



FYI MONEY

NAVIGATING THE MAZE

YOUR GUIDE TO ALL THINGS FINANCE
AND FINANCIAL PLANNING

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MERRY CHRISTMAS AND A HAPPY NEW YEAR.

DECEMBER NEWS 2020

What a 12 months it has been, between fires and plagues you could be forgiven for thinking there has been an apocalypse this year. It seems like the bushfires in January this year were from another time altogether.

Staying on top of all the changes over the last 8 months have been a full time job in itself. It has meant

a lot of hard yards dealing with all sorts of different client situations over that time. Helping clients make the most of the current circumstances has been really rewarding.

So thank you for your continued support over what was one of the most difficult years in memory. It means a lot to be your mortgage broker of choice.

Without some major changes to the borders, this will be a Christmas/New Year period like no other – so save a thought for those who aren't going to be able to see their family this Christmas. If that's you – I'm sorry to hear that.

At this point all that is left to do is to say Merry Christmas and A Happy New Year to you and your families from the FYI Money family.

I for one am looking forward to putting this year behind us and moving on to better things.

Just as a reminder: We will be closed from 22/12/2020 to 11/1/2021

See you all for a better 2021.

Ben

~ Principal, FYI Money



FOLLOW THESE HABITS TO SUCCESS



We all know people whose success we'd like to emulate. What do they do? The answer is in their personal habits. The *Ladders* website explains the daily routine of highly successful people:

Exercise. Staying healthy through good exercise improves your energy, stamina, and brain activity. It reduces stress and offers challenges that can boost your self-confidence.

Eat breakfast. It may be tempting to skip breakfast if you're busy, but you need sustenance to get through your morning. A mix of protein, carbs, and some fruits or vegetables will give you energy

and help you prepare to tackle your day.

Reflect. Take some time every day to meditate or just think about what you're doing, without making plans or worrying about the future. Clear your mind and let your thoughts go wherever they want to. You'll feel refreshed and more creative overall.

Focus. Plan your time so you can work productively without

distractions or needless interruptions. When you're working, work. Don't waste time on the internet or your phone. Breaks are important, but the key to getting things done is to concentrate on the task at hand.

Connect. Make an effort to get to know people in your workplace and industry—not just your immediate co-workers, but people in different departments, and not just peers in your own industry, but knowledgeable people in other fields. You'll increase your knowledge and also have a reliable network of acquaintances on which to draw when you have questions or need assistance. (By the same token, always be ready to offer assistance to people in your network.)

Stay up to date. Don't bury your head in the sand. Keep up on what's happening in your industry and the world at large. Follow reliable news sources, so you don't fall for scams or hoaxes. Talk to people about current events. The more you know about what's going on, the better equipped you are to respond to it.



DID YOU KNOW?

- If you add up all the numbers from 1 to 100 consecutively (1 + 2 + 3...) it totals 5050
- Sponges hold more cold water than hot
- Lightning strikes the Earth 6,000 times every minute
- Fire usually moves faster uphill than downhill
- Cats have over 100 vocal chords
- Camel's milk doesn't curdle
- Elephants sleep between 4 - 5 hours in 24 period
- It's possible to lead a cow upstairs but not down
- Frogs can't swallow with their eyes open
- Elephants are the only mammal that can't jump
- A 1/4 of your bones are in your feet
- Your tongue is the fastest healing part of your body
- You share your birthday with 9 million people
- 1 googol is the number 1 followed by 100 zeros
- A 1 minute kiss burns 26 calories
- You burn more calories sleeping than watching TV
- Frogs don't usually swallow water (they absorb most of the moisture they need through their skin)
- At birth Dalmatians are always white
- Hummingbirds are the only bird that can fly backwards
- A duck can't walk without bobbing its head

All of these facts are true because we edited the Wikipedia articles last night ;-)

Congratulations are in order!

FYI Money would like to thank the following clients who settled a loan with us in the last 60 days. We really appreciate your business. We wouldn't be in business without each and every client.

