decisions that you can't really understand or control.

The key to success is to penetrate the myths, get used to the realities, work out a sound plan, and then DO it. In a way, it's so simple.

It *is* simple, if you use this...

Six-step success strategy to retire rich

Success Step #1:

Make up your mind to do something about this NOW.

However old you are — assuming you haven't yet retired — now is the right time to start planning, saving and understanding your options.

Why? The earlier you start, the greater chance your money has to grow. So the earlier you start, the earlier you can *finish*.

Have you wondered how the rich seem to get ever richer? Compound interest. Think of every dollar you have as a worker. If you save your workers, they can earn money for you (interest). The more workers you have, the more money they make. The longer you have them, the longer they make money for you.

Many authors explain how compound interest works by using fables and pictures of armies of money. I'd just prefer you to work out how much you could save out of what you already spend and then work out yourself how much that would be worth in ten years.

I calculate that if you could save \$20 per week for ten years and get 10% interest after tax, and not increase that number, then at retirement that would give you around \$1000 per year for the next thirty years (with no lump sum). Think about that. Ten years of putting \$20 in to get just under \$20 (plus CPI at 6.6%) out for thirty years.

You can avoid letting the taxman snatch away your workers, or at least let you keep them as long as you can before he takes some of them. And you can keep your workers healthy and productive (sorry, but your workers won't take holidays, get sick pay or time off). And you can avoid giving your workers away to people who want them to work for *them* instead of *you*.

Success Step #2:

Know the difference between what you want and what you need.

When I first started looking at retirement planning, I was dumbstruck by all the sales material from planners that said “you will need.” That’s right, they were telling me what I would *need*. Doesn’t that sound a little funny to you? “You will need!” It’s OK to start off asking that question, but who should really be answering it? *You*.

Just imagine: you ease gratefully into retirement, but suddenly find that you don’t have enough money to pay off the car loan, buy the outdoor setting and media centre that you’ve promised yourself and still have enough to live on. So you storm off to your advisers and grumble: “You said I’d need this much! That’s what I have saved for and it isn’t enough!” Do you think they’ll fund the extra difference? *No*.

Very rarely does anyone seem to consider what *you* want. Sure, they allow for food, rates, health and a few other needs, sometimes including a holiday now and again (mostly they say you’ll need about 2/3rds of your current salary). This is fine as a guide, but for most people it isn’t what they *want*.

When I started planning in earnest for my retirement, I took an online age test. It calculated that I would live to 88, if I retire at 55, which is what I intend. That’s 33 years in retirement. If I’m retired that long, I want things like holidays, more education, doing more sports and seeing more people. Having asked around, I found I wasn’t alone. Most people wanted this lifestyle. And if you don’t cost those *wants* into a plan, it means that you’ll spend a long time reading library books.

I’m a bit of a control freak, so I then calculated, down to a monthly plan, the current daily costs of living for retirement, itemising all the money required to live. I strongly suggest you carry out a similar exercise.

Success Step #3:

Know how much money will it take?

A simple rule is to multiply your needed income by 20. So first work out how much you live on now. That is, your actual outgoings, less your mortgage payments. Then multiply this by 20.

Say your monthly actual outgoings are \$2500. Then $\$2500 \times 12 \text{ months} = \$30,000$. In this example, I’ve taken the average salary of \$42,000, taken out 30% straight, divided by 12 and rounded up to the nearest hundred.

Then multiply by 20. So $\$30,000 \times 20 = \$600,000$

This assumes that you’ll get a better interest rate of 11% after tax. And that inflation on the goods you’re purchasing is less than 6.6%.

This doesn’t include the value of your home! (That’s Myth #3 that I talked about.)

Does this scare you? I have to admit it scared me. *You probably don't have enough saved.*

Here's a quick look at the calculations and assumptions I've just used:

Your current lifestyle is probably at least where you want to be. Do you really want to retire less well off? Also, you're going to have much more time on your hands to do things, and doing most things cost money. OK, there are financial benefits of being old: cheap tickets, fares, memberships, government rebates, etc. But to balance this there will most likely be increased costs: medical, social, insurance, home help, extra heating, etc. — generally increasing, as you get older.

