

# outlook

EDITION 2, 2012

Coffee with  
an economist

*Cutting-edge*  
**workplaces**

**Active advice**  
beyond this  
sporting life

the importance of  
personal insurance



**GODFREY PEMBROKE**  
*Financial Advice Specialists*

**For the love of**  
*sport*

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Published by  
MLC Limited ABN 90 000 000 402  
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North Sydney NSW 2060

## In this issue



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We ask triathlon bronze medallist Erin Densham and wheelchair basketballers Brad Ness and Grant Mizens what it takes to represent Australia at the highest level.



### Investments Coffee with an economist

We speak to Alan Oster, Group Chief Economist National Australia Bank, about the key drivers in Australia's economy and the likely trends we can expect down the track.

## Welcome to the spring edition of Outlook for 2012

This year continues to bring challenges in the global and domestic economies. We've seen further market volatility over fears relating to the recession in Europe, concerns over the growth of the US economy, and some domestic uncertainty regarding the varying performance across the key sectors of our economy.

Fortunately, overall, Australia has fared well where other nations have struggled and in this edition economist Alan Oster provides his view on the Australian economy and the likely global economic trends.

We look at the importance of personal insurance as a vital part of any financial strategy. Research is telling us that all too often individuals find themselves in a situation where they are underinsured, or do not have the correct strategy in place to maximise their personal insurance outcomes.

We also bring you some truly inspiring stories from Australian Olympians and Paralympians. Our congratulations go out to them and to all of the athletes who competed in the Games. The passion, commitment and drive displayed was second to none.

I hope you enjoy this edition of Outlook. As always, we welcome your feedback, so please share your thoughts with us at **outlook@godfreypembroke.com.au**

Yours sincerely

**Peter Smith**  
General Manager,  
Godfrey Pembroke Limited



### Specialisation The importance of personal insurance

Often considered an optional extra, Godfrey Pembroke adviser Mark Williams makes the case for personal insurance as part of your financial risk management plan.



### Active advice Beyond this sporting life

Sporting success doesn't always lead to financial security. With the help of adviser Lawrie O'Neill, Rob Beveridge has created a lifestyle vision for life beyond sport, which includes financial security.



### Perspective Cutting-edge workplaces

Technology is radically changing the way we work and both employees and employers look set to reap the benefits.



# For the love of *sport*

For Australia's Olympic and Paralympic athletes, the London Games were the culmination of years of dedication and hard work. We asked triathlon bronze medallist **Erin Densham** and wheelchair basketballers **Brad Ness** and **Grant Mizens** what it takes to represent Australia at the highest level.

Australia's Erin Densham has secured her place as one of the best triathletes in the world, winning bronze in the women's triathlon at this year's Olympic Games. But only a few years ago, it looked like her triathlon career was finished.

Erin had been competing in triathlons since age 16, rising to the top of the sport in Australia, including earning a place in the 2008 Beijing Olympics team. But in 2009, Erin had to be pulled from the water while competing in an event in the US, when she collapsed during the swim stage.

The diagnosis was supraventricular tachycardia (racing heartbeat) — a serious heart condition which required surgery to overcome. At the time, Erin's future as a triathlete was only one of her concerns.

"When I was having the heart problems, more than anything I was scared. I didn't know what was going on, there were times when I was fearing for my life. It was a tough time spiritually, emotionally, mentally — the toughest time of my life."

After the operation, Erin says it took time to trust that her heart wouldn't let her down again.

"Even after the doctors gave me the all clear, what took longer was recovering mentally. But once I understood I'm OK, I realised I still wanted to do triathlon."

It was her passion for triathlon that enabled Erin to work her way back to the top level of her sport.

"I'm self-motivated, I enjoy the swim, bike, running — you have to enjoy it to do it every day. I'd been out for quite a few years, so it's really nice to be back and up there and amongst the top girls."

In the lead-up to the Olympic event, Erin's main objective was to put the pressure of the Games aside, and simply compete as well as she could.

