



Invest in your future with HomeStart

Did you know that HomeStart has an Investor Loan designed especially to help our customers buy an investment property?

The Investor Loan lets you use the equity in your home to purchase a property for investment purposes – and as customers Craig and Angela found out, it's more achievable than you might think.

Craig and Angela took out an Investor Loan around 12 months ago to purchase a two bedroom unit in Morphett Vale, which they rent out through a real estate agent.

Buying an investment property, like home ownership, “had always been a dream of ours,” explained Craig.

“We had been speaking to some

friends in Sydney about it, and they said that buying in Adelaide was still good, you could still buy for a good price.”

While they weren't sure if HomeStart could help them achieve their investment goals, they were happy to discover that their home, purchased just three years earlier, had enough equity for them to qualify for an Investor Loan.

Even better, the upfront costs would be easy on their pockets.

“We had our house valued, and found out we had over \$100,000 in equity in our home, so our outlay was very minimal,” said Craig.

They were also pleased to find that making repayments on both properties was an affordable option for them.

“It only costs us around \$50 each

(\$100 in total) a week extra on top of what we get in return from rent, which is equivalent to a case of soft drink and some takeaway really,” said Craig.

“We are able to claim many of our costs back at tax time, such as our real estate agent fees and the interest we pay on the loan.”

Craig and Angela are thrilled to have achieved two of their major financial goals in such a short amount of time.

“I feel lucky just to own a house, never mind having a house and an investment property, and in just four years!” said Craig.

Terms, conditions and eligibility criteria apply. Fees and charges are payable.

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Get sorted – simple steps to organising your life



Professional organiser Lissanne Oliver presents on TV and radio to share her great tips.

Do you ever feel lost in a sea of paperwork? Had to pay a late-payment fee? Said ‘It’s here somewhere?’ Help is at hand!

Australia’s best known professional organiser, Lissanne Oliver, has spent years helping people get their lives into ship-shape. She explains that everyone can benefit from using simple steps and systems to sort their personal, work and living spaces.

“Being organised is like having money in the bank – whatever you put in today is going to save you a whole lot tomorrow,” she explains.

Instead of hunting around for bills or searching for matching shoes, you’ll have more time to spend with family or friends, or just relaxing.

“If you’re not organised or efficient and think it’s because you don’t have enough time, look at someone who is,” she says.

“You’ll soon discover that it’s not that they’ve got more time than you, but that they do little things every day.”

Lissanne’s book *Sorted!* is a great resource to get you on the road to organisation. It has a whole lot of useful

information on how to start sorting through all the things that add clutter and inefficiency to your life. Here are some of the top tips for getting sorted:

Start with the worst thing first:

By starting with the thing you least want to do, everything else is easy. Lissanne’s advice is simple – get on with it or get over it!

Turn big jobs into smaller tasks:

Breaking each job down into smaller tasks will make it feel much more achievable. Most jobs can be divided into tasks that only take five minutes. Once you’ve done a few of those tasks you’re well on your way to achieving your goal.

Tame the paperwork monster:

Paper can be a burden. Remember that it’s only hard work when you keep everything. It’s important that you keep only what counts. If you’re not sure whether to keep something, ask yourself ‘What’s the worst that could happen if I throw it away?’

Sorting: the four Fs:

For a super fast way to sort your papers and get organised, approach a pile of

paper with the four Fs in mind. ‘Finish it’ is for anything that is a work in progress, ‘forward it’ is for paper that doesn’t belong to you like forms you’ve filled out, ‘file it’ is for items you need to file for future reference, and ‘flick it’ is for anything you can throw away (if you’re not sure what to keep, see the tip above!).

Collect loose change for rainy (or hungry!) days:

Gold coins can be set aside in a safe place and used as savings for the two ‘P’s’ – pizza and parking. You might want to do the same with \$5 notes; it’s amazing how quickly they’ll add up.

If you’d like more great insights on getting sorted, or to order a copy of her best-selling book *Sorted!*, visit Lissanne’s website at www.sorted.net.au

Here’s your chance to win the ultimate ‘sorted’ prize! Enter this month’s Smile competition to be in the draw for a personal consultation with Lissanne worth up to \$500 – turn to the back page for details.



