

Defining your Financial MAP

A structured way to think about wealth creation

Your journey to personal financial freedom.

Our Wealth Creation Strategy approaches personal finances from two angles:

1. To define your current financial position, your financial goals, and your road MAP to progress from one step to the next.
2. To increase your financial intelligence - This is important because you will not always have a financial planner by your side to assist you with decision making, and discipline is needed to consistently make good decisions, form good habits, and stick to your game plan.

We want to enable you to:

1. Determine your current financial position.
2. Determine your financial goals.
3. Manage your money.
4. Manage your debt.
5. Pay your fair share of taxes, and nothing more.
6. Invest your money wisely.
7. Plan and prepare well for retirement.
8. Plan and prepare your estate well to create a lasting legacy.

How to navigate towards financial freedom?

Know your Financial Terms

Adapt Good Finance Behaviour

Have a Personal Finance MAP

Paving the way for a purposeful and sustainable financial future, ensuring prosperity for generations to come.



Financial Terms

Planning or discussing your personal finances can sometimes make you feel like you're learning a foreign language however knowing finance terms is important because it helps you understand and manage your personal financial health.

This knowledge can be especially useful when meeting with industry experts, such as your financial advisor, investors and accountants. For example, you can utilise your finance knowledge to make informed decisions about taking out loans, renting or buying property, or planning for retirement. It can also help you stay up to date and aware of current economic news and events.

[Financial Terms Guide](#)

Behavioural Finance

Behavioural finance is a field of study that combines psychological and economic theories to understand how and why people make financial decisions. It examines the ways in which emotions, biases and other cognitive factors influence financial behaviour and decision making. Behavioural finance helps to explain why people may make decisions that are not in line with traditional economic models, which assume that people are rational and always make the best financial decisions.

$$FQ = EQ + IQ$$

Some of the key concepts in behavioural finance include:

1. **Heuristics:** Simple mental shortcuts that people use to make decisions quickly and easily, often leading to biases and errors in judgment.
2. **Emotions:** The role that emotions such as fear, greed and regret play in financial decision making.
3. **Anchoring:** The tendency for people to rely too heavily on the first piece of information they receive when making a decision.
4. **Overconfidence:** The belief that one's knowledge or abilities are greater than they actually are.
5. **Loss aversion:** The tendency for people to feel the pain of a loss more strongly than the pleasure of a gain.

Defining your financial **MAP**

Make Money

Accumulate Money

Protect Money



Make Money

Budget

Debt Management

Personal Income Taxes

Accumulate More Money

Determining Wealth

Basic Investing

Protect your hard-earned Money

Personal Insurance

Retirement Planning

Estate Planning

Beat the stats.

—

6 %

South Africans retire with relative comfort.

—

49 %

South Africans have no retirement planning.

—

62.5 %

The average individual in RSA spends 62.5% of their income on debt.





Eg. Jacobs Family

- Father | 45 years old | Self-employed
- Mother | 42 years old | Part-time job
- Girl | 14 years old | High school
- Boy | 10 years | Primary school

Possible Financial Risks the Jacobs Family is facing



Biggest Assets



Life



Health



Retirement



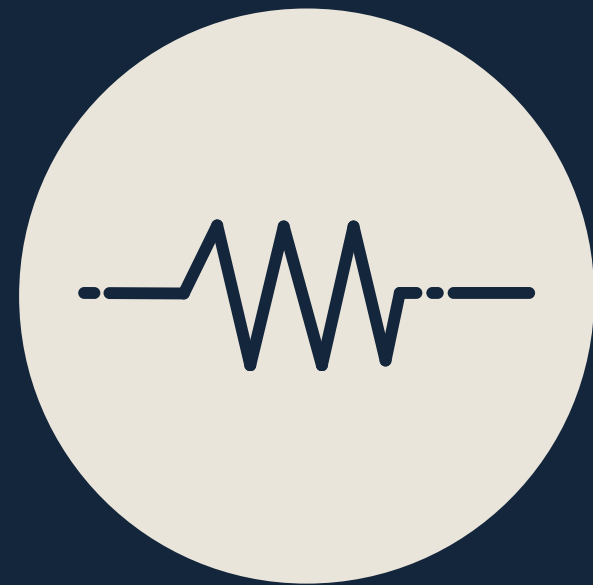
Estate

These are the top 5 risks all South African families are facing

Insurance available to protect these risks



Short-term Insurance



Life Insurance



Medical Aid



Investments



Wills & Testaments

[Book a consultation](#)

Next Steps?

Visit our website

Online Financial Literacy Course

Schedule an appointment with a Wealth Advisor



A Future of Financial Freedom Awaits!

KOBUS VAN DYK

Wealth Creator

+27 82 416 3604

kobusiv@dfc.discovery.co.za

www.sustainablewealth.co.za

