



FAMILY WEALTH MANAGEMENT





Why First Samuel Family Wealth Management?

Reduced overall tax
on family wealth



Greater certainty of
testamentary distributions



Transparency and understanding
of both process and outcomes



Documentary
certainty



Administrative
ease



Investment
efficiency



Hear from a happy client

“For years, First Samuel has capably overseen my mother’s wealth. Currently, their guidance also extends to my three sisters, and me, covering inter-generational transfers, family tax, SMSF complexities, and testamentary matters. Their unhurried and meticulous approach, along with clear benefit explanations, has been invaluable for our family’s financial journey.”

Jill K, New South Wales

You and your family are precious. So is your wealth.

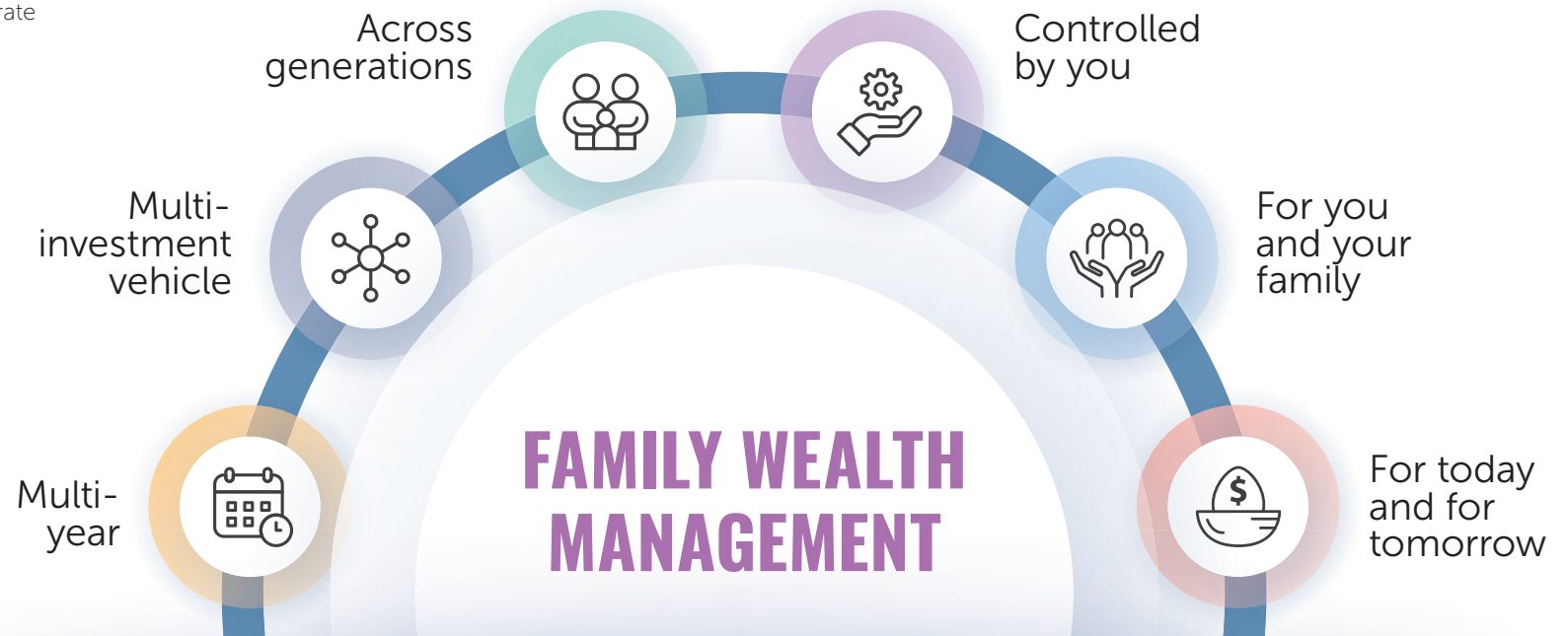
Your wealth is an opportunity. But it is also a vulnerability.

Your wealth is an opportunity for security and choices for you and your family.

It is also vulnerable to multiple and changing tax regimes; changing governments; disparate service providers; and short-term thinking.

First Samuel's Family Wealth Management will help you both capture the opportunity and address the vulnerability. With confidence.

The days of thinking of wealth management as single-year (i.e. this year), single source (superannuation), single vehicle (managed fund), single tax rate (superannuation tax rate) are long gone.