"For me it's just another race, racing people who you race all year. Externally there's more hype around it, but you never know if you're going to have a good day. It's just about doing what I know I can do, stepping up and bringing it on the day."

"One of the most important things is to enjoy what you do. If you're happy and you enjoy what you do, it comes easy," she said.

Erin Densham competes in the Women's Triathlon on Day 8 of the London 2012 Olympic Games.



### Meet the Rollers

With five Paralympic Games between them (Brad 3, Grant 2), Rollers teammates Brad Ness and Grant Mizens went into the London Paralympics as seasoned veterans of wheelchair basketball.

Brad and Grant each suffered accidents that left them with a serious disability in their late teens, with Brad losing his lower leg in a boating accident, and Grant becoming paraplegic in a car accident. Both had been passionate about sport before their accidents, so getting involved in a wheelchair sport seemed a natural choice.

Says Grant, “Before my accident in 1994, I just loved sport, especially cricket and rugby league. So I was really keen to get back into some sort of sport.

“Wheelchair basketball is fast and physical, and played on a same court as the able bodied game. To me it meant that it was still basketball, not modified or adapted for the chair. There was the speed and the contact. I thought: this is cool, I could really enjoy this.”

For both men, the sport has been their passport to a life that has seen them travel the world, while competing at the highest level.

In 1999, Grant was offered a scholarship position at University of Illinois, studying economics while taking part in its intensive wheelchair basketball program and competition, and being picked for the Athens 2004 Australian Paralympics team.

But, disappointed after the team narrowly missed out on a gold medal, finishing instead with silver, Grant felt the need to focus on other aspects of his life.

“After returning to Australia, I felt a bit burnt out. I couldn’t bear the thought of playing basketball for a while.”

“Wheelchair basketball doesn’t pay well. As much as I love it, it doesn’t leave you financially secure. So my career was an important life task I had to take care of, something to retire into.”

Grant took around two years out from the sport to establish a career as an investment analyst with MLC and to marry his American sweetheart, also a wheelchair athlete, with whom he has a two and a half year old son.

“After that, I felt very OK with pursuing basketball again. When the itch to play came back, I felt very grounded — so I could focus on the basketball without worrying about where everything else was in my life.”

### Turning pro

Brad Ness went to London as the Rollers captain. With more than 15 years playing professionally, he brought a wealth of experience to the team. He has been living in Italy for the past 11 years, playing up to 80 games a year as a professional player in the European Wheelchair Basketball League.

Brad considers himself fortunate to have been able to pursue his passion for the sport full time.

“Playing professional wheelchair basketball, you’ll never be a Bill Gates. But I’ve been playing professionally for 11 years, which is huge for a disabled sport. Not many people can do it for a living.”

“It was always my dream to play sport professionally. I’m pretty lucky.”

In addition to pursuing his own career, Brad has been instrumental in setting up coaching programs to develop young wheelchair basketball players in the region.

“We had a kid near Lake Como in a wheelchair, and we started coaching him, he’d have a shoot around with us. Then we thought, if we’re doing it with one child, there must be others, and within 12 months, we had 17 young players.”

Today there are youth mini-teams in both Rome and Lake Como, producing players who are starting to make their way into the professional teams.



**Brad Ness** taking on Alberto Pellegrini of Italy in the Men’s Wheelchair Basketball Preliminary match on day five of the London 2012 Paralympic Games.



**Grant Mizens** Throwing a basketball during an official farewell to the team at Sydney Town Hall.

### Defending gold

The Rollers went into the London Games as reigning Paralympic champions, having won Gold in Beijing in 2008. And their hunger to win was stronger than ever.

The Rollers missed the gold, but were awarded a silver medal in the wheelchair basketball final, losing 58 to 64 to Canada.

Apart from the medals, Grant says it’s the love of the game, and working hard as a team to test themselves that brings the most satisfaction.

“What I enjoy the most is the ability to compete at the ultimate level against teams that have been training for four years to beat you.”

Asked what they think makes the Rollers such a successful team, Brad and Grant agree that it’s the team’s internal culture that keeps it strong.

