

Coming up in this edition

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Pennywise Update

We are well into 2018, and Pennywise Investments has had a busy start with client reviews, and keeping updated with both legislative updates and Centrelink changes for this coming year.

Pennywise have a busy year ahead with two Financial Seminars coming up, in April and October this year. See the next page for further information. Jeff is also organizing informal get togethers with different aged care facilities around the area so he can be more updated with the advice he provides.

On a more personal note, Jeff and Kerene will be getting married on Friday the 16th of March so they will be unavailable between the 15th March and the 23rd March 2018. The Pennywise Team would like to congratulate them and wish them all the best for the future.

Fall into Financial Freedom

INFOCUS Economic Update (March 2018) - [Click here to view the "Economic Update"](#) > 

Market Turbulence

It is so good that our clients are so well educated now to not panic in times of market turbulence. The usual headlines prevailed of "carnage" "bloodbaths" etc on the markets and the biggest fall in history on the US markets.

To put it into reality, it was the biggest fall in points, but was only 4.6 %. Contrast this with Oct 1987 when it fell 22.6 %. That is equivalent to nearly 6000 points today. It is the percentage that matters. The media do like headlines. Overall, in the scheme of things this was a healthy correction that we have on average twice per year. It is about long term performance that matters. The media highlights that people retiring could be greatly affected. Leaving funds in cash for the

next 25 years as a retiree compared to a balanced portfolio with market volatility and the client with the balanced portfolio will enjoy a far higher standard of living in retirement as you well know. This is why we always highlight the need for cash reserves to meet pension payments and casual drawdowns.

Sticking with the plan, staying diversified in quality investments and ignoring the doomsayers and long term you will always be better off. Well done on being educated. For those not retiring, but still working, these are times of opportunity to invest further into the markets to take advantage of lower prices.

Regards Jeff Glossop



If you were happy with your review with Jeff please rate him through Advisor Ratings.



**ADVISER
RATINGS**

www.adviserratings.com

To rate Jeff Glossop please click or go to the link;
<http://www.adviserratings.com.au/rate-adviser>

Under the section "What is the advisor name?" Type *Jeff Glossop of Bunbury*

Review US!

Pennywise would love to hear feedback from our happy clients.

Review Pennywise on Facebook

[Click Here to review Pennywise Investments >](#)



Write a "Client Story" and email in to the:

[Marketing Manager](#)

(Examples are displayed on the website)

Marketing Update

Facebook:

Please "Like and Follow us on FACEBOOK" to stay up to date with Pennywise.

[Click Here to view the Facebook Page >](#)



INFOCUS

Our dealer group Infocus Wealth has gone through a rebranding.

Their website has been updated and modernised.

A live "Help Chat" has been installed.

A news and insights section has been added providing regular updates.

[Click Here to view the new Website >](#) **infocus**

Centrelink Update

Many of our clients have chosen Pennywise as their Centrelink Correspondence Nominee. As Nominee, we can act on your behalf to make applications for Aged Pension, Carer Allowance and Health Care Card applications. Currently Centrelink is under-staffed and waiting times for Carer Allowance applications to be assessed is 99 days. Straight forward Pension and Health Care Card applications can generally be settled in 4 to 5 weeks, but this can be extended out to 3 months.

For more complex applications we are happy to follow up with Centrelink until the matter is settled.



Pennywise
investments Hosted Seminar

Preparing you for your
Financial Future!



We encourage clients to
bring along a friend as
your guest.

Date: Thursday 19th April 2018
Time: 5:30pm - 8:00pm
Venue: Bunbury Regional Entertainment Centre
(BREC)
Investment: Your Time

RSVP by
Wednesday 11th April 2018
9791 9113
pwi@pennywiseinvestments.com.au

Seminar Topics:

- Investing for the Future (Emma Cook - Magellan Assets Management)
- Aged Care Topic (Karen McPherson - RSL Home Care)
- Travel Topic (Jo Ellis - Australian Pacific Touring)



Key Locations

A Passion for Travel

We have always loved to travel but for many years our bucket lists remained largely untouched as we acquired a block, built a house and went through the process of rearing a family. We managed a few trips to Bali, Singapore and Hong Kong; exotic destinations where we got to sample the local culture, visit the attractions and enjoy the variety of dining options. In addition to the family outings to Perth and throughout the Southwest of WA, we even managed a family trip to Bali in 1989. This was a trip that both our children constantly referred to over the following years and undoubtedly whetted their appetite for travel.

