



Aged Care Financial Advice



If you or your loved one has received an aged care assessment, or is likely to require residential aged care, we can provide specialist financial planning that addresses the impact of aged care on pensions, tax, cash flow, and estate planning so you can understand the fees and what is affordable for you.

Our aged care financial advisers can help you save on fees associated with nursing homes and residential aged care. We can help you keep or maximise pension entitlements, and navigate how best to fund aged care accommodation.

We'll provide caring, prompt and intelligent insights into your finances, so you can access aged care when you need with a complete understanding of your financial position.

If you have any questions, please feel free to contact us on 03 5911 7000. We look forward to giving you peace of mind in assisting with planning your transition into residential aged care.



Bianca Carroll
Authorised Representative
Smart Private Wealth Pty Ltd
Authorised Representative of Count Financial Limited
ASIC ID: 1297280



Tricia Hill
Aged Care Consultant

Meet our specialist aged care team.

Smart Private Wealth is the financial planning division of award-winning accounting firm, Smart Business Solutions. With over 19 years of experience, we help Mornington Peninsula's business owners and individuals optimise their finances and personal structures, ensuring comprehensive financial care.

Our Specialist Aged Care Advisory team provide specialist financial planning that addresses the impact of aged care on pensions, tax, cash flow, and estate planning. Proper aged care planning complements estate planning by respecting the wishes of the aged, minimising estate losses and encouraging cooperation amongst family members.

At Smart Private Wealth, our approach to aged care financial advice is underpinned by our strategic and deep understanding of tax and financial structures, ensuring that our advice is holistic by nature. When done well, estate planning should consider any tax implications that may be incurred and will be designed to minimise losses or penalties to the beneficiaries.



Shannon Smit
Financial Adviser /
Chartered Accountant



Bianca Carroll
Financial Adviser -
Aged Care Specialist



Tricia Hill
Specialist Aged Care
Consultant



Our aged-care advisory process.

Our aged-care advisory process involves us getting to know your finer details, including your current financial situation including assets, liabilities, cash savings, and your intentions around asset distribution.

We will analyse and assess opportunities and demonstrate projections to assist in financial modelling, taking into consideration the aged pension, taxation impacts and estate planning wishes.

Here's what you can expect when working with us:

15-MIN DISCOVERY MEETING



CLIENT FACT FIND

Gather Client Information via Fact Finder

DEVELOP CASHFLOW REPORT & STRATEGY



Accommodation
Costs



Cash Flow
Analysis



Home & Asset
Restructuring



Future &
Estate Planning

60-MIN CASHFLOW REPORT MEETING



60-Min CashFlow Report
Summary Meeting

Fees & Structure.

Our Aged-Care Calculations Report delivers a detailed insight into your current financial situation. This insight delivers a complete understanding of the aged-care accomodation that fits with your finances.

AGED CARE CALCULATIONS REPORT

An **Aged-Care Calculations Report** will take into account your financial situation, demonstrate financial modelling of different scenarios, consideration of future options and demonstrate different outcomes without the provision of any recommendations.

We will present your Aged Care Calculations Report to you in an interactive 60-Minute Meeting.

Any further questions may be presented to your consultant within a 7-day period of your meeting date, either via phone or email, with no additional fee. For any questions outside of the 7-day period of your meeting date, you will be billed at an **ad-hoc fee of \$330 per hour (inc gst).**

STATEMENT OF ADVICE

A **Statement Of Advice** will consider all aspects of the **Aged Care Calculations Report**, in addition to our detailed research and our financial recommendations. All Statement Of Advice are produced by ASIC Licenced Financial Advisors. A Statement of Advice is valid strictly for a 90 day period. This means that any emails, phone calls or questions relating to your Statement Of Advice must be presented within a 90 Day period of the date on your Statement Of Advice. This rule is heavily governed by ASIC.

AGED CARE CORE REPORT	AGED CARE PLUS REPORT	AGED CARE PREMIUM STATEMENT OF ADVICE
<p>From \$4,400 inc.gst**</p> <p>Includes:</p> <p>Aged Care Calculations Report;</p> <ul style="list-style-type: none"> - 1- 2 x cashflow scenarios - 5 year financial projections - A 60-minute summary meeting - Turnaround within 7 business days** 	<p>From \$5,500 inc.gst**</p> <p>Includes:</p> <p>Aged Care Calculations Report;</p> <ul style="list-style-type: none"> - Up to 5 x cashflow scenarios - More complex financial scenarios - 5 year financial projections - A 60-minute summary meeting - Turnaround within 7 business days ** 	<p>From \$8,800 inc gst**</p> <p>Includes:</p> <p>Aged Care Calculations Report;</p> <ul style="list-style-type: none"> - Up to 5 x cashflow scenarios - More complex financial scenarios - 5 year financial projections - Turnaround within 7 business days (Report Only) ** - A 60-minute summary meeting <p>Statement Of Advice;</p> <ul style="list-style-type: none"> - Strategic Investment Recommendations & Financial Advice - A 60-minute presentation meeting
<p>Suitable for: Simple, Single-Asset <i>(you may match with one or all of these criteria):</i></p>	<p>Suitable for: Multiple Assets <i>(you may match with one or all of these criteria):</i></p>	<p>Suitable for: Multiple assets + Strategic Wealth Structuring + Intergenerational Planning <i>(you may match with one or all of these criteria):</i></p>
<ul style="list-style-type: none"> - 1 x primary property owner; - Pension recipient (full or partial); - Savings / term deposit; - Single or couple. 	<ul style="list-style-type: none"> - 1 x primary property owner; - Have other investments or assets (houses, shares etc); - Pension recipient (full or partial); - Savings / term deposit; - Single or couple. 	<ul style="list-style-type: none"> - 1 x primary property owner; - Have other investments or assets (houses, shares etc); - Pension recipient (full or partial); - Savings / term deposit; - Single or couple.

