

# The Wise Times

The official publication of Wise Investment, Support & Education Pty Ltd & Wise Realty

Volume 2, Edition 26

May 2005

## EDITORIAL

Wise Investment and Wise Realty recently celebrated their fourth birthday. It is interesting to look back over the past four years and see what we have achieved, as the Wise team. Over one thousand investors have successfully started or added to their investment property portfolio as a result of our educational seminars, run by Wise Investment, and our outstanding properties that Wise Realty offers for sale. Peter McDonald and Bruce Layton work tirelessly to uphold our quality standards and value for money properties. Apart from the properties that have an on-site manager, Wise Realty successfully and efficiently manages over 95% of the properties that Wise has sold. Sure, we had our teething problems in the early days, and some of these still come back to haunt us, but I believe that we now have our "wisdom" teeth firmly in place and growing correctly. The daily efforts of Bronwen, Carol and more recently Alicia, have developed Wise Realty into one of the most sought after rent rolls in Brisbane. Their methods and results are widely mentioned at the various train-

ing seminars they all regularly attend to keep themselves up to date with the all the latest legislation and most up to date methodology, of renting YOUR property.

When buying a new property through Wise, you are provided with a free depreciation report, given access to some of the best conveyancing solicitors should you wish to use them, and given the option of financing through First Choice Home Loans and their panel of over 31 different lending institutions, plus making use of their 30 years plus mortgage lending experience. You also have the benefit of our vast personal experience in the investment property world, along with the latest property analysis software. And for all of this we charge you absolutely nothing. When or if you purchase a property through Wise, then we are paid a commission by the vendor. Similarly if you use First Choice Home Loans for your finance, the lender pays them. In neither case are you penalized or disadvantaged by these arrangements. The majority of our properties are also listed with local Real Estate Agents for the same price that Wise has them listed for.

No large hidden or secret marketing fees here! Similarly with your loan, you will finish up with the same or in many cases a better deal than you could negotiate for yourself, with a large range of lenders, at no cost to you. The entire running around and negotiating is done for you. The value to you of all of the foregoing is immeasurable. The depreciation report will help put thousands of dollars of tax benefits into your pocket, our low marketing fees keep the price of the property down; kick-starting your capital growth, and the most suitable finance for you will often be the difference between you purchasing just one, or multiple properties.

All of the above has contributed to the first four successful Wise years, the success of our Wise investors, and laid the foundation for our next four years and the tremendous benefits that will continue to assist our Wise Investors.

*Lionel Morris LREA  
Wise Managing Director*



## INTEREST IN ADVANCE LOANS

Once again, it's getting close to that time of year again – TAX TIME!

As usual around this time of year, we look for ways to minimise our tax for the year that is about to end, and paying next year's interest in advance now, is certainly one way

As the name implies, it is a loan where you will pay all of next year's interest now (before 30<sup>th</sup> June).

These loans MUST be taken as a fixed rate loan – this is the only way for the bank to calculate the exact amount of interest that is required. Naturally, you need to have the funds available to pay the Bank – they will not lend you the interest you are due to pay them (pity about that!).

Because you are paying the Bank all of the interest in advance, they usually give you a small discount (generally 0.10% to 0.20%) off the rate.

Current rates for these types of loans are around the 6.55% to 6.70% mark

(as at 21/4/05).

These loans can be taken for new purchases happening now, or for existing loans.

For existing loans, there may be a switching fee.

By paying next years interest before 30<sup>th</sup> June, you can claim this as a full deduction for the 2004 financial year.

For more information on your Bank's interest in advance facilities, simply give our office a call.

Brad Oliver  
Shop 3, Wishart Square  
296 Newnham Rd (Cnr Wishart Rd)  
Wishart QLD 4122  
Tel 07 3420 0044 Fax 07 3420 0144



[www.wiseinvestment.com.au](http://www.wiseinvestment.com.au)

[www.wiserealty.com.au](http://www.wiserealty.com.au)

# Pete's Tips

## IT'S THAT TIME OF YEAR AGAIN

No it's not Christmas yet!! But the end of another financial year is bearing down on us. It's the time to consider some serious tax planning in the short time you have left before 30 June.