“Within the team, we’re such a close group” says Brad. “We encourage the young guys to step up and speak. We don’t have a player who’s just sitting on the outskirts, and we work together.”

Grant agrees: “We’re more than good players, we’re also a good group, It’s great going into a game with guys you really respect and want to compete with. That’s the X-factor.”



# Coffee with an. *economist*

In this month's edition of Outlook we speak to **Alan Oster**, Group Chief Economist National Australia Bank, and ask about the key drivers in Australia's economy and the likely trends we can expect down the track.



**What is the key issue for the Australian economy today?**

The key issue is the fact that Australia has a multi-speed economy. So, professional services such as law firms and accounting firms are doing well, as is mining. The agri-sector is also strong on the back of good weather conditions and a large increase in commodity prices, due to the drought in America and Europe.

However, sectors affected by the high Australian currency, such as manufacturing and inbound tourism, are really struggling. Then we have the construction industry, where there's been less demand, because people are nervous to build in an uncertain economic environment.

This lack of demand also spills over to the need for household related items, such as whitegoods. However, there is data suggesting that the government stimulus packages for prepaying compensation for the carbon tax, and also the school bonus, have been spent — so it really is a mixed story.

**Should we be concerned about European sovereign debt and China's slowing economy?**

Europe's into a bad recession, which is indisputable. But that's different from saying that Europe is going to trigger

a global financial crisis (GFC). A crisis is only going to come out of sovereign debt that leads into a banking crisis, which would then create a credit crunch.

*“The main thing I'd look at in terms of risk is China. That's because offshore, most people think of Australia as correlated with China.*

*If China can keep going, then Australia has a really good potential outlook.”*

Hopefully, policy makers have got enough ammunition — and enough brains! — to stop that from happening. I don't think a GFC is most likely. However, there's no doubt that the recession has caused a slowdown in global demand, which has affected China's manufacturing and export trades, because Europe is their largest trade partner.

However, China has very tight monetary policies, and it's in the process of introducing a stimulus package. While the first part of 2012 has been weak for China, recent data suggests its economy will grow by 8%. This compares to the IMF's 2012 global growth forecast of about 3.5%, and Australia's growth forecast of about 3%.

**What can Australia learn from the situation in Europe and the United States?**

Australia avoided the GFC because our banks didn't get into significant trouble. Australian banks tend to focus on the local market —rather than being big players in the US and European markets— so we weren't caught out by fancy derivatives and CDOs.

However, as the world imploded, to raise money offshore in those markets, we needed a government guarantee. But the Australian banks actually paid for that, so unlike America and Europe, the Australian government didn't have to drum up capital for the banks.

The other factor that helped Australia was that our government took swift action to stimulate the economy, such as increasing government spending. While not every choice was great, at least it got the economy moving.

So the fact that Australia avoided a recession, unlike the US and Europe, is the lesson learnt. If you can possibly avoid a recession, you should, because it takes a really long time to get out of it.

**Are we entering GFC Mark 2?**

While people are nervous of another GFC happening, there's no sign of it. Europe is definitely in recession and a nasty one at that. Although America is growing, it's not moving fast enough to really lower unemployment. And China and Asia have slowed a lot — but they have policies to offset this.

**There's been talk that the mining boom is coming to an end. What's your view?**

While iron ore and coal may not be ramped up as much as we thought they would, most of the mining investment down the track is in liquified natural gas (LNG). The big investment projects are ones like the Gorgon LNG project, worth \$50 billion — a massive amount of money.

In the next 12 months, mining investment is going to be \$120 billion. The rest of the economy in total is \$60 billion. So mining is going to keep going for a couple of years at least.

**Will the BRIC countries (Brazil, Rio, India and China) keep growing?**

BRIC economies are likely to continue growing strongly, particularly China. It's really easy to grow fast if you are coming from a really low GDP per capita. Brazil drives off the back of that.

Russia has LNG — however, it also has political issues. So to me, that is one that you would want to weigh up for sovereign risk.

**What economic risks should we look out for?**

The current risk is the multi-speed economy.

