



HOODSWEENEY

ONE SOLUTION: FOR HEALTHCARE PROFESSIONALS

join the journey



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HOODSWEENEY

One Solution from Hood Sweeney can address every challenge and opportunity in your path.

Since 1976, Hood Sweeney has shared life's journey with every one of our clients.

Over that time, we've not only come to understand their needs, their hopes, their fears and their dreams as individuals, but also the specific demands of certain professions and business sectors, like healthcare. What this gives us is unique insight, empathy and expertise in your field.

And every year, we add new resources, intelligence and innovation to extend our capabilities.

Today, we have over 100 staff in three offices serving over 3,000 clients throughout South Australia, with services that encompass:

- Accounting & Business Advisory⁺
- Consulting and Performance Coaching
- Financial Planning*
- Technology Services
- Finance[#]

The result is something we call One Solution: one stop offering you an experienced and knowledgeable team that understands healthcare and can address a myriad of professional services with just one call.

No matter where you may be on your journey, joining Hood Sweeney will be the best step you can take towards peace of mind and prosperity.

***Hood Sweeney Accounting & Business Advisory is licenced to provide class of product advice on the following classes of financial products and services:**

- securities
- basic deposit accounts
- superannuation
- simple managed investments schemes
- estate planning assistance
- advice for trustees of self managed super funds
- retirement planning
- life risk insurance
- general insurance

Hood Sweeney Accounting & Business Advisory
AFSL No. 485569
ABN 30 007 696 595

***Hood Sweeney Securities is our Financial Planning arm, specialising in optimising the total financial position of professionals and self-funded retirees, including:**

- creating a financial strategy for your life's journey
- advising you on how to accumulate wealth
- managing your investment portfolio
- advising trustees of self-managed superannuation funds
- planning for retirement
- protecting you and your family.

Hood Sweeney Securities Pty Ltd
AFSL No. 220897
ABN 40 081 455 165

**PROFESSIONAL
PRACTICE**



***Hood Sweeney's Finance team is dedicated to extracting the maximum benefit from your financing facilities.**

Our services include:

- personal and commercial lending
- bank financing reviews and negotiation with lenders.

Hood Sweeney Finance Pty Ltd
Australian Credit Licence
No. 391396
ABN 12 113 454 014



Who's looking after you?

It's often the case: many in healthcare are just too busy looking after the needs of their patients to look after their own.

Even if your cash flow is healthy, you may be suffering from an undiagnosed financial malaise, that could leave you vulnerable later in life.

That's why you need someone to attend to your financial health, and that of your family.

Here are six questions you need to ask yourself right now.

1. Are you confident you have the most tax-effective income?
2. Are you set up to support your move into private practice?
3. Is there a structure in place to manage financially if you were unable to work?
4. Do you have a wealth management strategy in place for retirement?
5. Can you continue to generate an income once you stop practising?
6. Have you planned for transition and succession?

If you answered 'no' to any of these questions, you really should talk to us.

WE MAKE IT OUR DUTY TO STAY IN TOUCH AND KEEP YOU ABREAST OF ANY CHANGES RELEVANT TO YOU.

We have a deep understanding of the healthcare sector.

1. One-stop.

We're a true, one-stop shop where your accounting, financial planning and finance functions can all be managed and coordinated by your dedicated relationship management team through our concierge service.

2. Professional experience.

Our team is made up of highly experienced and trusted professionals including chartered accountants, financial advisers and accredited banking experts. We are partners with several of South Australia's leading healthcare professional bodies, giving us insight into their specific sectors.

3. Tier-one privilege.

We give you access to tier-one financial and insurance institutions, not normally available directly or through less distinguished professional services firms. Through Hood Sweeney, a door opens to exclusive private banking, wealth management and insurance offerings.

4. In-house super.

Our in-house, self-managed superannuation team will coordinate and administer all of your super, as well as the accounting and legal obligations, in line with your overall financial strategy.

5. Portfolio management.

We'll offer best-practice management of your investment portfolio, with regular reviews by a professional adviser who will make personalised recommendations to increase your wealth.

6. Peace of mind.

Hood Sweeney operates 100% in your best interests: we hold our own Australian Financial Services Licences (number 220897 and 485569) and Australian Credit Licence (number 391396).

Your roadmap to prosperity.

This step-by-step guide shows the path we generally take to address the needs of a healthcare professional. It's one way. But it certainly isn't the only one. Depending on your personal situation, we can customise a relationship to suit your requirements.

Step 1: The examination.

Our first step is to invest in our relationship by offering you a complimentary meeting with one of our accountants and financial planners. During this meeting, we will gain an understanding of your current circumstances and, more importantly, explore your personal goals and aspirations. Come prepared as we'll want to examine your taxation position, superannuation structures, personal debt and insurances. Our team will review, assess and cross-reference all these data.

What you get.

- A financial health check that provides a holistic view and documented summary of your personal financial position;
- Recommendations and a clear strategy for how your financial goals can be achieved; or
- Confirmation you're already on the right track.
- We have a deep understanding of the healthcare sector and will tailor a package to your specific requirements.



Step 2: The diagnosis.

With your commitment, we then undertake a full and comprehensive review of your financial records. From bank statements, loan contracts, income-tax returns, trust documentation, life-insurance policies and superannuation statements, we build a plan for your specific circumstances.

What you get.

