



Advice & Answers Financial Services

Financial advice for you

No matter what you want out of life,
Advice & Answers Financial Services can
help you get there.

Our business

Advice & Answers Financial Services is a leading financial services provider. Our business was established by Charles Ellul in 2005 and is based in Mordialloc.

Our job is to help you plan strategies that will allow you to take control of your financial future. We build close relationships with you and your family to secure each generation's financial well being.

But really, our business is all about you.

Our promise

At Advice & Answers Financial Services, our aim is to help you achieve financial success and peace of mind by providing you with a personalised financial strategy.

We strive to provide you with a plan that will create and protect your wealth over the long term, while dealing with your day to day financial needs and challenges.

We are committed to client service excellence and ongoing adviser education. Charles Ellul is a Certified Financial Planner and a member of the Financial Planning Association. We have the necessary experience to ensure the best financial outcome for you. Our quality financial advice puts you in control.

How we can help you

Whether it's to address a specific financial concern or to achieve your ambitions, we can help in areas such as:

- Investment planning
- Superannuation planning
- Retirement planning
- Pre-retirement planning
- Gearing strategies
- Salary packaging advice
- Business succession planning
- Risk and insurance analysis
- Centrelink planning
- Aged Care Advice
- Estate planning considerations
- Guidance on budgeting and goal setting
- Savings and wealth creation strategies



Our financial advice process

We look at your entire financial position, your needs and what you want to achieve in life before helping you plan how to get there. Then we guide you through a simple step-by-step process to create a financial plan just for you.

1

Understanding your goals

At our first meeting we will discuss your current situation and life goals to understand how financial advice can benefit you.

2

Considering the opportunities & risks

After understanding your circumstances, goals and attitude to risk, we will investigate the range of financial options available to help you reach your goals.

3

Building your financial strategy

Based on our discussions and research we will present you with a customised financial plan that is written in plain English, which will set you on the path to where you want to be.

4

Bringing your plans to life

We will work closely with you to implement your financial strategy step-by-step, so you can have as much control as you like, know where your money is going and why.

5

Staying on track with regular advice

Your strategies will be reviewed annually and you will benefit from our ongoing support and advice. We will stay in touch, ensuring your plan stays up to date as your life changes.

Our ongoing commitment

It's difficult to predict if and when things may change, and even harder to keep up with frequently changing legislation and its implications. We provide ongoing advice and management of your strategy, including regular performance reporting, communication about investment markets and maintenance of your investment portfolio and insurance coverage.

Our door is always open

You can contact us at any time, particularly if things change. Our team is always available to talk with you.

Our people

Our advisers are fully qualified experts in personal finance and investment. We are committed to ongoing professional development and education to give you the most up to date technical knowledge and advice, specific to your needs. Our experience and specialist knowledge helps you make sense of all your options, so you can choose the best solution.

We observe a strict and comprehensive Code of Professional Conduct, and are subject to stringent compliance and audit guidelines.



Advice & Answers Financial Services

Suite 6
463 Main St
Mordialloc VIC 3195

P (03) 9580 6463
E admin@aafp.com.au
W aafp.com.au



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