In terms of currency — in a fundamental sense, the currency is good value around parity with the US, plus or minus four cents. There are a lot of central banks around the world trying to buy the Australian dollar.

The main thing I'd look at in terms of risk is China. That's because offshore, most people think of Australia as correlated with China. If China can keep going, then Australia has a really good potential outlook. But if it doesn't, the unemployment rate will go up, commodity prices will go down, and a lot of income will come out of the economy. This would affect the housing

market badly, as a lot of people would have to sell their homes.

So our fate depends largely on China. And while some people may think this is a problem, it's much better than relying on Europe.

**Which industries will continue to drive Australia's growth in future?**

Mining and mining-related services will continue to grow, as will services such as accounting and law. The health sector is the largest employer in Australia, and demographics mean it will continue to grow.

The other sector that's doing very well — and will probably continue to do so — is the agri sector, due to a big increase in prices on top of very good crops.

Other sectors may struggle but there are always sub-sectors within them that will prosper. For example, in manufacturing, if you can gear yourself into the service sector or the mining sector, you'll do very well. But if you're trying to mass produce, competing with China with a high currency, you will have problems.

The sector I am concerned about at present is the residential construction sector, where there's been quite a slowdown. But hopefully the RBA's rate cut might stabilise that industry.







# the importance of personal insurance

If you don't have personal insurance, or only have what's set up with your super, you're not alone. In fact, according to research from the IFSA in 2005, only 4% of the total population with dependent children have adequate life insurance.

Often considered an optional extra, personal insurance is an important tool for protecting your wealth and guarding your family against unexpected loss. Godfrey Pembroke adviser **Mark Williams** makes the case for personal insurance as part of your financial risk management plan.



“This is particularly the case with high net worth individuals, who are good at what they do, and are busy doing just that,” said Williams. “So they are often time poor, and insurance is not front of mind.”

But Williams points out that personal insurance is an essential part of a holistic financial strategy, creating a safety net to protect all aspects of a client’s lifestyle and wealth.

“If you have debt, if you have a business, if you have possessions — they should all be insured. You should also have life insurance, and potentially insurance within your super,” he said.

### Protecting your most important possession

While people don’t think twice about insuring their car or home, a large number of people fail to protect their most important possession of all — their ability to earn an income.

“I know this is said a lot, but your capacity to earn really is your most important financial asset, so you should have income protection insurance. This is especially important if you are self-employed,” Williams said.

“A good adviser will make sure insurance becomes front of mind for their client, and will help make it happen for them,” he said.

