

Victorian Bushfire Relief

As with all Australians, staff at Acceptance Finance felt overwhelmed with the need to do something to assist their fellow Victorians in their time of need. Our staff collected clothing from friends and family and sorted it. They went shopping and filled trolleys with toiletries - those little essentials in life that are often forgotten but so desperately needed at times like these. All goods were packaged up and donated to the Boronia Country Women's Association, who distributed these items directly to the bushfire victims.

Acceptance Finance has also pledged their support to the Marysville Community Golf & Bowls Club, which lost 5 of its members in the Black Saturday fires. Aside from the human tragedy, the club also faces the massive challenge of rebuilding in the wake of the fires. We have participated in the club's "Adopt A Hole" program and are now the official "adopter" of the 5th tee at the club. All donations raised via this program will go towards cleaning up the course, rebuilding the greens, tees, watering systems, bridges, fences and sheds. They will also be used to purchase machinery and equipment. If you would like to do your bit to support the Marysville Community, please refer to their website at : www.marysvillegolfandbowls.com.au for further information.



Marysville Community Golf & Bowls Club

CLIENT FEEDBACK SURVEY COMPETITION WINNERS!

Thank you to everyone who participated in our Client Feedback Surveys. Your comments and feedback are much appreciated and play a valuable role in ensuring our commitment to exceptional client service.

Congratulations to David and Denise Spence, the winners of our Client Feedback Survey Competition for the March 2009 Quarter. David and Denise have won an Ipod Nano valued at \$200.00.



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Historically Low Interest Rates!

Should I choose a fixed or variable loan? Should I invest in property now?

We are currently experiencing a market with historically low interest rates and given this, the above two questions are regularly asked by many clients. We understand that every client's situation is different, but we can provide a broad based view of these topics which will hopefully provide some clarity and give you some food for thought.

Should I choose a fixed or variable loan?

If we look at history we know that what comes down will inevitably go up with regards to interest rates. Until the recent turnaround in the global economy, we had a period of rising interest rates. This in turn scared many people into fixing rates in a fast rising market. Unfortunately many of these people fixed toward the end of

the cycle as their budgets were stretched to almost breaking point. Of course, hindsight is a wonderful thing. We now know that people should not have fixed at this late time in the cycle as they potentially have very high break costs should they need to get out of those loans. Added to this, they have rates well above what they could now be paying. But can we use hindsight to look to the future? Of course. When it comes to interest rates, history often repeats itself. If this is true in the future, then it is very likely that rates will indeed rise at some time. What we don't know is when exactly that may be.

To answer the question of should you fix rates or not, ask yourself this: Would I be in financial hardship if rates were to start rising? If the answer to that question is "yes", then you seriously need to review all

options. You may decide to fix now or at some time in the near future. If you fix now of course there is no guarantee rates will not drop further, but remember, there is also no guarantee that rates will not rise further. People who try to pick the absolute top of any cycle inevitably get caught out because often a market will turn very suddenly. The same happens when rates start to rise. Don't look to pick the bottom if considering fixing. Look at where you are comfortable. If you are comfortable now, then look at the options. Maybe a part fixed, part variable loan can also be a solution. Another option is to forgo the absolute bottom of the market cycle and lock in when the first rise in fixed rates becomes apparent. You may not have fixed at the bottom but you will be very close. If choosing this option, be careful not to gauge your

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Historically Low Interest Rates! (continued)

decision on the movement of variable rates. Quite often by the time variable rates move upward the horse has already bolted on fixed rates.

As your broker we are always here to discuss your particular situation. Any decision on varying your finance position should only be made after all options have been considered. With an ever changing lending landscape, it is our duty to keep on top of products, rates and options for all our clients. We are always available to look at these options for you.

Should I invest in property now?

An interesting statement was made to me once. "The only mistake made when it comes to real estate is not to buy". While this statement seems very simple, fundamentally it is true. Obviously many things have to be taken into account. History shows that the right real estate, purchased with a long term view, when it is financially viable for the purchaser, will more often than not turn into a good investment. I will clarify the above statement a little further. "The only mistake made when buying the right real estate, is not to buy when you are financially ready to do so."

With historically low interest rates and rising rental returns, if you are considering property as a long term part of your

investment plan and are financially in a position to do so, then now might very well be the time to consider jumping into the market. It has not been this good for investors for some time. Again, every person's situation is different and you should not be guided by 'lunchroom' experts. We all have some of those in our work place. They are like gamblers. They only tell you about the wins, never the losses. When making your decisions on purchasing a property for investment, make sure you seek the right advice from professionals. A wrong decision in either the property you choose, or the way you choose to finance it can make the difference of many thousands of dollars potentially made or lost. If you think you are ready and wish to look at any finance options or scenarios then we are happy to look at the finance options for you, at our expense not yours.