- Summary of recommendations to improve or consolidate your business and personal taxation position;
- Detailed financial plan that clearly articulates how you can achieve your personal goals to create wealth, enable your succession and fund retirement;
- Report on your current banking arrangements including how we might improve your terms and conditions by refinancing or negotiating on your behalf;
- Complete review of your personal insurances and detailed recommendations to ensure your family and dependents are adequately protected; and
- A review of your investment portfolio to ensure it aligns with your risk profile and personal financial goals.

Step 3: The operation.

- Next, with your acceptance, we will set about putting it all into place so you are on your way to true financial health.

What you get.

- Implementation of our recommendations, including liaison with all the third-party providers;
- Management of all the onerous administrative documentation on your behalf;
- Regular communication to keep you up to date with what's happening;
- Establishment or refinement of your business, investment and superannuation structures.

Step 4: The review.

At least every quarter, we'll review your superannuation and investment portfolios.

What you get.

- A regular investment report that shows how your portfolio is performing, plus any subsequent recommendations for improvement.

Step 5: The annual check-up.

Each year, we will meet with you to review how your finances are progressing in relation to your plan.

What you get.

- A documented report that charts the progress and highlights the changes that have occurred over the year;
- Recommendations to optimise your tax position and maximise your superannuation, along with other opportunities for deductions; and
- Completed tax returns for your personal, business and superannuation entities.

Step 6: Ongoing care.

Life's journey is full of potholes and crossroads, problems and opportunities. So, we provide you with the support, primarily, through your dedicated relationship manager to help you negotiate the road ahead. But you have access to all our professionals, any time you need them. We make it our duty to stay in touch and keep you abreast of the latest news in finance, superannuation, taxation and investment. We also have events to entertain, inform and inspire.

What you get.

- Regular tax and financial updates;
- Regular events for you to attend, including exclusive invitations to healthcare events through our network in the sector; and
- Access to your relationship manager or any of our professionals at any time.



Case study: an established healthcare professional in their own practice.

A financial health-check prevents long-term wealth problems.

The situation.

With a thriving metropolitan practice and strong cash flow, our clients presumed they were doing fine financially.

Then, just as they were planning to expand the practice and upgrade their home, their youngest daughter was diagnosed with health problems that would require support for the rest of her life.

Suddenly, they became very uneasy about how it could all be managed.

That's when they discovered that the AMA(SA) had a partnership with Hood Sweeney to provide members with specialist accounting and financial advice at privileged rates.

They booked a complimentary first consultation, which is part of our One Solution package, to see what we could suggest to improve the family's long-term financial security.

As with many other busy professionals, we found they hadn't really maximised their potential with an appropriate taxation structure, and had quite a few structural problems with their finances.

Without a proper budget, they didn't really understand how much they were saving or spending.

That meant they didn't know how much debt they could take on with their new home.

On top of that, they had inappropriate life insurance and were not really saving sufficiently for their retirement.

Finally, having worked in a number of roles, they had multiple superannuation funds, which squandered their contributions. Sadly, this is far from an unusual story.

The result.

By pairing accounting with financial planning, we were able to explore the true extent of their problems and devise holistic solutions in just one or two meetings.

Soon, our clients had:

- a new estate plan to protect the family wealth and provide for their daughter, long-term;
- a single, amalgamated super fund to maximise their contributions towards retirement; and
- a new budget to start accounting for their saving and spending.

In the first year alone, we saved them almost \$100,000 in taxation for a comparatively small outlay, which they agreed was money well spent.

Today, they have peace of mind knowing they can arrange ongoing care for their daughter, as well as a long-term structure for their own personal needs.

A REAL LIFE JOURNEY:

How Hood Sweeney has helped Dr Jodie Semmler on her road to success.

Dr Jodie Semmler has a dynamic career as a specialist gynaecologist, the owner of Advanced Gynaecological Surgery Centre and a founding director of Fertility SA.

With the clinics expanding rapidly, Jodie sought an accounting firm that could grow with her businesses.

At the same time, she needed a personal financial plan, and some sound superannuation and investment advice.

Hood Sweeney's One Solution not only provided all the professional, reliable advice and help she was looking for, but all with just one phone call. So, all she needs to focus on now is her patients.

With our help, she tells us she feels she's in the most comfortable financial position ever, which gives her the freedom to spend more relaxed time with her family.



Hood Sweeney helped me gain control over my financials and free up time so that I could focus more on my patients and my family.



Our industry alliances.



Australian Medical Association (SA)

As the AMA(SA)'s preferred provider of accounting services in South Australia, we offer AMA(SA) members exclusive discounted rates.

Email: amasa@hoodsweeney.com.au



Pharmaceutical Society (PSA)

As an alliance partner to the PSA in South Australia for accounting and financial planning services, we offer PSA(SA) members special discounted rates.

Email: psasa@hoodsweeney.com.au



Royal Australasian College of Surgeons

As the key partner to the RACS in South Australia for accounting and financial planning services, we offer members special benefits.

Email: racs@hoodsweeney.com.au



Adelaide University Surgical Society (AUSS)

Through this association, we help support students preparing for a future in healthcare and offer discounted rates.

Email: auss@hoodsweeney.com.au



Australian Dental Association

As the ADA(SA)'s exclusive provider of accounting services in South Australia, we offer ADA(SA) members exclusive discounted rates.

Email: adasa@hoodsweeney.com.au



Royal Adelaide Hospital RMO Society (RAH RMO)

As a sponsor of the RAH RMO Society, we help support members with establishing their financial future and offer discounted rates.

join the journey



HOODSWEENEY

Now, this is where your journey starts.

To join the journey with Hood Sweeney, or to find out more about what we can do for you, please contact us.

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