With the Australian economy having gone through a sustained period of economic growth the Federal Government has a lot of money to throw around at the moment. Personal income tax rates are to be cut from the start of the next financial year. Well, when I say tax cuts, what I should have said is the tax scales are to be adjusted. Actually the tax rates will remain the same but the income at which the higher marginal rates will take effect has been increased. Just so you can see what I mean, have a look at the table opposite.

### PERSONAL TAX RATES

BEFORE 30 JUNE 2005	
\$0 - \$6,000	Nil
\$6,001 - \$21,600	18.5%
\$21,601 - \$58,000	31.5%
\$58,001 - \$70,000	43.5%
\$70,001 +	48.5%

AFTER 30 JUNE 2005	
\$0 - \$6,000	Nil
\$6,001 - \$21,600	18.5%
\$21,601 - \$63,000	31.5%
\$63,001 - \$80,000	43.5%
\$80,001 +	48.5%

Note : These figures include the 1.5% Medicare Levy.

With average weekly earnings now hovering around the \$1,000 per week mark it is fair to say that a large percentage of our readers are probably losing nearly half of the "cream" off the top of their wages.

Ever wondered why it seems harder and harder to get ahead. It is no good trying to get ahead by saving in a bank account as our fathers and grandfathers did. The progressive tax system means that the Federal Government takes a bigger and bigger share of your hard earned dollars as you move up the tax brackets. The purchasing power of what is left is whittled away by even modest increases in the cost of living. Lets say you have been fortunate enough to save ten thousand dollars and you put it in the bank :-

Original Saving and Purchasing Power 1 Jan	= \$10,000.00
Plus bank interest at say 5.5%	= \$550.00
Less tax on interest of \$550 at 48.5%	= \$266.75
Sub Total	= \$10,283.25
Less inflation at 3% on original saving \$10,000	= \$300.00
Purchasing Power by 31 Dec	= \$9,983.25

Yes folks, you just went backwards that year by \$16.75!!!! On the other hand, the progressive tax system rewards those who borrow to invest because the Government rewards them with subsidies at their highest marginal tax rate.

So what can you do in the short time that is left to get some tax deductions this financial year. Well the good news is that it is not too late. WISE has a great selection of resale investment properties with existing tenants that can settle this financial year. We also have brand new units and townhouses

with titles issued that can settle before 30 June. There is an acute shortage of properties to rent in Brisbane at the moment. As we go to press Carol Gough in WISE Property Management did not have one vacant property in our rent roll. See your WISE person who will run through some income and outgoings figures with you. Owning a WISE recommended investment property will cost very little in after tax dollars.

Some other tricks to consider are that tax relief can be obtained by bringing forward expenses and deferring income. Defer capital gains by not selling until the new tax year. Remember that CGT is calculated on the contract date not the settlement date. Don't think that you can postpone CGT until next year by signing a contract pre 30 June with settlement after 1 July.

If your property needs some repairs and maintenance have this done before 30 June. Don't get confused by the difference be-

tween capital expenses and repairs. A new air conditioning system would be a capital expense and can be depreciated over several years so it would not be a big tax advantage this year. On the other hand a re-paint would generally be a repair and would be fully tax deductible this year. A quick phone call to your accountant is recommended before you jump in.

Also talk to your Accountant about pre-paying interest for the next year if you have some spare cash. It is not as simple as making a special repayment off your loan. You will need to make a special arrangement with your bank for the interest pre-payment to be accepted or they will continue to charge interest on the amount outstanding.

Take the short time left to do a little planning or else plan to fail.

**Bye for now,  
Peter McDonald  
Property Listing Manager.**

# Buying Property the UnWise Way

Beware of buying Property the Un-Wise way – recent experiences in the Brisbane market.

We have recently signed up for our second town house. It's another Wise property, settles on 28 April and we are quite excited to be on the go again.

But it has not been an easy process to find the right one this time!

Our requirements were a little different but not impossible we thought. We wanted something for people who wished to become our tenants. Good position you say? Well they had been renting a townhouse for 2 years but found the offsite managing agent a bit of a pain to deal with and the location was prone to noise at odd hours in the early morning from an adjacent shopping complex behind. They had knowledge of how Wise went about its business and wanted to get into a Wise property. They wanted to pay low \$200's per week. We figured that a resale 3 bed older house or townhouse would work out to something like this. It had to have at least 2 bathrooms, be in a quiet area near transport, hopefully somewhere along the train line starting in the Morningside area, working outwards from there. Nothing special really, repairs weren't a problem if the dollars worked out OK. Maybe our readers can see some of the challenges looming already.

