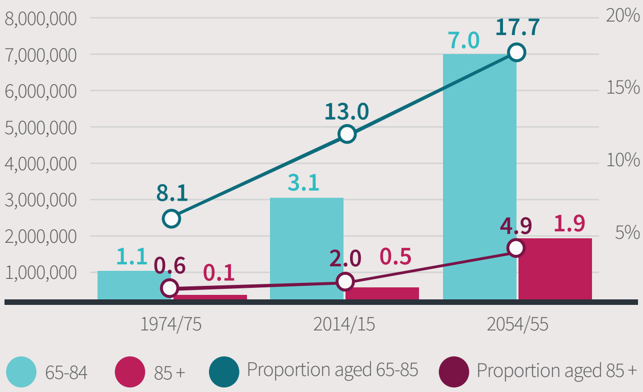
THE GROWTH IN AGED CARE ADVICE

THE TREND

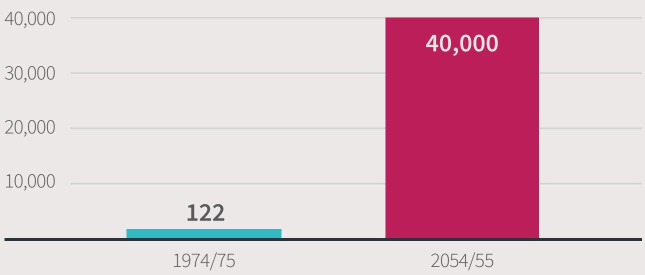
STATISTICS DRIVING THE LONG TERM TRENDS

The number of Australians over age 65 will more than double in 40 years time. The number of Australians over age 85 will also increase dramatically. This ageing population will drive the future of financial planning and transform Australia economically and socially over the next 40 years. **Aged care advice presents a growth opportunity that you can't afford to miss.**

PROPORTION OF THE POPULATION AGED 65 AND OVER*



THE GROWTH IN THE NUMBER OF AUSTRALIAN CENTENARIANS*

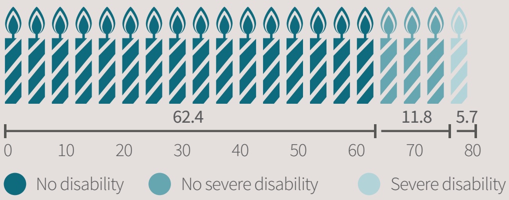


* Source: The Commonwealth of Australia .2015 Intergenerational Report. Australia in 2055

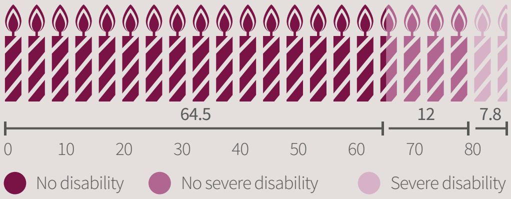
THE OPPORTUNITY

INCREASING DEMAND FOR AGED CARE ADVICE

Life expectancy improvements in Australia are matched by an increase in healthy life expectancy^



MALE LIFE EXPECTANCY
79.9
YEARS OF AGE



FEMALE LIFE EXPECTANCY
84.3
YEARS OF AGE

The proportion of your client base aged 65 and over is likely to increase rapidly. Clients aged over 85 years will also drive a greater need for aged care advice. **Are you equipped for the opportunity?**

VALUE OF PROVIDING AGED CARE ADVICE

1. Attract new clients
2. Expand services and value to existing clients
3. Intergenerational wealth transfer
4. Retain funds by building relationships with the children of clients
5. Create new relationships with professional referrers

^ Source: Australian Institute of Health and Welfare – Based on people born in 2012

DID YOU KNOW? +

At aged 65, a client's chance of needing aged care during their lifetime is...

♀ 68%

♂ 48%

\+ Source: Australian Government Productivity Commission Inquiry Report. Caring for older Australians, 20 June 2011

THE SUPPORT

Accredited Aged Care Professional™
Practical training and accreditation

Advice generator software
Develop advice documents

Business toolkit
Practical tools to build your business and give advice

Aged care paraplanning
An outsource solution

AGED CARE STEPS

Aged Care Steps provides a suite of tools and support materials to support the full advice process for aged care
www.agedcaresteps.com.au