

Advantage

News from Heartland Seniors Finance – The Home Equity Release Specialist

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More than an investment

The value of a home is often measured in more than dollars alone.



There has been considerable commentary of late around property prices, with numerous economists dusting off their crystal balls. While property prices do have an impact on the wider economy, which many of Heartland's customers have benefited from in recent years, what is often missed is that a family home is more than an investment.

At Heartland, we love assisting people stay in their homes and providing them the financial freedom to live a better retirement. We regularly hear that a home is what connects people to their community, keeps them close to family and friends, holds memories and makes them feel secure and comfortable.

On page 3 you can read more about accessing the wealth in your property without having to leave it.

RECORD PERFORMANCE

I am pleased to advise that over the past year we have had record new business, and while increasing prices have been a factor, it is not the primary reason for this performance.

We are very proud to have a market-leading

product (winner of 2017 Canstar Reverse Mortgage Provider of the Year and Money Magazine Best Reverse Mortgage), backed by personal service from our friendly and knowledgeable Melbourne-based team, along with a growing network of brokers around the country. I would like to thank all of our customers, partners and the team here for their contribution in achieving this result.

An important part of our product is the protection it offers. Read about the promises we make to our customers on page 3. While we can't quite promise to protect your health, we can offer some tips – see more on page 2!

Finally, without wanting to start a trans-Tasman debate, we have included a never-fail Pavlova recipe. It's a favourite from Janette in our Loan Administration team, and you may want to give a go!

If you have any questions or feedback on this newsletter, please feel free to contact us on 1300 889 338 – we are here to help.

Best regards,
Andrew Ford - Chief Executive Officer



Friendly reminder

A Heartland Reverse Mortgage allows the flexibility to make loan repayments if you choose. A reminder that if you are making a repayment, it is essential that you include your Loan Number in the reference so we can credit your account.

Like us on Facebook

Stay informed and be in to win!



On the Heartland Seniors Finance Facebook page, we regularly post interesting and informative articles on travel, property, unlocking home equity, aged care financing, reverse mortgages, downsizing and other important issues concerning Australian seniors.

As well as keeping up to date with some of the latest news, if you like our Facebook page during July and August you will go in the draw to win one of three \$200 Coles Myer cards!*

*The winner will be drawn at Heartland's offices at 3pm on Friday 1 September 2017 and all winners will be notified directly. Their names will also be published in the next edition of Advantage.

IMPORTANT: Every effort has been made to ensure the accuracy of this newsletter. It is provided on the basis that the items are necessarily generalised and are not a substitute for commercial judgement or professional advice. Readers are urged: 1. to seek specific advice on any particular matter from a qualified professional person; and 2. not rely solely on this text.



Grey matters

Follow these five simple steps to keep your brain as healthy as your body

The brain is an incredible organ. It is made up of many different parts, all of which work together to help keep you alive and allow you to involve yourself in, and make sense of, the world around you.

Keeping your brain healthy is essential for living a fulfilling, healthy and long life. Best of all, it's never too early or too late to start focussing on brain health, as it can be improved and protected at any age.

Your Brain Matters, a program from Alzheimer's Australia, is based on scientific evidence that a number of health and lifestyle factors are associated with brain function and the risk of developing dementia. The evidence suggests that mid-life is a critical time to think about looking after your brain, body and heart. However, it is never too late to make changes that will improve your brain health. Five simple steps are recommended:

STEP 1 – LOOK AFTER YOUR HEART

Many people are unaware of the connection between heart health and brain health, even though it's common to say, 'what's good for your heart is good for your brain'.

Treatment of high blood pressure, high cholesterol, diabetes and obesity is necessary for good heart health and is also likely to protect brain health.

They are all conditions that are easily identified and treatable with health checks and advice from your health professional.

STEP 2 – BE PHYSICALLY ACTIVE

Now, more than ever, there is strong evidence that regular physical activity is associated with better brain function and reduced risk of cognitive decline and dementia. Exercise gives our brains a healthy boost and, once you start, you'll wonder why you waited so long. Exercise makes us feel good and is a great activity to enjoy with friends. The National Physical Activity Guidelines recommend being physically active for 30 minutes every day.

“

It's never too early or too late to start focussing on brain health, as it can be improved and protected at any age”

STEP 3 – MENTALLY CHALLENGE YOUR BRAIN

Keeping your brain active is important to keeping it functioning well. It could be learning a new language, taking up a new sport or doing a course in something you've always wanted to do. Challenge yourself often and keep learning new things throughout life.

Scientists have found that challenging the brain with new activities helps to build new brain cells

and strengthen connections between them. This helps to give the brain more 'reserve' or 'back up' so that it can cope better and keep working properly if brain cells are damaged or die.

STEP 4 – FOLLOW A HEALTHY DIET

Your brain needs a range of nutrients to function properly. Evidence suggests that a healthy, balanced diet may help in maintaining brain health and functionality. An eating plan that includes a higher intake of 'good fats', such as those found in fish and olive oil, is associated with a reduced risk of dementia. Foods that are high in antioxidants such as tomatoes, pinto and kidney beans, pecan nuts, cranberries, blueberries and oranges also seem to be good for brain health. The Australian Dietary Guidelines provide good ways to include a variety of foods every day.