But the challenge none of us really expected was finding something which was vacant for our tenants to move straight into. The market is so tight for good value, well kept property that very few (good ones) are vacant. We saw only one Wise vacant property, because the owner had held off re-leasing it just in case someone like us came along, but it was suburbs away from our target area on the other side of the river. There were many new properties which were vacant, but these were out of the price bracket we were working in. It would have been a lot simpler to buy one of these, and that's not just for the time saved in looking. They were in exactly in the right spot, brand new and came with all the added depreciation and other advantages of new property.

We ended up looking at over 200 properties in our 3 weeks in Brisbane. As one of those weeks included Christmas, the time available was really less than that. Obviously not all of these were Wise ones. We were serious buyers! But to no avail.

One of the less than inspiring experiences we came across really surprised us and our Wise property manager. We were pretty keen on a property with only a month or two left on the lease. So we returned for another look preparing to do business. And this is when we

learned to not make all your intentions known to others. Because we had discussed the option of putting our own tenants in the property, the on-site manager imagined potential loss of rental tenancy fees and had in the couple of days since our first visit renegotiated a longer 12 month rental contract for her existing tenants. We walked away frustrated.

In all our discussions with onsite managers, owners, agents and others we never wavered from our ideal of not unsettling the current tenant. While this didn't help us a number of times, it remained especially important for us. We think decent tenants who had been resident for many years in good properties for good landlords like Wise ones deserve some respect too. We left these people alone and deleted such occupied properties from our list. This after all is the ideal situation for Wise investors – isn't it?

We eventually found a place which was likely becoming vacant, but an unrealistic owner was not prepared to compromise on the price, even though they were well aware that the place was termite infested requiring repairs to most of the kitchen. (Our estimate was around \$15000 to fix this and bring the rest up to our standards.) We got to the stage of countering offers – as you do outside the Wise property purchasing environment – with finally a gap of \$5000 separating the two parties! It didn't happen. We had used a bit too much of our reserve for the repairs in the silly bargaining. The property was still available 2 months later.

Our next venture was far more exciting. After negotiating with an absentee (less than with-it) landlord (in France) for about 10 days, we had finally agreed on a price and set about signing a contract - all by around-the-world faxes, emails and so on. We got to the stage of him nearly signing the contract only to be confronted by his telling us that his Power of Attorney brother in Australia had signed a contract with another agent the day before, without telling him! We could only be amazed by the incompetence of the agent we were dealing with. They knew of the brother's power but failed to use it and got blown away by another agent within a day of their own sole agency running out of time. Some can, some can't it seems. We also ponder the situation of two contracts signed by the same 'person'. How can all this be happening to us? Should we set about writing 'that book' now?

Anyway by now 'our tenants' had found out the reason why they were having trouble getting a renewal on their current place. It was because it was now on the market. No prior advice, just

a sign on the front fence. Now you can appreciate how these people feel about their managing agent. But maybe the ideal situation was at hand. We could buy where they were and rent it to them without their having to even move! But alas, the problems already mentioned, when added to an absolutely unrealistic price, meant we were not doing business there either.

So there we are, many frustrating days later still no closer than before – and our people are really getting ordinary treatment with their managing agent, so much so that they have been in touch with the Rental and Tenancy Agency and placed a formal complaint with the Office of Fair trading.

Luck was turning though.

Another Wise property, in an area we had contemplated before this current exercise, came onto the market. The property was just 18 months old, of good quality, presented nicely and priced pretty well. Even though the location was a bit further out than originally desired and it was tenanted for some months, it suited our tenants. But Wynnum is a suburb with great prospects we feel. Whilst it has experienced some great value increases in the last few years, there has to be a lot more left in it yet. The proximity to the water has offered our tenants a new option in their lives. The extra daily travel times for them are much less than originally thought and overall they are very keen to move in. Oh, they have a few months to wait, but we have been advised that another unit is soon available for renting in the complex, Either our tenants-in-waiting will take that on for the interim, or maybe even the existing people in our new townhouse may take it instead. They like and want to stay in the complex. So there we are. After trying so hard for so long to find the 'right' place, we found it somewhere we weren't originally looking. It's just another example of the benefits of working with Wise people. Seems in this case we have subsequently come across others acting responsibly and doing a good job well, which all makes for happier people and better outcomes.

