

FINANCE & BUSINESS



NZRP BY THE PLAYERS
NEW ZEALAND RUGBY PLAYERS ASSOCIATION FOR THE **GAME.**

p 0800 PLAYER

w www.nzrpa.co.nz

e contact@nzrpa.co.nz



When it comes to your finances and business it is important to surround yourself with good people and, just like your rugby team, you need to be able to trust them and they need to be skilled in their position to help you perform to the best of your ability.

Recommended primary support network

Lawyers

You may need to use a lawyer to:

- buy or sell real estate ['conveyancing']
- get a divorce or separation
- arrange child support or child custody
- draw up an agreement or contract (e.g. relationship agreement, rental and lease agreements)
- represent you in cases involving the police
- help with immigration applications
- make a will or set up a trust

Two types of lawyers

There are two types of lawyers in New Zealand – barristers and solicitors. Barristers do court work and solicitors do other legal work that does not require them to represent their clients in court.

Confidentiality

Lawyers must treat everything you tell them as confidential. The advice they give must be independent and they must use their skills for your benefit.

Finding a lawyer

The New Zealand Law Society has a website where you can find a lawyer or law firm. www.lawsociety.org.nz/for-the-community/find-lawyer-and-organisation.

Legal fees

Fees charged by lawyers vary widely. Always ask what their hourly rate is before getting a lawyer to do any work for you and get an estimate for the services you've asked for.

Accountants

Accountants provide accounting services to companies, organisations and individuals. They prepare financial statements and forms and advise clients on financial aspects relating to their individual or business needs (e.g. tax).

In New Zealand, anyone can call themselves an accountant. Therefore, there are many accountants who are not members of any professional body. They may not even hold a bachelor's degree in accountancy or have any relevant education or experience.



Introduce your accountant and lawyer to each other so they can work as a team for you.

Finance & asset support network

For players' protection, we recommend only using an accountant affiliated to either one of these professional bodies:

- Chartered Accountants Australia & New Zealand [known as Chartered Accountants, CA will often appear after their name]
- CPA Australia [known as Certified Practising Accountants, CPA will often appear after their name]

Accountants who carry the CPA or CA qualification will have studied for around six years in order to earn the title, so they have a higher level of accounting education and experience. It is also mandatory for both CPA and CA members to have professional indemnity insurance. This insurance covers claims by clients for breaches of professional duty or negligence resulting in financial loss. This is a significant benefit for clients who use CPA or CA members.

We encourage you to ask what professional membership a public accountant holds and what fees will be charged prior to agreeing to any work being done.

Things to consider

All lawyers and accountants do not do all things. If we use an example of a doctor, you go to your general practitioner [GP] first and, if necessary, they'll send you to a specialist, who has more expertise in the field you need. Your legal and financial needs work the same way.

You might have a general accountant who will send you to a specialist for certain things, so it is useful to find out who they have working in their accountancy

firm and what specialist services the company can offer. For example, if you are going overseas to play, you will need an accountant with extensive experience or knowledge of the tax consequences of earning foreign income while still being a New Zealand resident for tax purposes.

The same goes for lawyers. You might need someone who specialises in commercial law when you are doing business deals, but when buying property, you'll need a property lawyer, or if you're dealing with a relationship break-up, you might need a family law specialist.

It is important to try to have at least 3 months living costs saved up for unexpected situations.

Finance and asset protection education is an important part of a player's personal development



Secondary support network

Mortgage brokers

A mortgage broker is a financial adviser who negotiates mortgage loans on behalf of individuals or businesses. A good mortgage broker will also manage the application process and provide tailored advice for their clients. If choosing to use a mortgage broker, we recommend this is done in conjunction with your accountant and lawyer.

Advantages of using a mortgage broker

- A mortgage broker can be great for those with a poor understanding of the finance and mortgage industry, or their own financial affairs.
- If you don't have the time to do the extensive research required to properly assess the variety of home-loan products available to you, a mortgage broker can do this for you (within the products they sell) and negotiate on your behalf.
- Brokers can help you put a loan application together.
- They may be able to help you find a loan if a bank says no and may be able to get a better deal than if you went direct to the bank.