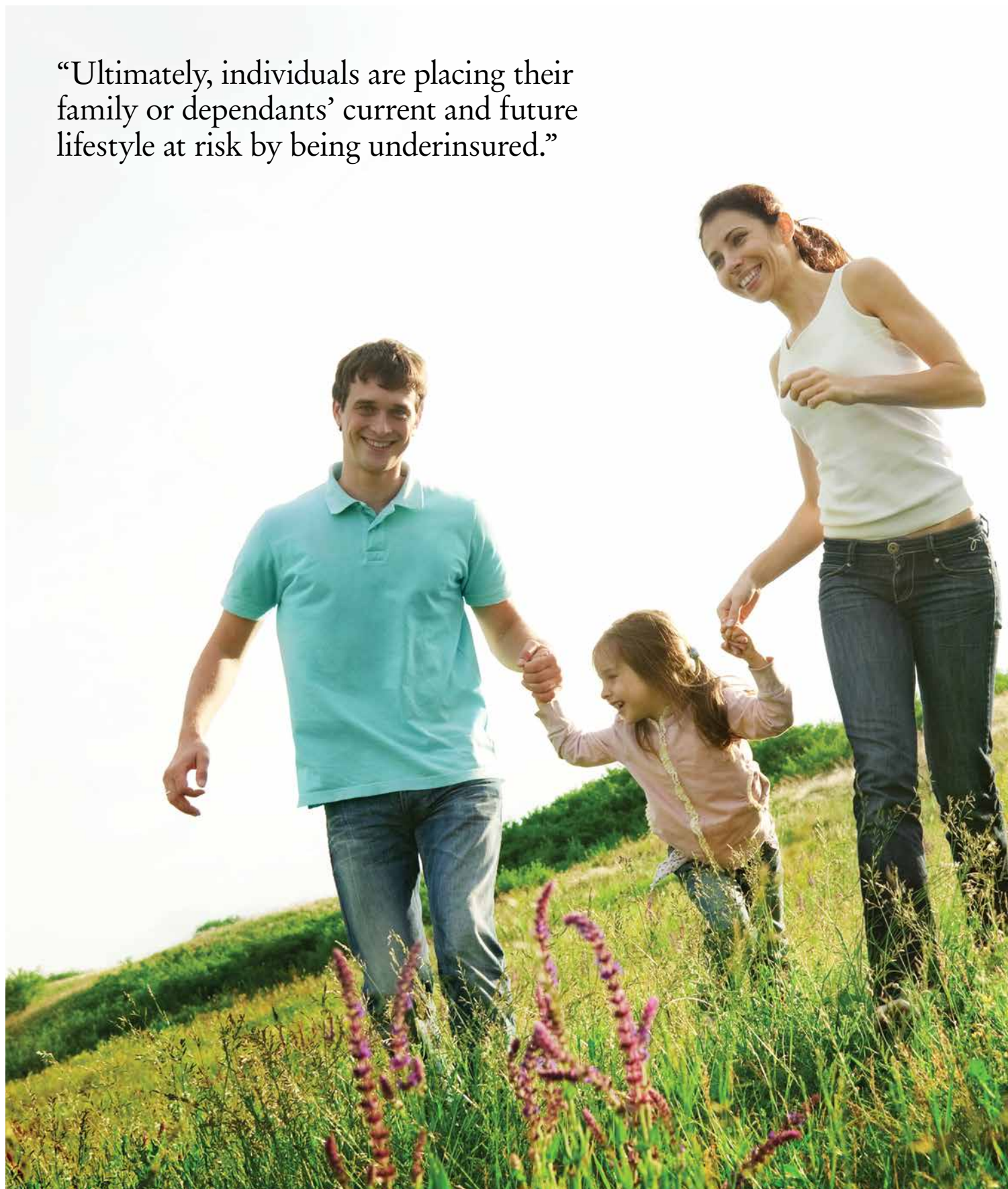
### Simple solutions for complex families

With the increase in divorce, blended families are now a common part of Australian society. This can make estate planning complex.

Taking out life insurance can help ensure that children from previous relationships are taken care of with the least disruption to family dynamics as possible.

“With blended families, life insurance is a very useful estate planning tool, as it can ensure that all beneficiaries are treated fairly,” said Williams.

“Ultimately, individuals are placing their family or dependants’ current and future lifestyle at risk by being underinsured.”



### Making the most of tax benefits

Personal insurance may also have some tax benefits. However, Mark warns that clients should seek professional advice to ensure that they fully understand the pros and cons.

Each type of insurance may be treated differently when it comes to tax.

“Income protection in your own name is tax deductible, but trauma, death and TDP aren’t. Income protection, death and TPD can also be obtained through super” Williams said.

However, not everyone is aware of the tax implications of life insurance received through a superannuation fund.

“If a superannuation death benefit, that includes life insurance, is paid out to non-dependants it is taxed at a rate of up to 30%, plus Medicare levy. This could actually mean that, in reality, the individual is underinsured.”

The other factor that Williams advises clients to consider is the balance between level insurance and stepped insurance premiums.

“Stepped premiums can be cheaper in the short term. However, they will become more expensive as you get older. Level premiums may be more expensive initially, but they generally become much more cost effective as you get older, to the point where they will normally become much cheaper than stepped premiums,” said Williams.

### The dangers of underinsurance

While it may be easy to put off organising insurance, the risk of doing so can be devastating — particularly for your loved ones.