Not only all that, the process of purchasing through Wise is so much less of a hassle than dealing with an ordinary agent. We sign a contract request, the property is off the market (reserved for us) and contracts arrive later for signing. Of course the finance is all pre-approved, building and pest reports are done and before you know it we are 11 days away from owning another Wise property.

Now isn't that a Wise result? We think so.

by Peter, Helen and Alicia Jones

**Live as if you were to die tomorrow  
Learn as if you were to live forever**

**Mahatma Gandhi**

# WISE Properties of the Month



## Three Bedroom Townhouses Complete and Ready to Settle

9 km from CBD

**PRICE \$345,000**

**Rents being achieved in the area are \$300 to \$310pw**

Nine km from CBD in a quiet street off Hamilton Road. The development is in an elevated position, ideal to catch the breezes. The huge Westfield Chermside Drive In Shopping Centre is 0.5 km away with Myers, Target, Coles, banks and plenty of specialty shops. This shopping centre has a Cinema 8 complex as well as Gilhooly's Bar and restaurants and coffee shops. Prince Charles Hospital is on the opposite side of Hamilton Road with a large pool of potential tenants. City bus transport is available on Hamilton Road. A bus interchange operates at Westfield Chermside. Gympie Rd is the main North/South arterial road through Brisbane and provides access to North Coast beaches. The huge Kedron Wavell Services Club with bars, pokies, restaurants and entertainment is located adjacent to the Shopping Centre on Hamilton Road. The suburb of Chermside has been earmarked by Brisbane City Council as a major commercial growth area in the future with plans for high rise residential and office developments.



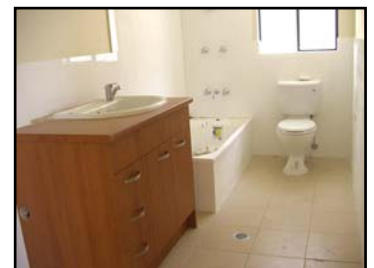
## NEW TWO BED UNITS

8 km from CBD

**PRICE \$310,000 - \$330,000**

**RENT APPRAISAL by Wise Realty Property Manager  
\$270 - \$280pw**

POSITION – under 8 km from CBD. The development is located high on a hill in a quiet suburban street. All units on upper floor have views over the local neighbourhood. Unit 1 is at the rear of the block and has exclusive use courtyards. SCHOOLS: Nundah State School on nearby Buckland Rd. Catholic Primary and Girls Secondary School at end of street. TRANSPORT: Council bus to City from nearby Sandgate Rd. Electric train to City from Toombul Station for a 15 min trip to Central. 10 minute drive to Brisbane International and Domestic Airport. SHOPPING: Corner store - 200 m on Bucklan Rd. Specialty shops at Nundah Village 0.5 km. Toombul Shopping Centre 1 km with David Jones, K mart and a host of specialty shops. ENTERTAINMENT: Cinema 8 Complex at Toombul Shoppingtown or Westfield Chermside. Trendy restaurants and fast food at Nundah Village. Local hotels with dining and pokies in Nundah Village. Easy access to Kalinga Park with miles of walkways and bike paths at end of street.



**Contact your Area Manager or Lionel Morris** for further information on these properties

See Wise Contact Details listed on the back page of your April Newsletter or phone Lionel 0419 719 520

## THE RESERVE BANK OF AUSTRALIA (RBA)

"The Reserve Bank of Australia has opted against raising interest rates this month. Some economists, including Westpac, have said that silence from the RBA in April might signal the tightening cycle is over for this year. A number of economists have even said that by raising rates in the face of a slowing economy, the central bank risks turning a moderate slowdown into something more severe and may have to reverse any further tightening before the end of this year. Any further tightening in credit would also be an embarrassment for the Howard government, which secured its historic fourth term election victory last October on its economic management record and an allied pledge to keep rates low. Both Peter Costello and John Howard had made clear their opposition to the RBA's action last month, by pointing to still moderate wage and price inflation."

## BIS SHRAPNEL - March 2005

The key findings of the research in the March 2005 Property Update were:

### New South Wales

Underlying demand in New South Wales has weakened due to reduced net overseas migration inflow and an increase in the net interstate migration outflow, evidenced by the Sydney median house price peaking at \$520,000 in the March quarter 2004, before falling back to \$500,000 in the September quarter, and \$505,000 in the December quarter 2004. It is suggested that prices will hover around this level over the next twelve months.