All mortgage brokers are now required to be registered financial advisers. They must have a complaints process in place and belong to a dispute resolution scheme. Check the official Financial Services Providers Register at the New Zealand Companies Office website. **www.fsp-register.companiesoffice.govt.nz**



Disadvantages of using a mortgage broker

- Different lenders pay different commission rates to mortgage brokers. This means that they may prefer to place you with one lender instead of another because it benefits them more. They may also only show you products from a small number of lenders, which may not result in the best deal for you.
- Some banks don't deal with mortgage brokers.
- You have to shop around for a mortgage broker first, settle on one, then let them shop around for you.
- If you don't end up borrowing through a loan they find, you may still have to pay a cost. Make sure to read the fine print.
- Educational qualifications and industry experience can differ widely between brokers, so make sure to enquire about this before you engage the services of any mortgage broker.

Questions to ask mortgage brokers

- **How many lenders do they deal with?** There's no point in going to a mortgage broker who recommends products from only two or three lenders – you could compare far more products than that by yourself, quickly and easily. It's also worth asking whether they have a bias towards any lender and, if so, why?
- **What are their fees and commissions?** How much will the mortgage broker be paid by the financial institution for referring your business to them? After all, everyone gets paid for the services they provide.
- **What will your refinancing costs be?** Refinancing costs (for example, a loan application fee, a property valuation fee, lenders' mortgage insurance) are separate to the payment that the broker receives – and these refinancing costs come out of your pocket! It's important to ensure that the costs associated with switching are not going to outweigh the benefits.

You can compare home loans and get more information on mortgage brokers at: **www.canstar.co.nz/home-loans/use-mortgage-broker**
For more information on getting a mortgage, check out: **www.sorted.org.nz/guides/home-buying/shopping-for-a-mortgage/**

Finance & asset support network



Financial advisers

Financial advisers advise on financial planning, insurance, investing and other financial services.

They can also provide guidance on the following:

- investments and retirement planning [e.g. managed funds and investment trusts]
- insurance [e.g. personal and business insurance]
- KiwiSaver [e.g. selecting the right provider, switching to a more suitable scheme and contribution consultation]
- financial planning for all ages and stages of life

Everyone in the business of providing a financial service in New Zealand, whether based here or overseas, must be on the Financial Service Providers Register [FSPR] before they can legally provide financial services.

There are some exemptions, which can be found here:

www.fsp-register.companiesoffice.govt.nz/help-centre/registering-a-financial-service-provider-fsp/who-must-register-as-an-fsp/

Most advisers work on a commission model. That means they get payments to funnel your money into certain investment products. This can sometimes make it difficult to see whether they are choosing the best investment for you.

There are several ways financial advisers charge fees. It is important you are aware of all fees that will be charged upfront and on an ongoing basis. These may include consultation fees, financial plan fees, annual advisor fees and portfolio service fees.

A good checklist

1. **Are they registered?** Check the database at www.fsp-register.companiesoffice.govt.nz
2. **How are they paid?** They should disclose this upfront, in writing, without having to be asked.
3. **Can they help you with everything you need advice on, or only some specific areas?**
4. **How much do they charge?** [Ideally, this should be a dollar figure as percentages create an unknown value to you]. Are there any hidden fees at the end of the contract or ongoing costs?
5. **Do they listen to you and understand what you want?**

Bank wealth managers and private banking

Bank wealth managers are usually qualified professionals who have expert knowledge of the investment planning process and the particular investment products of their bank.

Private banking is an exclusive service that offers the highest level of personalised banking. Typically, the private banking criteria consists of a minimum annual income [usually in the range of \$250,000 per annum] or the intention to invest a minimum figure of around \$1 million.

A dedicated private banker and associate will be assigned to you and they will be on call to assist with any of your banking requirements. This could include managing your private wealth, arranging your home and investment loans, protecting your lifestyle and assets, and managing your everyday banking.