Eventually we were home alone; our love for travel flourished but was still constrained by the amount of time allowed while employed and the difficulty of synchronising our annual leave. We did manage more trips to Asian destinations and a couple to Ireland and the UK. Retirement age approached; what should we do? We met Jeff, discussed our ambitions and put a strategy in place that would allow us to retire some of our bucket list items starting in 2012.

Around that time I read an article that had been penned by some well-travelled couple. In essence it raised the question – “did we wish to see a lot of a little or a little of a lot”? We decided on the second option; see as much of the world as possible and return to places that we would like to visit in detail. During the past five years we have steadily reduced the list with visits to areas of the world that have held a long fascination for both of us.

Like many retirees, we do not have deep pockets but we have a strategy that works for us and some of our friends. We look for value; we are registered with a variety of travel, airline and cruise websites, we receive information on early bird and last minute deals. We seek discounts for early and full payments in advance with trustworthy providers of cruises and holidays, we bundle holidays where the schedules suit our interests and we stopover in various cities on route. Our strategy also determines that we try to book with no more than two airlines, and similarly with ocean and river cruise lines and tour companies. We joined the rewards scheme of each, in most instances you are joined automatically and membership is free. It's surprising how quickly you move up through the various levels and each level brings additional benefits; - discounted specialty dining, shore excursion discounts, beverage package discount, free laundry services, bonus free nights, upgrades. With the airlines you have a variety of frequent flyer programmes, we felt it important to choose two airlines to maximise our rewards and frankly, Qantas is our airline of choice followed by Singapore Airlines. You do not have to fly Qantas to benefit, look for the codeshares to Europe and the Americas and just ensure that your flight has a QF number.

Select a Credit Card that is generally universal, e.g. MasterCard or Visa and let it work for you by earning frequent flyer points when linked to a Frequent Flyer programme. For \$160.00 per annum, our Credit Card gives us complimentary travel insurance to anywhere in the world with cover exceeding the inclusions of many high priced policies. Based on insurance quotes received, this saves us in excess of \$800.00 per annum for similar cover with the added advantage of no age limit; no more loadings because we are over 65. Just pay all or part of your holiday by card to receive this benefit. In making three significant claims for a cancelled holiday and two overseas medical problems, we recovered all costs in each instance less our excess of \$250.00. No fees are charged on overseas purchases and exchange rates are better than that quoted by the currency exchange outlets.

We book economy class on flights and use our points to upgrade to either Premium or Business Class; comfort on the cheap. In addition, during the past seven years, we have enjoyed four free return flights Perth/London. Not bad on points earned on normal everyday expenses plus our travel and bonuses. We don't book cabins with balconies, preferring to be on or between decks for most of the day either relaxing, dining, imbibing or participating in activities or enjoying the excellent free entertainment provided.

To date, this overall strategy has taken us to Europe for land tours, an ocean and a river cruise. We have marvelled at the sights of Western Canada and Alaska. We have enjoyed the scenery and history of South America on both land and cruise. There are twice yearly visits to various Asian countries; escape the winter cold for six weeks at bargain prices, enjoyed a couple of excellent Mekong Cruises, gazed in awe at the wonders of Angkor. In between overseas jaunts, we have visited parts of Australia, a costly exercise as neither of us are fans of caravanning.

There are so many sites to visit, there is so much to see; both of us are enjoying our retirement.

Written by Daniel Luttrell.





Key Locations - Continued...



Happy in Saigon



After the dance Alotau, PNG



Colonia, Uruguay



Falkland Islands



Enjoying a walk in Dundee



Catherine Palace, Pushkin