### Victoria

Price growth in the Melbourne residential market has been relatively static since mid 2003. It is suggested that prices will continue to remain static in Victoria in the short term, as a rising net interstate migration outflow impacts demand and the market faces a minor oversupply of stock, particularly in the inner Melbourne apartment market.

### Queensland

The sharp rise in Brisbane's median house price, (a 92 per cent increase in the three years to June 2004) tapered off during calendar year 2004, to remain around the \$305,000 level. With strong demand still in the Queensland market as a result of high net overseas and interstate migration inflows, it is believed that there is still some scope for further growth in the next year.

## MATUSIK PROPERTY REPORT - March 2005 REGIONAL POPULATION UPDATE

Although 65% of the population growth across Australia takes place in a capital city, during 2001 the capital cities held a 74% share. Reason = Sea Change and now Green Change. Brisbane City continues to be the municipality with the highest population growth across Australia. The Brisbane region (comprising Brisbane City and seven surrounding municipalities) increased by 38,500 people last year, holding 47% of the total growth across the state. The Gold Coast housed an additional 13,250 permanent residents and the Sunshine Coast is the third fastest growing region in Queensland. Brisbane and the Gold Coast continue to be the fastest growing cities in Australia (2004 compared with 2003) and South East Queensland boasts four of the cities in the National Top 10 which are responsible for over 50% of the increase attributable to the Top 10. See table below.

### Top 10 largest municipality increases in Australia

Rank	Municipality	State	2003	2004	Change
1	Brisbane	Qld	939,442	957,010	17,568
2	GoldCoast	Qld	455,986	469,214	13,228
3	Casey	Vic	201,668	210,389	8,721
4	Wyndham	Vic	99,490	107,868	8,378
5	Wanneroo	WA	93,705	100,432	6,727
6	Melton	Vic	65,427	71,350	5,923
7	Caboolture	Qld	121,271	126,729	5,458
8	Blacktown	NSW	273,077	278,532	5,455
9	Pine Rivers	Qld	133,931	139,228	5,297
10	Sydney	NSW	141,237	146,297	5,060

## Believe It Or Not!

Believe it or not, there is a Happiness Institute and they have recently published a 10 Step Guide to being Happier. Various research organisations have proven time and time again, happy positive people suffer fewer illnesses and live longer. If we accept that being happy helps, here is that guide for you...

**How to Be Happy - 10 Top Tips That Really Work!** by Dr Timothy Sharp, The Happiness Institute.

- 1. Know where you're going** Happy people tend to have clear, well-defined goals. Work out where you want to be and what you need to do to get there. Ensure your goals are **SMART** (Specific, Measurable, Achievable, Realistic and Timed).
- 2. Know why you're going there** Developing a sense of life purpose will also markedly increase your chances of experiencing true happiness. As well as working out where you want to get to, make sure you have a good reason for why you're trying to go there.
- 3. Go with your strengths** Work out what you're good at and find ways to do it as much as possible. Happiness is not as much about fixing your faults and overcoming your weaknesses as it is about finding ways to focus your life on and around your talents and qualities.
- 4. Don't go alone** Enlist the support of family and friends. Those who have good intimate relationships and those who actively and consistently work to improve the quality of their relationships tend to be happier. So invite others to join you in your endeavors, share your experiences, and don't forget to also support them as well.
- 5. Go with a positive attitude** One of the most significant, contributing factors to happiness is optimistic thinking. Although you won't always have a choice in determining what goes on around you, you will always have a choice in determining how you think about what goes on

around you. This will largely determine the extent to which you are, or aren't, happy.

**6. Ensure you have the energy to go all the way** Being happy depends at least in part on being healthy. Being healthy depends on keeping active and exercising regularly, eating an adequate and well-balanced diet, and ensuring you attain enough sleep and rest.

**7. Control which way you go** Happiness can be enhanced by maximising the control you have over your life. So learn and practice skills such as problem solving and time management, meditation and communication. At the same time, however, no one has complete control and so it is also important to be realistic and to accept that over which you have no control.

**8. Maintain discipline along the way** Happiness is nothing more than a few simple disciplines practiced every day while misery is a few bad habits or errors of judgment repeated every day. Although happiness might not be yours today, you can certainly start to implement the strategies you need today. Maintain focus and you'll be happy before you know it!