Colin McIlfratrick
Director
Acceptance Finance Brokers

Congratulations to Domain Property Advocates

Congratulations to Warwick Brookes from Domain Property Advocates on being elected as Vice President of the Real Estate Buyers Agents Association of Australia. Domain Property Advocates is a Melbourne-based company who provide independent advice regarding the purchase, sale or management of residential or commercial property in the metropolitan area, for both local and international clients. If you require independent advice on locating a property that will best suit your needs, Warwick would welcome your enquiry. You may contact Warwick on (03) 9509 6388. Congratulations also to Melanie Dennis from Domain who has won the Australian Property Manager of the Year at the Real Estate Institute of Australia National Awards for Excellence.

This highlights Melanie's commitment to The Real Estate Industry, the community and Domain Property Advocates. If you require advice on any aspect of property management, please contact Melanie on (03) 9841 7417.

The recent property workshops run by Acceptance Finance in conjunction with Domain Property Advocates have been very well received and we will be looking at running more workshops in the coming months. If you would like to pre-register your interest in attending a workshop, please contact Penny Tsaikas on 9854 3520 or email ptsaikas@acceptancefinance.com.au



Melanie Dennis and Warwick Brookes



Ensure You Are Insured

When we think of wealth advice we often concentrate on investment strategies. Of course, these are very important because they create wealth and enable us to realise our goals throughout life. However, it is equally important to put defensive strategies in place.

Consider the consequences of not being able to work for a year as a result of an illness or injury or the death of the family's breadwinner. While nothing can compensate for the emotional loss that such a catastrophe causes, it is possible to minimize the financial loss to your family or business by putting in place appropriate risk insurance cover, such as:

Income Protection Insurance provides a replacement income stream if you are unable to work as a result of an injury or illness.

Trauma (critical illness) Insurance provides a lump sum payment in the event of untimely death or the diagnosis of a terminal illness.

Business Expenses Insurance pays ongoing fixed expenses of your business if you are unable to work as a result of an injury or illness.

Risk insurance might be particularly important if you carry debt, have dependants, are self-employed, or if your income would not continue if you were disabled as a result of an injury or illness.

We can ensure your needs are met with the most appropriate type and amount of risk insurance cover. Don't risk the financial future of yourself, your family or your business – take action today.

- Do you have significant debts?** Yes | No
- Do you have financial dependants?** Yes | No
- Are you self-employed?** Yes | No
- Are any of your assets geared?** Yes | No



If you answered 'yes' to any of these questions, we recommend you investigate risk insurance.

Please contact Peter Blassis at Acceptance Financial Services if you have any questions about Risk Insurance or Financial Planning. Phone : 9854 3585 email pblassis@acceptancefinance.com.au.



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Engagement Announcement

We are very happy to announce the engagement of one of our Client Services staff, Jonathan Cornish to his partner Sally. Our heartfelt congratulations to you both!

We're Going Green!

In an effort to do our bit for the environment, our Focus on Finance newsletter will now be delivered via email. This is an opportune time to update your contact details and lodge your email address with us, if you have not already done so. Simply update your details below and return to our office by post, fax or email.



Name

Address

Postal Address

Email

Mobile Phone

Vehicle Purchasing Service

Looking for a vehicle for private or business use?

Acceptance Finance now offers our clients a quick and easy way to arrange the purchase of your car. As our valued client we are now able to offer you exclusive and complementary access to Jivve, Macquarie Leasing's vehicle purchasing service.

The unique Jivve system takes the hassle and stress out of buying a car. All you need to know is what type of car you are looking for and your budget. Then, by using the Jivve system we will submit your details and a Preferred Dealer Partner will arrange everything else with you!

Jivve is committed to providing a friendly and efficient service that delivers a competitive price every time. Your Jivve Representative will even offer to come to you to finalise your purchase.

For more information please contact our Leasing Manager, Giulia Polizzi on 03 9854 3556 or email: gpolizzi@acceptancefinance.com.au



Products & Services

Think finance is all we do?

Over the years, Acceptance Finance has expanded its products and services to include:

Leasing

Motor Vehicles
Plant & Equipment
Commercial Hire Purchase
Chattel Mortgages
Lease - Novated, Finance & Operating, Master Lease

Legal

Commercial Law
Commercial Litigation
Taxation & Business Advice
Property & Conveyancing
Probate, Estate & Succession Planning
Debt Recovery

Property

Buying
Selling
Management of residential or commercial property

Mortgages

Residential Loans
Commercial Loans
Fixed & Variable Rate Loans
Lo Doc Loans
Reverse Mortgages
Borrowing for Self Managed Super Funds

Financial Planning

Life Insurance
Income Protection
Trauma Insurance
Total & Permanent Disability Insurance
Business Expense Cover
Business Loan Cover / Partnership Protection
Superannuation DIY & Master Funds
Estate Planning - Wills

General Insurance

Vehicle
Home & Contents
Residential Investment Property



While every care has been exercised and the recommendations and other statements herein are based on information believed to be accurate and reliable, no Liability (unless required by Law) can be accepted for any error or omission including negligence however caused.