Decision to use any services

The end decision to work with someone lies with you, do your homework and research but if you use their services and you are not happy with them, don't be afraid to change to someone else.

Other resources

www.sorted.org.nz/guides/planning-and-budgeting/getting-advice

www.FMA.govt.nz

www.newzealandnow.govt.nz/living-in-nz/safety/getting-legal-help

Investing

As players start making more money, they often start thinking about making investments. At this point, getting the right sort of advice is critical.

Make sure you get independent financial advice from a person authorised by law to give it. The Financial Markets Authority (FMA) is a government body set up to enforce financial regulations. You'll find material on its website that will help you to find a registered financial adviser. www.fma.govt.nz/investors/getting-financial-advice/finding-an-adviser/

There are many different types of investment including:

KiwiSaver – a government-sponsored retirement savings scheme

NZ Rugby Super Saving Scheme – a retirement savings scheme available to Super Rugby players, Black Ferns and All Blacks

Term deposits – earning interest by agreeing to leave your money in the bank for a fixed amount of time

Business ownership – putting your money into buying a business, buying a share in a business or starting your own business

Shares – buying shares gives you a percentage of the ownership of companies that are listed on the stock exchange – if the share value goes up, you'll earn money when you sell them

Property – buying residential, commercial and industrial buildings

Property development – buying land/property and developing it by putting buildings on it to sell or get people to invest in to generate profit

Shares

If you're planning to invest in shares, it is important to do your homework. You can purchase shares through a share broker or you can get a portfolio manager to buy and sell shares and look after your portfolio on your behalf. It is recommended that you use a share broker that is registered with the FMA. You can find

out more about share brokers at www.NZX.com – the website of the New Zealand stock exchange.

Before investing in shares, seek advice from an independent qualified financial adviser. Ask them to help you set some objectives and goals in terms of what you want to achieve through your investment taking the following into account:

How long are you investing for?
How much risk do you want to take?
Do you need to live off the income you are generating?
How easily can you exit the investment?
What are your growth expectations versus your risk?
What tax considerations do you need to think about?
What will your share portfolio (shares you own) be made up of? Low-risk assets or higher-risk growth assets?
Are my investments good quality and well diversified?

When you are making choices about shares you may want to consider whether the company you are investing in has:

- a strong financial base
- a strong management team and governance
- a growth market and opportunity to expand
- a competitive advantage and no easy competition
- a record of good earnings and dividends – profits for shareholders

Again, your qualified financial adviser will be able to assist and guide you prior to making any investments. However, once you have a portfolio established, make sure you sit down with your financial adviser and reassess your portfolio and what your asset allocation is at least once a year.

Share Information from Craigs Investment Partners



Guide to investing in property

Residential property is a popular investment



There is plenty of information available about buying properties and, if you have a specific place in mind, real-estate agents will be able to provide you with much of the relevant information. However, as with most things in life, it is a good idea to have independent experts to assess the risk for you. These experts should include your lawyer, accountant/investment adviser and any mentors who are able to advise you on the economic viability of the property.

Who do you need on your team when purchasing a property?

Builder – It is advisable to get a builder's review. While this may cost money, it is well worth it to prevent buying a leaking building or a building that has hidden issues which could be very costly in the long run.

Lawyer and accountant – It's a good idea to work with a conveyancing lawyer, as they specialise in purchasing properties. If you want to put the property into a trust, your accountant can help you do that. [See information on finding a lawyer and trusts in this section.]

Banker/mortgage broker – You may also need the help of a banker specialising in home lending or a business broker to help you to arrange loan financing and work out how much you can afford to spend. Mortgage brokers can also do the homework for you when it comes to finding the best mortgage rates available.

Business buying adviser – If you are buying a business, it is a good idea to seek the services of a business buying adviser as they specialise in this field. Your accountant should be able to recommend one for you.

What reports do you need before purchasing a property?

