

CREATING FLEXIBILITY



THE SURVIVAL GAME

We've all had some time to digest how the different levels of lockdown will affect our businesses and livelihoods. Some of us will be affected more than others. Families and communities supporting each other financially is fast becoming the new normal. If you or someone close to you is experiencing the reality of their income being cut, either completely or partially, here are some ways to keep risk cover in place and stay on track with investment goals.

For Business SA infographics that provide more information on the financial assistance available – [Click Here](#):



You are welcome to use this communication and the supporting infographics as a guide for those seeking financial support. Please feel free to send on to friends, colleagues or family that may be confronted by financial uncertainty or financial stress.

What is truly important?

Budget

Start by understanding your priorities as well as your budget and marrying those to your current financial plan. It is really difficult at a time like this, but now is the time to focus on managing your expenditure and debt repayments responsibly. If this is not managed strictly it could cause a deficit in your monthly budget. Do you have all-important policies in place such as medical aid, income protection, and disability/life insurance? Where possible, payments to these policies, which cover your risks, should be maintained as a priority.

Flexibility

It is helpful to know if any of your service providers are offering concessions, and what the implications of those may be. Some people may also be impacted by reduced company benefits – it's important to understand the impact of such changes and the recovery timeline.

Service providers are offering some of the following concessions for this time:

Risk	Savings
Temporarily reduce cover	Reduce or stop non-contractual savings premiums
Take a premium break, but keep your cover	Reduce long-term savings or apply for a premium grace period
Revive lapsed cover	Take a 6-month break on contractual savings products

*These are for example purposes only, you would need to check with your service provider for their specific offers

Please talk to us about this if necessary.

Investment

We are encouraging our clients to keep up their regular payments into investment accounts and to speak to us if they are experiencing a cash flow problem. We are here to help. Always.

Stay the Course

Our advice to clients during this time is to stay the course with an investment strategy that aligns to your financial goals and ignores the volatility along the way.

Relationships | Solutions

We may be physically far apart, but we've never felt closer to our colleagues, partners and clients. We truly are in this together. Whatever your question or problem, we're here to support you, your family and loved ones.

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Adviceworx (Pty) Ltd
1st Floor, Building 5, Commerce Square
39 Rivonia Road, Sandhurst, Johannesburg, 2194
T +27 (0) 11 268 9600 F +27 (0) 11 268 9635
E service@adviceworx.co.za
W www.adviceworx.co.za