So for a quick analysis, your current actual outgoings less the mortgage is a sensible figure to use.

Then multiply the outgoing by the magic 20. We multiply the outgoings by 20 to allow for a lump sum payment of two times current outgoings that will pay off a number of items. Then the 18 times outgoings needs to generate enough revenue to give you at least your current outgoings, plus growth equal to or more than CPI. With normal returns over the last 25 years of 11.58% (average of People Shares & Bonds, International Shares, S&P 500 and Cash) and CPI 6.6%.

Taking our \$30,000 per year example, that would give a payout of \$60,000, then a payment per year of \$30,000 plus CPI each year. This would mean at the end of 30 years, you would have about 10 times your outgoings left as a buffer.

Obviously this is a rough guide. I haven't taken into account the government pension, the effect of tax and the fact that your income requirements will change over your life. But it gives you an idea. The important point here is to see where you are. *If you're nowhere near any of these, it's time to take action.*

Success Step #4

Pay for good advice.

In all the books I studied, there was an underlying theme: copy what successful people have done (often referred to as 'standing on the shoulders of giants'), preferably by finding a mentor who's been successful.

Your mentor can be me to start with, unless you know somebody else who's done it.

I've been to countless seminars, and one of the first questions asked of the presenters is "how much do you charge?"

If you go to a financial adviser who *isn't* independent, you'll get the best advice about the *product* he or she sells. You may be charged a smaller fee up-front for the advice, but somewhere along the line you'll pay in another way. Probably there's an annuity that's siphoning money from the insurance company to the adviser.

If you go to a normal high-street accountant, you'll get a very good deal on your standard tax return — if you are fairly standard. If you want good independent advice from financial advisers, accountants and investment consultants, where these people will often invest your money without an annuity and at wholesale rates, then paying \$2,000-\$4,000 a year on a complete investment portfolio of \$250,000 in DIY Retirement Funds and \$200,000 of other investments is worthwhile and around the right benchmark.

In the book “The Millionaire Next Door” researchers found that millionaires cared far less about the cost of their advisers than non-millionaires did (who in general were far more touchy about paying fees). *The millionaires were far more interested in what experience, knowledge and specialisation the adviser or accountant had. You pay peanuts, you will get monkeys. If you pay peanut-shells, you won't even get monkeys!*

A research paper by Michael Rice and Ian McEwin stresses that funds that try to save on charges of financial planners normally hold too much money in cash. They miss enormous gains and those lost gains make the charges they “save” look pathetic.

From my experience, I'd suggest that you should pay an adviser up-front for the information they give you. (That doesn't mean *before* they give it to you. It means pay for the service with money outside of what you're going to invest.) Their fee is normally tax deductible. In most cases it means that all the money you're investing works for you and there's no commission or annuity taken out.

“Who is paying for those nice big offices and expensive lunches? You. If you are invested in a retail fund for 40 years of hard work, you get to pay the average fee of \$177,000.” Barrie Dunstan, Financial Review, 31st July 2002 in reference to the senate select committee on Superannuation.

Success Step #6:

With all that in mind, use this action summary.

1. Break through to reality by educating yourself.

[Grab my free 9-page list of references — you can check these references out in libraries or buy some of them.](#)

OR...

Get straight to the meat of all that by investing in a copy of my Action Guide "[How to Retire Rich](#)".

One way or another, you need to understand the fundamentals of what's going on and what your real choices are, or you can't take control and make this fly.

2. Calculate how much money you've already put away.

Total up all your DIY Retirement Funds, even the small ones, every savings account, all your shares. If you don't know what's in your Retirement Funds, write to your retirement-fund administrators and ask for the current value, projected value when you are 55 and at retirement. (If you invest in my [Action Guide](#), you can also get a series of templates to make this easy: letters, faxes and email templates to find out how much you have in your DIY Retirement Funds, and how to get it from different countries, if you've left it behind elsewhere.)

Think hard about *where* you may have old DIY Retirement Funds. People do forget about them. Don't let it happen to you!