Builder's report – As well as doing your own inspection – look for roof stains, bounce on the floors and check for damp – it is advisable to get a builder's review for any property you're looking at buying. While this may cost money, it is well worth it as the report should alert you to any hidden issues, which could be very costly in the long run. These issues could include whether the building has leaks or if there are any underlying structural issues.

Geotechnical/engineers report – These specialist reports are usually required if you're planning to build on bare land. They can also be advisable for properties on cliff tops or where the land may be unstable.

LIM report – You need to view a Land Information Memorandum report (LIM), which the real estate agent should be able to give you. If not, apply for one at your local council. The report should contain all information held by the council about the property including zoning, building consents and any rates owing on the property.

Registered valuation – The capital value (CV) is set by your local council and they use it for working out the rates due on the property. This differs from the registered value of the house, which is how much the property is worth in the current market. Your

Guide to investing in property

bank or mortgage lender might require you to get a registered valuation on a property you're considering buying. These are done by independent registered valuers. Your local council should be able to provide a list of registered valuers.

You can get a list of qualified builders and engineers from your local Master Builder Association, the Building Research Association, your local council or the Institute of Professional Engineers.

Four ways to buy property

Auction – Potential buyers bid for the property through an auctioneer and when the bidding reaches the reserve price (the minimum price required for the property) it is then deemed to be 'on the market' and will sell to the highest bidder.

Tender – Private and confidential offers are made before a set deadline. The person selling the property then decides which offer they'll accept.

Negotiation – A potential buyer makes an offer on the property then the buyer and seller can negotiate until they reach a price they both agree on. This is usually done through a real estate agent.

Mortgagee sale – In these cases, mortgage repayments have not been made to the bank or finance company that has lent the money for the purchase of the property. This results in the lender taking ownership of the property and offering it for sale usually via tender or auction.

Some basic things to consider when looking at property

Residential properties

- Is it a solid construction?
- Is it close to amenities? (schools, universities, shops, sports grounds, hospitals, public transport and other infrastructure)
- Is it in a good location?
- How safe do you feel?
- Is it suitable for kids and pets?
- Can you add value to it? Could you increase its value by painting it, remodelling the kitchen, upgrading the bathroom, doing the garden or building fences?
- Don't forget to factor in costs, such as moving trucks, getting connected to utilities, insurance, rates and legal fees.

Commercial properties

- Is it in a good location?
- Is it a good quality building? If the quality is not good, upgrading it can be expensive
- Does the building give you multiple options for potential uses?
- What is the quality of the current tenants? How easy will it be to get new tenants?
- How much does the property rent for currently? What will your return on investment (ROI) be?

www.barfoot.co.nz/buy/buying-guide

www.findlaw.co.nz/articles/4253/buying-a-home-a-beginners-guide.aspx

Commercial property is another type of investment

Top 10 tips for starting your business

01

Choose the right professional service providers to represent you

Make sure your advisers are experienced and capable in their ability to identify risks and provide the correct information. Avoid advisers who are of a 'yes-man' mentality and only tell you what you want to hear.

02

Educate yourself on the financial basics

Your advisers will point you in the right direction, but you should have a basic understanding of your own finances. Get familiar with your finances and ask your advisers questions, plenty of questions! Always ask for an explanation if you are uncertain.

03

Structure and planning

Failing to plan is planning to fail. Before making a contract decision domestically or abroad, committing to an investment, purchasing property or entering into a loan agreement, consult your accountant at the very least. Discussing business structures and agreeing a simple business plan that best suits your circumstances is vital in order to protect and maximise your financial interests.

04

Tax

Taxes are inevitable. Set aside a monthly contribution towards your tax bills. This is the simplest yet most overlooked piece of advice. Setting aside a monthly amount will ensure that there are enough funds in your account to pay your tax on time, thereby avoiding costly interest and penalties. A lump-sum cash payment might be deposited into your account, but remember, not all of it is yours to spend!

05

Cash is king

Cash will always do the talking. Having the right amount of access to cash will protect you from unexpected bills and offer you more flexibility to make decisions.