“Ultimately, individuals are placing their family or dependants’ current and future lifestyle at risk by being underinsured,” said Mark Williams. He cites one of his early clients as an example:

“One of my first clients was a recent widow. She and her deceased husband had a relatively small mortgage, but no insurance,” Williams said.

“The woman hadn’t worked for 20 years as she brought up their children. The husband died unexpectedly — literally as they were moving into the new family home, which was worth a significant amount. Ultimately, the wife had to sell the home. On top of having lost her partner, she also had immediate financial pressures.”

But he adds that he has also seen first-hand the difference that the right personal insurance can make.

“We have had numerous clients who over the years have had to claim on their personal insurance. Sometimes this has been for a limited period of time. For others it has been for more serious life events,” he said.

“In all cases, having the insurance cover in place has enabled them to focus on the important things in life without having the additional burden of financial pressures.”

Do you know someone that would benefit from personal insurance or who may be underinsured? If so, please refer to them to your Godfrey Pembroke financial advice specialist.

### Know your personal insurance

- **Life insurance** — provides your dependants with a lump sum should you pass away.
- **Total and permanent disability (TPD)** — provides a lump sum should you become totally and permanently disabled.
- **Trauma insurance** — provides a lump sum if you suffer a specific trauma or illness.
- **Income protection insurance** — pays you a regular sum if you are temporarily or permanently unable to work because of illness or injury.





## Active advice beyond this sporting life

We all love to watch our elite sportsmen and women display their talents on the field and in the pool. But sporting success doesn't always lead to financial security. With the help of adviser **Lawrie O'Neill**, **Rob Beveridge** has created a lifestyle vision for life beyond sport which includes financial security.

As one of Australia's most successful basketball coaches, Rob Beveridge has been able to make a living from the sport he loves for over 21 years. Now based in Western Australia as head coach of the Perth Wildcats, he leads the most successful team in the National Basketball League.

Despite this success, when it came to buying a home and getting the right insurance to protect his family, Rob found that his choice of career created some unique challenges.

"Even though I've been in the industry for 20 years, my job is still seen as insecure."

A bad experience with a former adviser had left Rob sceptical about seeking financial help. Despite this, he believed that it was important to engage someone with the right skills and experience to help with his financial affairs.

"The way I work in my career is that we all specialise in different areas. We have players, coaches, physios — all experts in their fields — and we empower them to get the job done.

"If I want to get my hair cut, I go to a hairdresser. I'm not an expert in financial matters, so it made sense to go to someone who is."

### A relationship built on trust

Around the time Rob moved to Perth, he met Godfrey Pembroke adviser Lawrie O'Neill at a pre-season tournament in Darwin.

"I had no idea he was a planner. We hit it off from day one and it went from there."

It was this personal connection, and feeling that he had met someone he could work with and trust that made the difference.

"You can have a relationship that is just business-like, but we've developed a



#### A relationship built on trust

By getting to know Rob and his family well, Lawrie was able to help them create a new lifestyle vision for the family, then build in the financials around them.



personal relationship. He understands my industry and professional sport; that's helped me a lot. It's a transient type of lifestyle, things can change a lot. He's not going to put me in a situation where things are going to be tight," says Beveridge.

Lawrie agrees that by getting to know Rob and his family well, he was able to help them create a new lifestyle vision for the family, then build in the financials around them.

"The major issue was in purchasing a family home. We provided advice around working with other professionals, including a chap who helped with the broking side of that, had discussions with the real estate agent, and made sure that they were all working within a budget."

"One of the tricky things with elite sportspeople is getting income protection insurance, and this often extends to coaches. Rob was fortunate in that he had an existing income protection insurance, so we topped that up and looked to get the appropriate level of life insurance with very cheap costings around that."

As a result, Rob now has the family home he wanted, personal insurance in place and is working with Lawrie towards his next set of goals.

Says Rob, "We're all set; if anything happens to me my family is secure, because we've taken care of the basics."

#### Making the most of a short career

As well as Rob, Lawrie works with a number of other people who make their living from sport, including some professional athletes.