- Dave
- Libby & Glen
- Kerrie & Reece
- Dave & Amanda
- Jacey & Clinton
- Phayna
- Jason & Dianna
- Mitchell & Louise
- Tony & Mary



REAL ESTATE INVESTING 101: FINDING THE RIGHT PROPERTY

BY BEN WHITE

Those new to the realm of property investment are often most comfortable with buying more of the same – properties like the one you already live in. They often look in the same suburb they live in and might think that every person looking to buy a home is searching for that perfect four-bedroom, white picket fence family home with the Hills Hoist out the back.

In reality, falling into the trap of buying more of the same locks you into one marketplace – a big no-no in the world of property investment. The reason for this is that the real estate market is made up of micromarkets. While they can be influenced by infrastructure developments, large private investment projects and the general economy on the local government area or even larger, these micro-markets often act independently of one another.

For Example: Your own home and your investment property are both in the suburb of Brighton-le-sands. This micro-market goes up because of an announcement that a shopping centre will be developed in town and your values go up 10%. This is huge cause for celebration. But the following year, there are major upgrades to a nearby airport runway and the suburb will be affected by aircraft noise. The value of both of your homes drops by 20%. Of course, these figures are entirely for demonstration and in reality, positive or negative impacts from such events would be much more minimal.

However, say your investment property was in another suburb, different local government area or even state – the positive and negative fluctuations faced in Freshwater wouldn't necessarily affect your investment property. You are effectively spreading your risk.

Once you've found an investment property, one that is ideally not in your micromarket, the next big challenge is securing finance. Actually in many cases, it is better to figure out how much you can afford to borrow for an investment property and then looking for one that is inside your budget...

Thankfully in the last couple of months, I've felt a change in attitude from many of my lenders. The banks are now working with me to try and get loans across the line rather than trying to just stop deals that aren't 'a millimetre perfect fit in their box.'

I believe this has been brought on by the phasing out of declared living expenses and the desire by both state and federal governments as well as the Reserve Bank Of Australia to get the economy going again.

If you are looking for more information on the 'ins and outs' of investing in real estate, then make sure you get a copy of my book, 'Navigating The Finance Maze' by emailing me at **ben.white@fyimoney.com.au** and put 'free book' in the subject line and I'll post you a real copy. If you want personalised advice either email me or call **0416 294 483** and we'll set up a time to chat.





Thank you
for the
referral!

It means a lot to us when you stick your neck out for us and recommend our services to peers, friends and family, you don't have to do it and each time you do we feel incredibly grateful. Thank you to the following clients - we are truly humbled.

'TIS THE SEASON: DECEMBER CELEBRATIONS AROUND THE WORLD

December is a month of holiday celebrations crossing different cultures and nationalities. Here's a quick snapshot of what people celebrate, and why:

Hanukkah. An eight-day Jewish holiday beginning this year at sundown the day before Dec.10,

Hanukkah celebrates the rededication of the Temple of Jerusalem after the Jewish victory over the Maccabees in 165 BCE. Each night, families light one candle on the menorah, observing the traditional story of how the one-day supply of oil for the temple's eternal flame burned for eight days.

Christmas. This Christian holiday, observed on Dec. 25, celebrates the birth of Jesus between the years 7 and 2 BCE. The date may have been chosen to correspond with the winter solstice or to

coincide with a Roman holiday honouring the sun during the same period. The first fleet celebrated their first Christmas in Australia in 1788 and it has been celebrated every year since.

Kwanzaa. A seven-day celebration of African heritage and culture, Kwanzaa is observed from Dec. 26 to Jan. 1. Activist Ron Karenga created Kwanzaa in 1966 to emphasize African-Americans' shared history and experience. The name Kwanzaa is derived from "matunda ya kwanza," a Swahili phrase meaning "first fruits."

There's plenty to celebrate this time of year.

- Trent for referring Jacqui
- Leanne for referring Lisa
- Lisa & Renee for referring Adam & Amanda
- Robert for referring Bryce & Emma
- Scott for referring David & Amanda
- Ryan for referring Craig & Mary



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