3. Calculate how long you and your partner are likely to live.

There are websites where you answer some basic questions and can get an estimate. Like the ones listed at http://dmoz.org/Health/Aging/Life_Expectancy/Calculators/

You need to be honest in doing this. It's for your own planning, there's no point deceiving yourself. You need to be truthful about the amount of exercise you get, your weight, whether you smoke and your alcohol intake. It's also a good idea to find out as much as possible about your family background, to see if there are any hereditary problems (and if so, also let your children know about it, for their own future use).

4. Work out what you'll have paid off by the time you want to retire.

You may have paid off your home, but still have negatively geared investment property. You may still have car repayments. The point is to estimate the lump sum you'd need to pay off all that.

If you have your own business, factor in how much you may get for it. You need to consider getting paid out, or getting paid some or all of it over a longer term. Alternatively, you may wish to transfer it as a gift to your children or others. That will need some planning to make sure you don't get presented with a terrifying tax bill in the future.

5. Ask your paymaster(s) if they'd be willing to salary sacrifice on your behalf into your own DIY Retirement Fund.

If you invest in my [Action Guide](#), there's a letter template for this. Otherwise you may need to consult your accountant or financial adviser first.

If you're self-employed or own your business, then you'll definitely need to talk to your accountant about it.

6. Work out the lifestyle you want in retirement.

Don't make a sour face about this! It's supposed to be like planning a *long, long holiday!* Picture your ideal retirement. The point is to see how you can then make it happen.

You need to get a clear picture, and estimate the costs of a lot of things, in detail. You can do this yourself — if you're used to this sort of calculation — or get help from your financial adviser. I also have a template spreadsheet that makes it very easy: you can get that with my [Action Guide](#).

7. Work out your current spending cash flow and your current balance sheet.

If you don't know exactly what that means, you'll need to get help. Again, see your financial adviser or accountant. Or if you decide to plug into my system, there's a spreadsheet I supply that's already filled in with an example. I make everything as easy as possible.

Whatever you do, don't skip this step!

8. Consider how much you could cut back from your current spending, if you had to.

This isn't supposed to be a frightening exercise where you imagine yourself living in a caravan and eating beans and rice. It's just to see what may be possible, fairly painlessly.

It helps if you divide your costs into Needs, Wants and Leftovers. For example, I used to have a very well paid job in the IT sector. I was flown here, there and everywhere by my employer to do presentations. When I left the job and came to Australia, my wife and I were still both members of the Qantas Club. But *we* now had to pay for that, instead of my employer. Was it worth it? We analyzed it like this:

- Yes, we still wanted to be members (costing about \$550 for the two of us).
- No, we didn't want to be life members (at about \$3500 each).
- And we weren't planning a flight for six months (we could let our membership lapse for six months without having to repay the joining fee).

So we decided to stay in the club, but put off our repayment for six months — or until we booked another flight — whichever came first.

So the Qantas Club wasn't a Need, it was a Want, and it was also a Leftover. And we delayed paying \$550 by six months.

You can also do all this conveniently on a spreadsheet, like the one you can get with my Action Guide. (I've highlighted sections in it, where I've found that people can often save money, and without sacrificing anything important.)

9. Book a time to see your [accountant](#) or [financial adviser](#).

As soon as you've done all the background work in the first eight steps, you need someone with the knowledge to adjust it into a plan that suits you and that will make Step 6 work — your golden vision of how you want to retire!

The point of *you* doing all this background work in the earlier steps is this: first, it means you actually understand what's going on, you can take control of the process, and you only use advisers for helping you with technical things and legal points — exactly the way they *should* be used. It's also a lot cheaper, because a good adviser would take you through those same steps anyway, and you'd be charged a fairly high hourly rate for pretty humdrum work.

10. Work with your [accountant](#) and [financial adviser](#) to come up with a plan of action.

After your first meeting, you'll probably get an outline plan. It will most likely include a summary of your current position, when you wish to retire, and a summary of the lifestyle you want when you retire. There's likely to be a gap that has to be filled with extra money from somewhere: extra savings, salary sacrifice, one-off investments, setting up a DIY Retirement Fund, ways to make better use of your retail funds, ways to consolidate funds and save on fees, structures for the self-employed (if you are), insurance cover within DIY Retirement Funds and many other things.