Loan capitalisation: interest rates and your loan balance explained

In this edition of Smile, HomeStart's CEO Gary Storkey talks about how interest rates affect your loan balance.

If you've ever looked at your loan statement and wondered why the balance seems to be increasing, the answer lies with the unique way that HomeStart home loan repayments are structured.

Your loan comes with a benefit you won't find anywhere else – it's called the Repayment Safeguard, and it's designed to help make your loan repayments more affordable.

With the Repayment Safeguard, your loan repayments are initially set at a manageable level based on your income. Typically, they stay at this amount for 12 months, then increase once a year at a rate based on inflation.

This means that even when interest rates increase, your repayments are unlikely to be changed – which provides added stability and makes it easier for you to manage your budget.

Because your repayments are generally only changed once a year, and interest rates may increase during that period, there could be times when the interest charged to your loan is more than your repayment amount. This is called loan capitalisation.

If you experience loan capitalisation, you can choose to make voluntary repayments to your loan so that your loan balance won't increase. You can also choose to keep making repayments at the levels set by HomeStart, with the peace of mind of knowing that over time your loan will be paid off in full.

Any voluntary repayments you make can be stopped whenever you like. If you want to increase your repayment amount, just login to **eHomeStart** or give your loan manager a call.

Terms, conditions and eligibility criteria apply. Fees and charges are payable. HomeStart reserves the right to increase repayment amounts independently of Annual Instalment Reviews.



Smile! You're onto a good thing...

HomeStart has always been proud to offer our customers the time and care they deserve to make their home ownership journey smoother. But did you know we currently offer competitive variable and fixed interest rates in-line with most major financial institutions?

Want to know more? Log on to www.homestart.com.au or call your Loan Manager.



Gary gets on his bike for Variety SA

HomeStart's CEO Gary Storkey joined 65 South Australian business people on a 1,600km motorbike ride to raise money for Variety, the Children's Charity.

The inaugural V2 Classic Bike Run gave bike enthusiasts the opportunity to travel from Adelaide to Robe, Mt Gambier, Port Fairy, Port Campbell, Hamilton, Penola and Tailem Bend over four days – and enjoy good times along

with raw hides all in the name of charity.

Gary describes the event as 'great fun', with highlights including the fantastic scenery and the interesting outfits donned by some of the riders on the 'lace and leather' night.

The event raised more than \$225,000 to inspire hope and enrich the lives of children in need in South Australia.

On a national level, Variety helps over 45,000 children and their families each

year and provides more than \$1,000,000 each month for special children – but thousands more is needed to reach all the children who call for their help.

HomeStart is proud to be associated with such a highly regarded charity that continues to make a world of difference for Australian kids.

For more information about Variety, the Children's Charity, or to make a donation visit www.varietysa.org.au.

SORTED!
organising & decluttering

Win a 1:1 session
with Australia's top professional organiser!

HomeStart is offering one lucky customer the chance to have professional organiser Lissanne Oliver visit their place for a personal consultation. Lissanne will help with hands on organising of your home, including creative storage ideas, spatial optimisation, paper, project time and task management. You'll be sorted in no time!

To enter, just fill in this entry form and send it to HomeStart Finance 'Get sorted' competition, GPO Box 1266, Adelaide SA 5001, by 15 September 2008.

You must be an existing HomeStart customer to enter, and you will need to include your current loan number to be eligible.

Name: _____ Loan number: _____

Address: _____ Postcode: _____

Email: _____ Daytime phone: _____

You can find your loan number on your HomeStart loan statement

Conditions of entry: The competition commences on 14 July 2008 and ends on 15 September 2008. Total prize value is a maximum of \$500. The draw will be conducted at HomeStart Finance, 153 Flinders Street, Adelaide on 17 September 2008 at 12 noon. There will be one winner and they will be notified by phone. The winner agrees to have photos taken by HomeStart for promotional purposes. The 'sorted' consultation must take place on a date agreed to by SORTED! and the winner within 12 months of prize being drawn.



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