**9. Be present every step of the way** Happy people tend to spend more time thinking about and "being in the present" as opposed to dwelling on the past or worrying about the future. Learn from your mistakes and plan to achieve, but practice living life in the moment and enjoy happiness now.

**10. Go, go and keep going all the way** We all face obstacles and problems at times. Happy people expect this and adapt when necessary. All of the components outlined above are skills that can be learned. Just like any other skills, you'll get better at utilising these strategies with practice and perseverance. Stick at it and happiness will be yours.

Great list isn't it! With a little application, you can truly make your life a much better experience.

# Free Seminar Dates

## QUEENSLAND

### Brisbane

Tuesday 17 May 7pm

Shop 5, 474 Upper Edward St, SPRING HILL

**Topic: What properties are available?**

From the least expensive to the top of the range - all the properties and inclusions will be explained and profiles available for you to view. We can also do an analysis to show YOU how much the Property you like best will cost you to maintain.

Hosts Keith & Carol Gough Bookings essential - phone 0410 426 115  
Undercover parking also available.

Next month we are planning a number of meeting  
And would appreciate your attendance at them.

### Toowoomba

Please telephone Craig & Hazel on 4635 8976 for any information on Wise Investing. Craig and Hazel are seasoned investors who will be only too willing to assist you. If you would like a full meeting to take place please call Craig or Hazel and let them know what topics you would like discussed.

### Gold Coast

One on one Consultation - Brett 5561 1637/0408 412 953

### Central Queensland

One on one consultation - Peter & Helen Ph 4651 1373

## NORTHERN TERRITORY - Darwin

Tuesday 10 May 7.30pm  
Nuts & Bolts of Property Investing

David Bradley presents the Nuts 'N Bolts of Property Investment. A plain English explanation of a strategy used by many successful property investors to become financially independent. A great opportunity to introduce your friends, family and work colleagues to the benefits of investing in property.

Have you ever seen a Financial Planner and been disappointed with the results.

Desley Pidgeon (Financial Planner/Adviser from the Tableaux Group) will be providing an overview of Financial Planning & what you should know when selecting a Financial Planner to help plan your financial future.

Take this opportunity to see what is on the WISE stock list.

Top End Business Development Centre  
23 Albatross St, Winnellie

Please reserve your seat by calling 8942 2720.

**PERSONAL APPOINTMENTS** If you would like a personal appointment to discuss property investment & how it can benefit you, call David 0424 102 799 or a/h 8942 2720

Tuesday 31 May 7.30pm  
COFFEE AND QUESTIONS

With so many properties to choose from, how can you select the best property? David Bradley reviews the best properties on the WISE Stock List & identifies what puts these properties at the top of the list.

If you are a property investor you probably control hundreds of thousands of dollars of assets. Do you know that if you die before you get to enjoy the wealth that you are generating, a large portion of it can be lost rather than being passed to your partner or children. That is why Estate Planning is so important when you control assets. Desley Pidgeon (Financial Planner/Adviser from the Tableaux Group) provides an overview of what you can do, to ensure your wealth goes where you want it to if the worst happens.

Top End Business Development Centre  
23 Albatross St, Winnellie  
Please reserve your seat by calling 8942 2720.

## VICTORIA - Melbourne

Tuesday 24 May at 7.30pm

How to choose the most appropriate property investment strategy for your particular circumstances. The choices are many; land, houses or units? New, established or refurbished? Small or large developments? Inner city or rural? Maybe even subdivision and new

developments. There are many many more variables to consider. The important things is that the choices you make now will impact greatly on your potential returns in years to come.

4 Fern Road, Upper Ferntree Gully Bookings required: Sandra 9752-3096 & 0409-177-626

## Contact Details

### WISE Investment

www.wiseinvestment.com.au

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office2@wiserealty.com.au

NORTHSIDE PROPERTY MANAGER

Alicia Hoskins

07 3837 0333 0402 738 947

alicia@wiserealty.com.au

## ACT - Canberra

The Canberra office is open for business 7 days and after hours for your convenience. Please call 6288 5524 for an appointment

Tuesday 3 May at 7.15 for 7.30pm

**CASH FLOW 101 GAME booking is ess - 6 max**

The famous personal finances mgmt educational board game created by Robert T Kiyosaki, author of 'Rich Dad, Poor Dad' 24 Dalabon Cres, WARAMANGA