You will essentially be working with a team of advisers, and you'll need to take the lead. The advisers can explain your options. You have to decide. They'll react to what you want.

To sum it all up....

This plan really works!

"Having used just some of George's information we've rediscovered many assets that we had forgotten about, saved on our outgoings, fees and taxes, re-organised our finances and are now looking to invest for long term future growth. With George's information and advice from our Financial Planner we are now looking in much better shape for the future." - Dr Craig Cox, Nedlands.

"We have recently used some of George's information and have increased our monthly income without risk, or borrowing any extra funds. Now we are looking to use more of George's information to invest in real estate as a tax-effective and long-term investment. George has himself first put his strategies into practice and then he has shared that

experience with us. George has also introduced us to some of his trusted advisers, including financial planners, tax and stockbrokers, who have proved to be excellent and far more in tune with our aspirations than our old ones. Using only a limited amount of George's information, along with help from his advisers, we are off and running with sound investment strategies." —John Dawson, Wembley.

Having got this far, let me ask you these important questions:

Do you want to retire rich?

Rich enough to do what you want to? Play the sports you want to, have the holidays you want, help your children through their lives and then your grandchildren, and not worry about money?

Do you want to know that you're in control?

Apart from owning your own property, do you want to get good returns from your DIY Retirement Fund? Not the negative 5% 'return' plus 3% costs that somebody else has just managed! Especially when they're supposed to be the experts. Do you want to be secure in the knowledge that you know where you are and that you're in control?

Do you want to ensure that you pay as little tax as you can?

What about the government incentives to save and invest? Are you working too hard and have too little time to find out how that could be used?

Do you want to ensure that your wife and children are safe?

Insured and insulated against your job insecurity, disablement, death and the taxman?

Do you want something exciting enough to manage?

Would you be interested in investing in things that you know about? Business property, joint ventures, art, wine and other things? Would you like the whole Retirement Planning thing to be a bit of fun?

If you want those things, I guarantee my plan will work. [I guarantee that it will dramatically improve your retirement future or will won't cost you a cent.](#)

You're the judge of whether this works. If you think it hasn't worked, then I don't deserve a cent of your money and if you invest in my Action Guide and any of the extras with it, I want you to ask for a refund.

But, if my experience with others who've used the plan is an indication, when you use this straightforward and well-informed plan, you'll be so pleased you'll want to tell others about it.

Think about it: wouldn't you really prefer to retire rich, instead of depending on the government or hoping that things will work out somehow?

Of course! And here's how: save yourself money, unbelievable hassles, and maybe years of research by getting all the details about how to make the plan work for you. And get the extras that make it so easy and inexpensive to do that — the spreadsheets, action report, templates, and other helpful bonuses.

This package spares you the painful learning curve I had to endure. One way or another, you need to find out what I did if you want a retirement that's worth looking forward to.

I supply all the background information and steps you need, as well as an optional ongoing service to make sure you'll be as successful as possible, with the least cost and risk.

It doesn't matter if:

1. You are early in your working life.
2. You are nearing retirement.
3. You have already discovered part of the plan yourself.
4. You have advisers, and maybe a complex system that's already set up.

I've found that most retirement plans fall down because people don't know *what* to do, *how* to go about it, or *why* it should be done. And because there's so much confusion about retirement, and so many companies promoting their own narrow solutions and products, there aren't many people who can reliably put it all together for you.

In my [Action Guide](#) and extras, I unroll a golden carpet for you. As you walk along it, you adjust the plan to your circumstances and reach a rich retirement at the end.

**First let me tell you
about the free bonuses you'll
get by signing up as a Member**

3 Free Bonuses For Acting Right Now

We want to make saying “Yes” even easier by including three powerful bonuses that make this the total package for instant success.

Bonus #1 – The Pre Cooked Spread Sheets to show you how to do all your figures

We don't know why people would waste their time re-creating all the information about their expenditure, savings and tax when we have done all that for you.