"The most enjoyable thing about working with sportspeople is that they're enormously energised and motivated, and they're really goals-oriented. Most sports people are amazingly positive about life, and that's what makes it exciting," says Lawrie.

As someone who works with young, successful athletes every day, Rob believes that financial planning is an essential part of preparing for life after sport.

"In our sport, you're looking at a maximum of 4–6 years. During that time you have to be smart about what you're doing. You get injured, your career is over in 24 hours. We're into helping with education outside of the sport, and financial planning is part of that," he says.

Lawrie says that a financial planner can help athletes avoid this pitfall and plan for life beyond the game.

**"You can have a relationship that is just business-like, but we've developed a personal relationship. He understands my industry and professional sport; that's helped me a lot."**

"We can help them find direction through a documented plan. Firstly lifestyle planning, then helping with the financials, including home loan rates, superannuation and insurance, and providing them with a sounding board for future plans for their family and career."

"The main piece of advice is to plan early. To seek great advice and to lead with a lifestyle plan. The key is to build good habits early on."



# Cutting-edge WORKPLACES

Technology is radically changing the way we work, creating new flexibility for employees to shape how — and where — they work. And both employees and employers look set to reap the benefits.

Wherever you look, it's clear that mobile technologies — specifically laptops, tablets and smart phones — are changing the face of business.

No longer tied to an office desk, we can now work wherever a wireless connection is available. This has created opportunities for employees to rethink the way they work, such as working from home, while commuting, or even from another city.

And employers are beginning to embrace this trend, with flexible work arrangements and cutting-edge office designs that encourage employees to work together in new and more productive ways, while saving on operational costs.

## Flexible work arrangements

Research by the Diversity Council of Australia suggests that demand for a flexible work environment is already at an all-time high, with employees listing flexibility as the top employment driver.

And while the appeal of a more flexible workplace to employees is clear, flexibility also creates benefits for employers, including higher productivity, lower staff turnover, and reduced operating costs.

"People work better when they have control over their working pattern," says Nareen Young. "And increasingly, customers want to buy from organisations that reflect their values around work."

Well-known journalist and newsreader and Ambassador for the Diversity Council of Australia, Tracey Spicer (see box), agrees that flexibility is good for productivity, helping attract quality employees and boost the bottom line.

"Employers need to look at the changes in technology and improve the image of their business. I know a lot of really qualified women, who came out of the workforce to have children, who are cherry-picking which companies have family-friendly work practices — so those companies are going to get the best employees."

"Big companies are leading the change as they have already seen benefits for themselves," she said.

Belinda Reynolds, Human Resource workforce and Diversity Partner, IBM Australia and New Zealand, agrees, pointing to internal research at IBM Australia supporting this view.

"In our 2010 Global Work Life Survey, 78% of IBM Australia employees say having flexibility in where work

is done had a positive impact on their productivity," she said.

Ms Reynolds says that flexible work has been a part of the company's culture for some time.

"IBM has built a strong reputation for helping our employees manage their work and personal priorities by providing a range of innovative flexible work and leave options," she said.

"Creating a culture and environment that supports flexible work and allows employees to balance their private lives with professional responsibilities is critical to our ongoing business success."

## Designing flexible workspaces

The need for flexibility is also changing workspaces, with many large employers now redesigning their offices to accommodate Activity Based Working (ABW), putting flexibility at the forefront of the design.

Keith Dougal, Senior Associate from Woods Bagot Architects, has designed a number of ABW office spaces, including National Australia Bank's (NAB) South Australia head office, winner of the 2011 Australian Interior Design Award for SA.





Woods Bagot totally overhauled the existing NAB building, to create an engaging and fluid workspace that encouraged employees to connect and work collaboratively.

“At each staircase entry point is a collaborative hub, with a staff café, hot desks, informal lounge spaces, as well as an enclosed meeting space on every floor. Staff are passing people every day. They can see everyone who's on the floor from wherever they are sitting, making it easy to connect visually from one side of the floor to the other,” says Mr Dougal.

Sarah Kay, a Woods Bagot Principal who leads the interior architecture team, said that as well as encouraging collaborative work, the office environment also supported flexible working in other ways.