Our Financial Planning fees will be quoted and a proposal provided once we have had our **15-Minute Discovery Meeting and you have completed your **Fact Find**. This information provides us with a clear understanding of your current financial structures and the level of detail and time required for us to produce your aged-care financial reports.

++ The 7 business day turnaround time is subject to receipt of all required financial information as outlined in the **Fact Find**.

Case Studies.

No two aged care journeys are ever the same. Your family situation, the assets you've built, and the level of care and support you need will all influence the advice that's right for you. To make this easier to understand, we've outlined three common aged care scenarios below, each aligned to one of our three levels of advice and corresponding fee tiers. These examples are designed to help you recognise your own situation, understand the likely complexity involved, and see what level of guidance and support will best suit your needs.

AGED CARE CORE - SIMPLE / SINGLE ASSET POSITION

When John and Margaret Smith began exploring aged care options, they were unsure which financial path would best suit them. Their financial situation was relatively straightforward, with their family home as their main asset and no additional investments or complex structures.

We prepared a tailored **Aged Care Core report** modelling two clear scenarios: a) retaining the family home and paying daily accommodation payments, or b) selling the home to fund a lump sum deposit.

By comparing these options side by side, they could clearly see the impact each choice would have on their cashflow, assets, and Centrelink entitlements over time. With straightforward projections and easy-to-understand summaries, John and Margaret were able to make a confident, informed decision - removing uncertainty and giving them clarity during an otherwise complex and emotional process.

AGED CARE PLUS - MULTIPLE ASSET POSITION

When Helen and David Turner began exploring aged care options for Helen's mother, they were navigating both emotional decisions and a more complex financial situation, including multiple assets beyond the family home. We prepared a tailored **Aged Care Plus report** modelling three funding scenarios, using different combinations of lump sum deposits and daily accommodation payments.

By comparing these options side by side, they could clearly see how each approach would affect cashflow, estate outcomes, Centrelink entitlements, and long-term asset positions. With clear projections and practical guidance, Helen and David were able to make confident decisions, protect family wealth, and secure the right level of care with clarity and peace of mind.

AGED CARE PREMIUM - MULTIPLE ASSETS, WEALTH STRUCTURING & INTERGENERATIONAL PLANNING

When Tony approached our aged care advisory team, his situation was more complex. He held a mix of property and share investments, including the home he lived in, and wanted to balance his ongoing living costs, support his grandchildren's education, and ensure his wealth was protected and passed on efficiently.

We prepared a tailored **Aged Care Premium report** alongside a **Statement of Advice** that combined advanced cashflow modelling with strategic wealth structuring. This included establishing a funeral bond, setting up education investment bonds for his grandchildren, and securing a guaranteed lifetime annuity to provide stable ongoing income.

By modelling multiple scenarios, Tony could clearly see how each strategy would affect his cashflow, future care costs, and overall family wealth position. With this clarity, he was able to make confident, informed decisions that balanced lifestyle security, aged care needs, and long-term wealth retention for his family.

Let's get started.

To get started, we'll have an informal Discovery Meeting over the phone to ensure that our service will meet your expectations.

1. 15-Min Discovery Meeting

Here's some of the information we'll request:

- Who is the aged-care cash-flow enquiry for?
- What assets does the key person currently have? This helps us determine how we can accurately quote you.
- Have you researched an aged-care facility that you like?
- Are you aware of the fees of the facilities you have in mind:
 - Basic Daily Fee;
 - Means Tested Fee;
 - Accommodation Fees / RAD and DAP fees, and;
 - Additional Services Fees

2. Engagement and Payment in Full

- Direct debit via bank details, or;
- Credit card, or;

If you prefer an alternative payment arrangement, please discuss with our Client Services team on 03 5911 7000.

3. Complete your Fact Finder

The Fact Finder can be completed online, or we can provide a PDF that can be printed and completed on paper. Fact Finder will require detailed information, such as:

- Current primary place of residence
- Assets & investments;
- Ongoing costs;
- Savings;
- Pension income

4. 60-Min Report Meeting

After assessing your detailed financial information, our aged-care specialists will develop a report that will demonstrate your total cash flow position and projected expenses for a 5 year period.

This Aged Care Calculation report will help with making informed decisions on which aged-care accommodation is affordable so you can confidently move forward in securing a position into a suitable facility. In this meeting, you may ask questions with your consultant to ensure complete understanding on the figures in your report.

5. 7-Day Q&A Period

Any further questions may be presented to your consultant within a 7-day period of your meeting date, either via phone or email, with no additional fee.

6. Ad-Hoc Billing

For any questions outside of the 7-day period of your meeting date, you will be billed at an **ad-hoc fee of \$330 per hour (inc gst)**.