STEP 5 – ENJOY SOCIAL ACTIVITY

It is important to be social with people whose company you enjoy. Social engagement has been found to have benefits for other health factors related to cognitive functioning, such as vascular condition and depression. It is mentally stimulating and may contribute to building brain reserve, which then contributes to a lower dementia risk.

We would like to thank Alzheimer's Australia for the use of this material. For more information go to the Your Brain Matters website www.yourbrainmatters.org.au or call the National Dementia Helpline on 1800 100 500.

Heartland's Promises

At Heartland Seniors Finance, we recognise the trust that those taking out a Heartland Reverse Mortgage have placed in us

In return, provided the loan obligations are met, we make the following promises to every customer:

PROMISE ONE Lifetime Occupancy

Your home will remain the place you live in for as long as you choose.

PROMISE TWO No Negative Equity Guarantee

The amount required to repay the loan will never exceed the net sale proceeds of the property.

PROMISE THREE Loan Repayment

There is no requirement to make any loan repayment until the end of the loan.

Our vision is to be Australia's leading provider of funding solutions to seniors. To achieve this, we aim to have the best product, best people and best process. This gives our customers peace of mind and enables them to live a better retirement.

If you have any questions about your specific situation, or would like further information, please give us a call on **1300 889 338**.



Unlock your wealth

Money doesn't grow on trees, but it can be harvested from your own home

The value of residential property in Australia this year has now reached \$7 trillion, up from \$6.5 trillion at the same time last year. This is over three times the value of all of the money held in superannuation and almost four times the value of the share market.¹

The growth has been underpinned by strong increases in property prices in capital cities – in particular Sydney and Melbourne – where median house prices have increased 61.9% and 28.9% respectively over the last five years.²

Higher property prices can make it tougher for first home buyers, and a recent study showed that 30% of Australians expect their parents to assist them in buying a property.¹ However, it does help seniors in accessing funds during retirement.

Almost 85% of Australians aged 65+ own their home³ and, for most, it is their most valuable asset.³ For these Australians, using the home to release some equity – through downsizing, selling a portion of the property (reversion) or a reverse mortgage – can be a great option.

The beauty of a reverse mortgage is that you continue to own 100% of the home, benefit from any appreciation in property prices and avoid many of the costs associated with

downsizing such as real estate fees, moving costs and stamp duty.

Many of our customers use the funds released to renovate and improve their property – adding further value and effectively investing in their biggest asset.

Other great uses include using funds to travel, refinance existing debt, upgrade a motor vehicle, or just to take the stress out of everyday bills.

We are proud to have helped thousands of

Australians enjoy a better retirement.

Whether you are an existing customer and have questions about your loan, would like to talk about applying for a Further Advance, or are looking at Reverse Mortgages for the first time, please feel free to contact our friendly team on **1300 889 338** or **enquiries@seniorsfinance.com.au**. We are here to help you.

¹Information sourced from CoreLogic reports.

²Australian Bureau of Statistics 2015, *Housing Occupancy and Costs*, 2013-14.

³Australian Government Productivity Commission 2015, *Housing Decisions of Older Australians*, Chapter 3.



Janette's No-Fail Pavlova



Janette from our Loan Administration team has an amazing pavlova recipe from her mother that has never failed. We hope you enjoy it!

Serves: 10-12

Preparation time: 80 minutes

1. Turn on oven to 150°C.
2. Beat egg white with an electric hand beater or a mix master until soft peaks form. Add 1/3 of the sugar and beat until dissolved. Gradually add the remaining sugar about a tablespoon at a time, then add the vanilla essence and vinegar whilst continually beating.
3. Use a round oven-proof dinner plate of approximately 27cm in diameter. Spoon mixture onto the plate and form a circle of about 20cm diameter leaving room for the meringue to spread. Smooth top and edge of meringue with the back of a large spoon or a spatula.
4. Place on lower shelf of oven. Cook for 10 minutes at 150°C. Reduce heat to 140°C and cook for a further 50 minutes. Pavlova should be a very light golden colour. Turn off oven and leave pavlova to partially cool for approximately 10 minutes. Open the oven door slightly to further cool.
5. Spread whipped cream on top of pavlova just before serving. Decorate with grated chocolate or fresh berries.

Ingredients

- 4 egg whites (at room temperature)
- 1 cup sugar
- 1 teaspoon vanilla essence
- 1 teaspoon white vinegar
- 300 ml whipping cream
- to decorate, grated chocolate or fresh berries

Other topping ideas:

- Poached pears, roasted hazelnuts and chocolate sauce
- Cherries, chocolate and spiced cream
- Smashed Peppermint Crisp or Aero bar
- Stone fruit, vanilla cream and maple syrup

Janette's tips:

- It is best to use a glass or ceramic mixing bowl. It also needs to be dry and grease-free. To do this, wipe the bowl with a paper towel dipped in a little bit of white vinegar.
- Separate the egg whites one at a time. Any yolk in your mixture will stop the meringue from whipping properly.
- Beat well to ensure the sugar is fully dissolved.
- Cool the pavlova slowly to prevent the meringue from cracking too much.

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Please note the information set out in this newsletter may change from time to time. Please retain for future reference.

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