Host: Phil & Jeanette Kelly Bookings: 02 6288 5524, or

Email: office.act@wiseinvestment.com.au

Thursday 5 May at 7.15 for 7.30pm

**HOME MEETING booking is essential Topic: Quantity Surveyor Reports & Depreciation Explained**

Depreciation is the least understood area of property investment. In a nutshell, depreciation is what makes a good investment BETTER - financially. Too many people engage in property investment with too little knowledge (in some cases NO knowledge) of this important area of property investment. Gain a better understanding of the tax implications of property depreciation & be better able to communicate with your tax accountant. This topic is aimed at investors who have little or no understanding of depreciation & its importance to property investment 24 Dalabon Cres, WARAMANGA

Host: Jeanette Kelly Bookings: 02 6288 5524, or

Email: office.act@wiseinvestment.com.au

Tuesday 17 May

**PERSONAL APPOINTMENTS in Canberra**

with Brad Oliver, Director First Choice Home Loans

Discuss your personal & IP finance requirements/options in private Phone 02 6288 5524 to arrange an appointment

Tuesday 17 May at 7.15 for 7.30pm

**ADVANCED FINANCE STRATEGIES**

Brad Oliver, Director of First Choice Home Loans, will cover the following topics... How to eliminate the fear of debt, Maximising your borrowing capacity through sound loan structuring, How to turbo charge your debt reduction, Bank loan "packaging", How to manage rising interest rates, Managing your loan portfolio, Bank product innovation, and more...

**BAD NEWS ABOUT GUARANTEED RENT SCHEMES**

Phil Kelly, Wise Area Manager, will take you on a discovery tour of Guaranteed Rent schemes so you can see for yourself how EASY it is to be financially burnt by these schemes that are in essence used to make a bad deal 'look' safe and 'feel' secure for the un-informed buyer. Be educated, be aware!

Hellenic Club, Matilda St, PHILLIP (Woden)

Host: Jeanette Kelly Bookings: 02 6288 5524, or

Email: office.act@wiseinvestment.com.au

ALL WELCOME

Saturday 21 May 10am to 5pm

**DO DROP IN no appointment necessary**

The Canberra office is open. Come and have a talk, look at available stock or just 'chew the fat' on property issues. 24 Dalabon Cres, WARAMANGA Host: Jeanette Kelly

Monday 23 May & Tuesday 24 May

Join the WISE Director, Area Managers, CSMs and clients on a conducted two day tour and walkthrough of new and under-construction Perth property promoted by WISE. The tour starts 9am Mon 23. If you are interested in joining the tour, register your intent with the Wise Canberra office 02 6288 5524, then book your return airfares and accommodation. If you do NOT own investment property in Perth, the cost of your travel & accommodation will NOT be a tax deduction for you. If you want to join the tour, please register your interest ASAP, so the WISE Director will know whether to hire a bus (or two) or a motorbike. There is NO cost to you for the two day conducted tour. Your only cost is your travel and accommodation.

Registration: Canberra Office 02 6288 5524, or

Email: office.act@wiseinvestment.com.au

Wednesday 1 June at 7.15 for 7.30pm

**HOME MEETING booking is essential**

**Topic: Calculating LVR, GRR, IRR**

**and How to Use the Result**

Loan to Valuation Ratio (LVR), Gross Rent Return (GRR) and Internal Rate of Return (IRR), are three very important "indicators" for property investors. Each is simple in principal but it is the knowledge about, and the application of these three values that make them useful to property investors. A handout will be available containing definitions, formulas, explanations and worked examples

24 Dalabon Cres, WARAMANGA

Host: Jeanette Kelly Bookings: 02 6288 5524, or

Email: office.act@wiseinvestment.com.au

**ADVANCE NOTICE**

Wednesday 8 June at 7.15 for 7.30pm

**TAX TIME WORKSHOP**

Hellenic Club, Matilda St, PHILLIP (Woden)

Peter Vanzwan BA (Acc) FCPA and Jane Hadrill BA, MPA, ASA of Vanzwan & Assoc will host this workshop in preparation for your end-of-year tax return.

Book early please because this is a VERY popular workshop and a limited seating situation may develop.

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Email: office.act@wiseinvestment.com.au