We have added all the standard things that people pay out money for and what they get and added it to a set of spreadsheets so you do not have to do all this yourself.

(NB You are going to need all this info for your advisors to be of any help, so it is a “have to have”). These spread sheets used to sell separately in hard copy for \$87.

All you have to do is a little adjustment and Bingo all the figures just fall out for you. This will save you hundreds of dollars in fees and hours of time.

Bonus #2 – “Warp Speed Letter Templates”

If you pinned me down and forced me to answer what is the #1, most painful thing people find doing, its this – getting around doing all the little bits and pieces that gets you the “information you need”...

It's true, there are so many reasons why people never get around to getting all their info together:

- **“I'm busy at work - I will have to do it all at the weekend, but then we have to go to that party.!”**
- **“I would but I just don't know how to start!”**
- **“What is it that I need to be asking?”**
- **“If I ask the wrong thing I'll feel stupid...”**
- **“And it's all too hard I just want to sit down and have a little rest.”**

Inside this second bonus you'll have access to a collection of templates that will (PC version) that lay out all the letters you will need to send to Insurance Companies, your payroll master, overseas organisations and government functionaries. These will let you see how much of your money they have and how you can quickly and easily get it back from them.

N.B These are the actual letters I used to get over **\$100,000** off a scheme run by the **UK Tax Office**. Who didn't want to give it up and then only wanted to give me \$80,000!! And wanted guarantees signed in blood.

Bonus #3 – Think and Grow Rich by Napoleon Hill

This is one of the classic books to help you get your mind to the right level in terms of creating wealth. It outlines how many successful people have accomplished great feats overcoming many great obstacles and is an excellent addition to site along side my book.

This book sells on [Amazon for between \\$19.69 to \\$28.95 US](#)

Is this a **great deal** or what?

Now, we need to mention something up front and we're sorry to be so blunt – if you are spending your last dime to purchase this book with only 6 months to retirement and you only have \$5,000 in savings - you probably won't make it. Frankly, you will have to either stay working for a while, or just take the pathetic \$8,000 a year that the government may give you for all those years of your work and taxes!

Now, on the other hand, if you do actually only have \$10,000 or \$30,000 in savings and 10 years to retirement or that's your parents, then look at it this way – [you really need this Action Guide!](#)

Now you may wonder....

Why am I willing to send you all that free when you become a Member?

Simple: because I'd like to have you as a long-term client! I'm so convinced that you'll find this information and plan *a treasure and so easy to use*, that you'll carefully consider the follow-on services I plan to offer. I have everything to gain from helping you to be successful in many ways. Then you won't mind re-investing a tiny percentage of those gains in my services. So I'm willing to invest in you up-front. It's a no-lose proposition for you to give the Membership a try.

OK, that's what you get free when you become a Member. Now let me tell you about my Action Guide. It gives you all the info you need, in plain English, and shows you how to take control. You don't need to be an expert in running a DIY Retirement Fund, or know about share-market trading, property and options. But you do need to know what questions to ask, what choices you have, a clear idea of the way things work and how to take *control*. In the Action Guide you get:

- All the facts and figures that you will need to understand how to plan for your retirement.
- All the steps that you need to take to set up your fund.
- All the information to direct your fund
- All the information you need to consolidate your savings to maximise their earnings.
- All the sources of information to get further information
- Options for your funds investment
- Information on how to minimise your tax in the fund and on your income

- Information on joint-venturing with your fund
- Information of estate planning for your fund
- Information on paying for life and loss of earnings from your fund
- Information on choosing the right financial advisers for your fund
- Information on running your fund on-line
- Case studies on how others have invested their funds

Here's the Table of Contents of my Action Guide:

Introduction How Much do You Need What else do I take into consideration Planning The Team Research Facts and Figures Compounding Interest Psychology of Saving Women and DIY Retirement Funds Estate Planning Government Insurance Options for investment	Fact Sheets Control I know more than the experts Consolidation Banking Becoming an Expert Structure of a DIY Retirement Fund Trust Deeds Investment Plan Structure of a Trust Actual Retirement Beyond Retirement Costs you can claim for
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**Don't waste your time with
 DIY Retirement plans that might turn out badly
 and lock you into a miserable retirement**