“There's a domestic feel to it, so it's comfortable and creates an environment that supports the way people come to work and engage with work,” she said.

Ms Kay says the flexible working model is also more environmentally

sustainable, helping businesses reduce their environmental footprint, and reducing costs.

“If you design a space for 80 employees that actually accommodates 100 — as staff will be working at home some of the time — that's a 20% saving of carbon and construction costs.”

In the NAB redesign, the result was an office space that reduced the amount of space used from eight floors to four working floors and one meeting floor, and which maximised the daylight and views.

“Also, most ABW offices use follow-me printing — where you have to use a swipe card to print. So if you don't pick up your printing it's deleted, reducing paper waste. And there's a move to paperless storage, with cloud and online storage of documents,” said Ms Kay.

Flexible working also has the potential to have a flow-on effect on transport and peak hour traffic, with employees either working from home or working and commuting at different, non-peak times.



**Flexibility  
in practice —  
Tracey Spicer**

Journalist and presenter Tracey Spicer is an ambassador for the Diversity Council of Australia. She believes one of the reasons workplace flexibility is becoming such a major force is because of its appeal across the broader workforce.

“It's been expanded to men, to same sex couples, to people who are looking after family members, as well as people with children, whoever wants to integrate work with life,” said Ms Spicer.

Ms Spicer's personal experience shows that flexibility and career progression are not mutually exclusive. As the mother of two children, she wanted to restructure her work life to spend more time with her family, without sacrificing the career she had worked so hard to build. So she put together a strategy that would consider her family and her career options.

“I decided to focus on print journalism, where I could work from home. So when my kids were little, I did travel writing for magazines, and I took my children with me when I travelled,” she said.

“I also did some opinion writing, as I thought it might open up a door to do some talkback radio broadcasting, which I find really intellectually stimulating.”

“I had a strategic plan and it worked. I did some fill-in work on talkback radio, which I still do regularly. I also wanted to keep up my news-reading skills and I did that by going to Sky News, where I get to do lots of live interviews.”



*South Australia*

**Kangaroo Island Art Feast**  
Kangaroo Island  
28 September – 7 October

**Riverland Wine and Food Festival**  
Berri  
20 October



*New South Wales*

**HCCU Tasting on Hastings**  
Port Macquarie  
14 October

**XXXX Gold Lismore Cup**  
Lismore Turf Club  
27 September

**Crave Sydney International Food Festival**  
Sydney  
1 – 31 October



*Victoria*

**Spring Racing Carnival**  
Victoria  
29 September – 21 November

**Melbourne Festival**  
Melbourne  
11 – 27 October

**Castlemaine District Festival of Gardens**  
Castlemaine  
7 – 8 November

*Spring  
Calendar 2012*



*Tasmania*

**Royal Hobart Show**  
Hobart  
24 – 27 October

**North East Rivers Festival**  
Derby River  
19 – 28 October



*Northern Territory*

**Darwin Symphony Orchestra – Gershwin and All That**  
Darwin  
1 December

**Saltwater Fly Fishing Challenge**  
Bynoe Harbour  
12 – 14 October



*Australian Capital Territory*

**Floriade**  
Acton Peninsula  
15 September – 14 October

**16th Canberra International Film Festival**  
Canberra  
31 October – 10 November

**Foreshore Summer Music Festival**  
Canberra  
24 November

*Western Australia*

**Kings Park Festival**  
Kings Park, Perth  
1 September – 7 October

**Sunshine Festival**  
Geraldton  
5 – 13 October

**Perth International**  
Lake Karingup Country Club  
18 – 21 October



*Queensland*

**Asia Pacific Screen Awards**  
Brisbane  
23 November

**Noosa International 7's Festival**  
Noosa  
6 – 7 October

**Mission Beach Film Festival**  
Mission Beach  
2 – 4 November



## Important information

This advice may not be suitable to you because it contains general advice that has not been tailored to your personal circumstances. Please seek personal financial advice prior to acting on this information.

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