**You need to
think and act
strategically**

The importance of thinking strategically

Factors, risks and opportunities

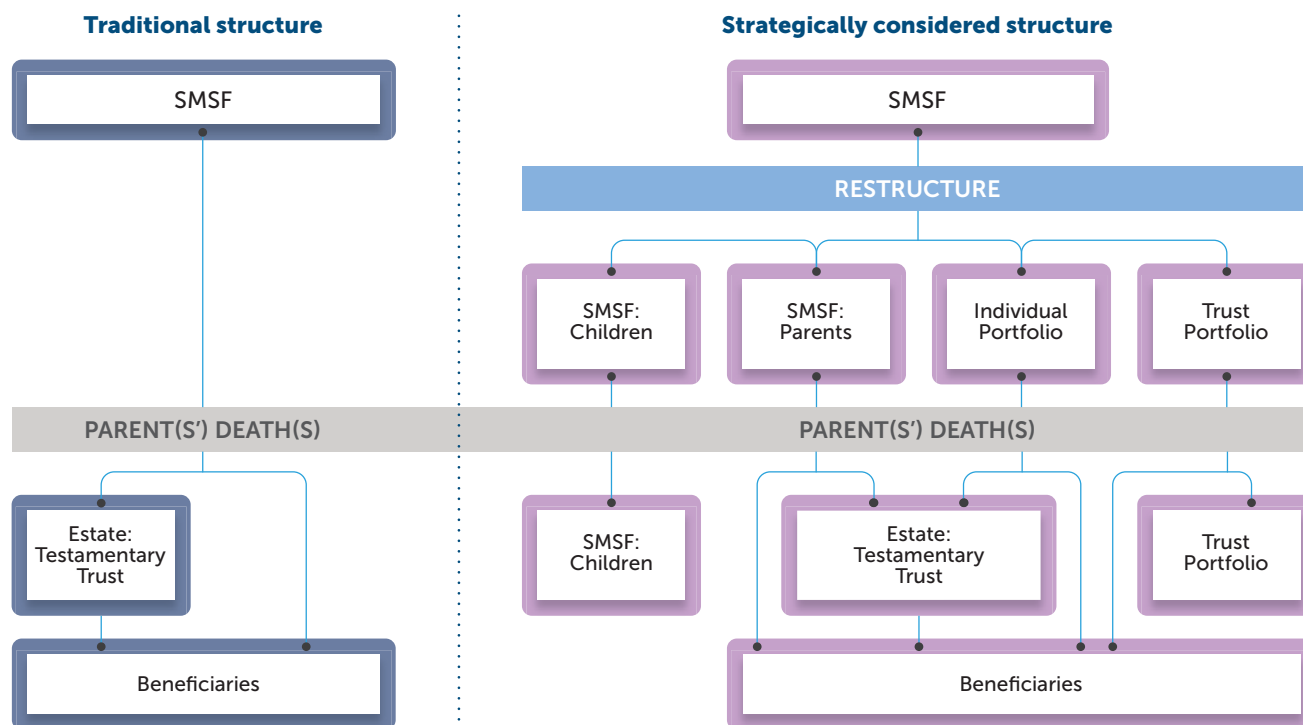
Your family's current and future situation will be strategically planned with First Samuel. We will consider all the factors, risks and opportunities, for example:

- Superannuation 'death' tax¹
- Proposed 15% additional tax on high-balance superannuation accounts²
- Proposed superannuation tax on realised and unrealised capital gains³
- SMSF portfolio
- Family trust portfolio
- Company portfolio
- Individual portfolio
- Family tax
- Estate planning
- Individual needs
- Ability to act quickly
- Central record of information
- Capital gains tax
- Powers of attorney
- Land tax
- Governments and regulations

1 This is the superannuation death benefits tax. The actual tax liability is determined by several factors. On a balance of \$500,000, tax of up to \$85,000 may be payable.
2 'Excess member balance tax', applies to portion of a member's balance greater than \$3m; will not be indexed.
3 Applies to the excess member balance tax.

An example

Consider a family SMSF, both members in their 60s, with large member balances. They have non-dependent adult children. This is similar to an actual client structure.



Benefits

The objectives are met: (a) the overall tax on the family's investments is significantly reduced; (b) there is greater certainty of testamentary distributions; (c) there is transparency and documentary certainty; (d) and administrative ease.



Six benefits of First Samuel

- We place you at the centre of everything we do
- Trust and ethics are at the forefront of our business
- We add integrated value where others cannot
- Strategic wealth advice captures opportunity that you cannot capture on your own
- Investment management that few can do:
 - individual
 - tailored
 - direct
 - tax-managed
- First Samuel is the right size for you

What's the difference, what to expect and what next

What's the difference?

We do not separate advice, investment, and administration. All aspects of your wealth must be considered together, as each affects and overlaps each other.

Practically, members of each of our three service teams will meet together and discuss your family's wealth circumstances. They will 'workshop' outcomes that capture your opportunities and manage the risks. And then present them to you. This may take several meetings.

What next?

In all cases the first step is a meeting, where we seek to understand your existing arrangements and we discuss the opportunity that is before you. Please contact Susanne, our Business Manager for an initial meeting: 03 8610 9222.

Want to know more?

Please [click here](#) to visit our website.
Or [here](#) for a copy of our FY-23 Annual Report.

What to expect?

1. A team of experts

You will have the benefit of the best of First Samuel's thinking, not just of a single person.

2. Structural efficiency

We ask "how best to capture your long-term family after-tax investment opportunity?" And not just "how much can you put into superannuation?"

3. Cross-generational

Many family wealth management opportunities are missed by waiting for your passing. These include cross-generational transfers of income and/or capital for family tax-management or asset protection reasons.

4. Certainty when events occur

Uncertainty can be very costly. Just having a will is not enough. You need a suite of documents that together provide certainty when 'events' occur, both during your life and after your passing. This includes medical, financial, guardianship, etc matters.

5. Customised investments

Only by customising your investments can your investment objectives be fully met. This extends to tailored sub-portfolios in different asset classes and a full range of securities not normally available to smaller investors. Different portfolios (e.g. superannuation, individual) can have different objectives, asset mixes and securities.

6. Administration & reporting

You will want more than the minimum needed to keep your accountant happy. Comprehensive, daily-updated online reports, independently audited accounts, etc will meet your and your accountant's needs.

7. Unrestricted advice

This is not just a formal annual review. But unrestricted access to ongoing personal financial advice.

This means comfort in knowing that advice is always on hand to address changes in your circumstances (e.g. retirement, inheritances) or those external to you (e.g. tax, regulatory changes).

8. Investment updates

You need to know what's going on, not only in your portfolio(s), but also in the markets that drive them.

You will receive regular and personal investment updates.

9. Relationship

Finally, an enduring relationship that each of us values.

Individual, indispensable and enduring family wealth management



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“ The Lord declares those who
honour me I shall also honour. ”

1 SAMUEL 2:30