When you become a Member, you'll connect with all my research, and be kept up-to-date with my newsletter. Everything is plug-in, easy to use, detailed and you'll know you aren't overlooking something. If you want I will also introduce you to my advisors and give you over **\$1,350 worth of certificates** to get you on your way - all you have to do is show me you have done the background work and I will give you the vouchers!! **FREE**

Don't just take my word for it that a lot of people are in trouble with their Plan. Look at these news clippings:

“Retirement Plan Shock awaits many. Spokesperson for ASFA says 60% of baby boomers will not end up with the money they have been expecting. On average there would be a lump sum of \$62,000, a massive \$240,000 less than the \$300,000 they would be expecting.” Australia Associated Press.

“For a modest but adequate lifestyle, you will need to own your own home and have at least \$25,000 per couple/year. But do not expect to do much.” [ASFA Discussion Paper – How much is enough.](#)

But you CAN be successful by taking control of your Retirement Plan — even if you don't (yet) know anything about it!

People who take control of their retirement planning and succeed, don't *start off* as experts. They start off confused, maybe overwhelmed by gobbledygook information, and even a little angry about how poorly their retirement planning has been performing. But if they can take control, so can you. I did it. I know.

But *you* don't have to do it the hard way. Become a Member, and the golden door swings opens.

OK, how much does all this cost?

The total value of all the ingredients of a Membership is \$2,090, if you include the Vouchers, and it's compelling value at that.

But because I'm still building up my Membership, I need satisfied Members to tell others. So I'm willing to give you a crazy discount if you agree to give me a testimonial after you've worked through the plan and acted, and if you let me keep you on my database for future announcements.

If you're 100% satisfied, if you agree to give a testimonial and remain on my database (which I won't pass on to any other organisation), then you'll save a whopping \$2,043 — so that your Membership is only \$47! – And you could have it in seconds just by clicking here www.1st-retirement.com/retire-rich.html

**It's all backed up with my ironclad
no-quibble, money-back guarantee**

Here's my outrageous guarantee: I guarantee that you'll see such an improvement in your DIY Retirement Fund, even within six months of when you become a Member, that if you don't agree, then you get a 100% refund. No hassles or questions.

It means you can take up to six months to try it all out. Even if you decide to cancel your Membership, just return the Action Guide — but keep the extras, except any certificates you haven't used, as my gift to you for giving the plan a try.

Keep reading for more reasons to act now!!

**Here's an additional free bonus
but ONLY if you act
in the next ten days!**

You'll be entitled to two 45-min phone consultations with me FREE. (My normal hourly consultation rate is \$250.)

**If you want to retire rich —
or at least well off —
don't miss this opportunity!**

I've explained in an open-handed way how you can use existing Retirement Planning law and opportunities to become one of the elect few (so far) who'll retire rich. The next move is up to you.

Unfortunately, I can't keep this offer for long. I can't keep giving all this away. This special Membership price and free bonus offer is available for a limited time — so please act now. I hope you agree that I've made it so it's almost crazy *not* to take me up on this offer.

And it's easy to do. Right now, while it's on your mind, go to www.1st-retirement.com/retire-rich.html and order it on-line, or fill in and send the form on the following page.

You have nothing to lose and so much to gain in future years. I encourage you to accept my offer now.

Sincerely



George Slater
Slater Trading Pty Ltd

Postal Order Form

Send to

**Slater Trading PTY Ltd
PO Box 530
Kalamunda
Western Australia
Australia 6926**

Name _____

Company _____

Street Address _____

City _____ State _____ Post Code _____

Daytime Phone _____

Email _____

Method of payment Cheque enclosed for \$47.00 (Please make payable to Slater Trading Pty Ltd).

Charge my: Visa MasterCard Bartercard for the amount of \$47.00

Credit Card # _____

Expiry Date _____

Signature of Cardholder
