



Invested Webinar Series

What Type of Investor Are You?



Meet Robbie & Claire...

Profile

Married for 16 years with 3 children aged 10, 8 and 7, living in Wicklow.

Robbie is a self-employed engineer and Claire is a secondary school teacher.

Robbie earns €58kpa and Claire €47kpa.

Motivations

They are a very sporty family. Robbie regularly competes in triathlons, and the whole family love mountain biking, enjoying the outdoors and all are heavily involved in the local GAA club. Both are fond of living where they are, Robbie's parents live 5 minutes away and they are well connected within the community.

Behaviours

Robbie is the spender of the two, and has some top of the range triathlon bikes. Claire is the more conservative of the two.

Attitude to risk

Robbie is more open to risk 5/6 and Claire is more prudent 2/3

Fun facts

Favourite drink: Craft beer (Robbie) and G&T (Claire)

Priorities

- ▶ Robbie is self-employed – so he needs to look into Critical Illness, Protection and Pension
- ▶ Wills for both Robbie and Claire
- ▶ Kids' education fund for 3rd level - 7 - 11 years away to build funding
- ▶ Emergency Fund
- ▶ Lump sum for Investment

Key Concerns

- ▶ Afraid of losing money (Claire)
- ▶ Access to money when invested
- ▶ Health issues/ are they covered?
- ▶ Downturn in work for Robbie
- ▶ Differing attitude to risk

Assets/Liabilities

House:

- ▶ They live in a 3 bed semi-detached house which they bought when they got married for €300k with a 30 year mortgage. There is now 14 years remaining and €200k still owing.

Savings/Assets:

- ▶ €4k in a current account
- ▶ €112k in a BOI deposit account

- ▶ €20k in a PTSB savings account
- ▶ 3 years ago they received an inheritance of €150k from the sale of Claire's grandmother's house in Dublin. They spent some of this money doing up their home and put the remainder on deposit.
- ▶ Child benefit x 3 (€420 per month)

Short, Medium & Long Term Needs:

Short Term (0 – 1 year)	Medium Term (2 – 5 years)	Long Term (5+ years)
Goals: <ul style="list-style-type: none"> ▶ Monthly income €6k per month ▶ Living day to day expenses for 5 people ▶ Holidays ▶ Sports expenses: gym, bikes, GAA club ▶ Health Insurance 	Goals: <ul style="list-style-type: none"> ▶ Emergency fund €36k ▶ Home upgrade €35k attic conversion ▶ Car upgrade €15k 	Goals: <ul style="list-style-type: none"> ▶ College fund for 3 children €420 per month ▶ Beat inflation/Grow savings €48k ▶ Holiday home in Wexford ▶ Pension: Secure their lifestyle in retirement. Max 25% of salary €58k
Priorities: <ul style="list-style-type: none"> ▶ Instant access ▶ Capital security 	Priorities: <ul style="list-style-type: none"> ▶ Capital security ▶ Some access/growth 	Priorities: <ul style="list-style-type: none"> ▶ Growth ▶ Inflation protection
Potential Solutions: <ul style="list-style-type: none"> ▶ Personal current account ▶ Demand deposit account 	Potential Solutions: <ul style="list-style-type: none"> ▶ Medium term deposit ▶ Notice deposit e.g. 31 days 	Potential Solutions: <ul style="list-style-type: none"> ▶ Investing in funds ▶ Tracker bonds ▶ Direct holding in shares

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