06

Keep business and private expenses separate

"The company will pay for it." Wrong. If your spending has no relevance to your business, it will cost you money in the long run. Avoid spending business funds on personal items, full stop.

07

Diversify your customer base

If most of your sales come from one customer then they dictate your business. Have options and multiple customers if possible.

08

The devil is in the details

Signed contracts and contract wording are key to ensuring both ends of a transaction are maintained. A handshake only counts for so much. If the dollars involved are getting serious, contracts and paper trails are everything.

09

Make a budget

If you can't measure it, you can't change it. Keeping your spending under control is only achievable if you have the means of tracking it and keeping within your parameters.

10

Think about your exit strategy

Is your business for life or are you looking to sell it for a profit? Have this in mind when entering into contracts or committing to expansion or upgrades.

by Deloitte



Player business tips

Players who have started businesses share their top tips for fellow players

The saying is true that start-up costs twice the budget and takes double the time to get going.

You have to adapt your game plan to suit the game in business just like on the field.

Learn all aspects of the business – the more you know the better.

As rugby players we are pretty trusting but it is important not to be so naive in the business world.

Have a consultant handy that's been in the industry would be my best advice.

It is simple things like returning people's phone calls, sticking to time frames and being honest that are valued by clients.

It's so important for the mind and for our future to have a life outside of rugby.

Be prepared to learn about business plans, marketing strategies, budgets and tech stuff.

Time management and team-work were the biggest things that I learned playing rugby that have helped me.

Things haven't always run smoothly but that just adds to the experience and the challenge.

You don't have to take everything as gospel but break it down and take what is relevant.

You need to have a clear strategy but stay open minded.

Make sure you work with good people, and it always takes more money than you anticipate.

Just like a rugby team, we try to create a positive environment where everyone enjoys coming to work and interacting with the customers and having a laugh.

Take on-board all feedback – I like to seek out the bad first.

Service is key in business.



"Managing our time correctly and having good habits is crucial. I have found creating a schedule for the day of what I want to accomplish is an important part of my routine, and having a calendar with a to-do list for the morning that I write before I go to bed helps me achieve success big or small. Most importantly setting aside quality family time is my top priority." Huriana Manuel-Carpenter, Sāchi-wolf and Derek Carpenter – owners of F45 Te Atatu

People appreciate good service, good manners and being a tidy tradesman.

Starting up a business is all about timing. If you have a great product and business plan in place but your timing is off then your business won't be received as well as it may have been if your timing was right.

Surround yourself with experienced people who have succeeded and failed so they can see things before they happen and know what it takes to make it work.

I found out it is important to have a stable support network post-rugby. Don't be afraid to tap into your network both inside and outside of rugby.

Player business tips

Players who have started businesses share their top tips for fellow players

Work in the industry to get a good grounding first before you go into it. If I had done a year or two under someone else, I think I would have saved some money on structures and systems.

Don't spend money on what doesn't matter.

There are always doubts about will it or won't it work. Doubts are normal, but once you're happy you've done enough due diligence, don't be afraid to get into it.

There is a lot of hard work involved, but it's what you make of it. We are learning every step of the way and the tricky situations only make you stronger.

Things don't always happen as quickly as you expect, so you have to be prepared for that.

Get good advice early and understand the system depending on what country you're in. There are lots of rules and regulations to get your head around.

Surrounding yourself with a variety of good and knowledgeable people is critical.

Just be aware that it is a tough, competitive industry that you have to keep a close eye on if you are going to be successful. Also be adaptable and open-minded.

People are a critical asset in a business like this and this is something you learn in rugby, but probably don't appreciate at the time.

Don't expect your employees to be as passionate as you.

It takes a lot of courage to start something and determination to make it work.

Do research to identify all the issues you would expect you would have to overcome.

You learn from coaching and being in a team how to manage people, and this is one of the hardest skills to learn.

Planning is crucial. Be open to opportunities as you never know when they might present themselves.

Sometimes you can't always be the nice person.

It's not easy, but it's so rewarding at the end of the day. It's also great to have a passion outside of rugby, which you can translate into work.

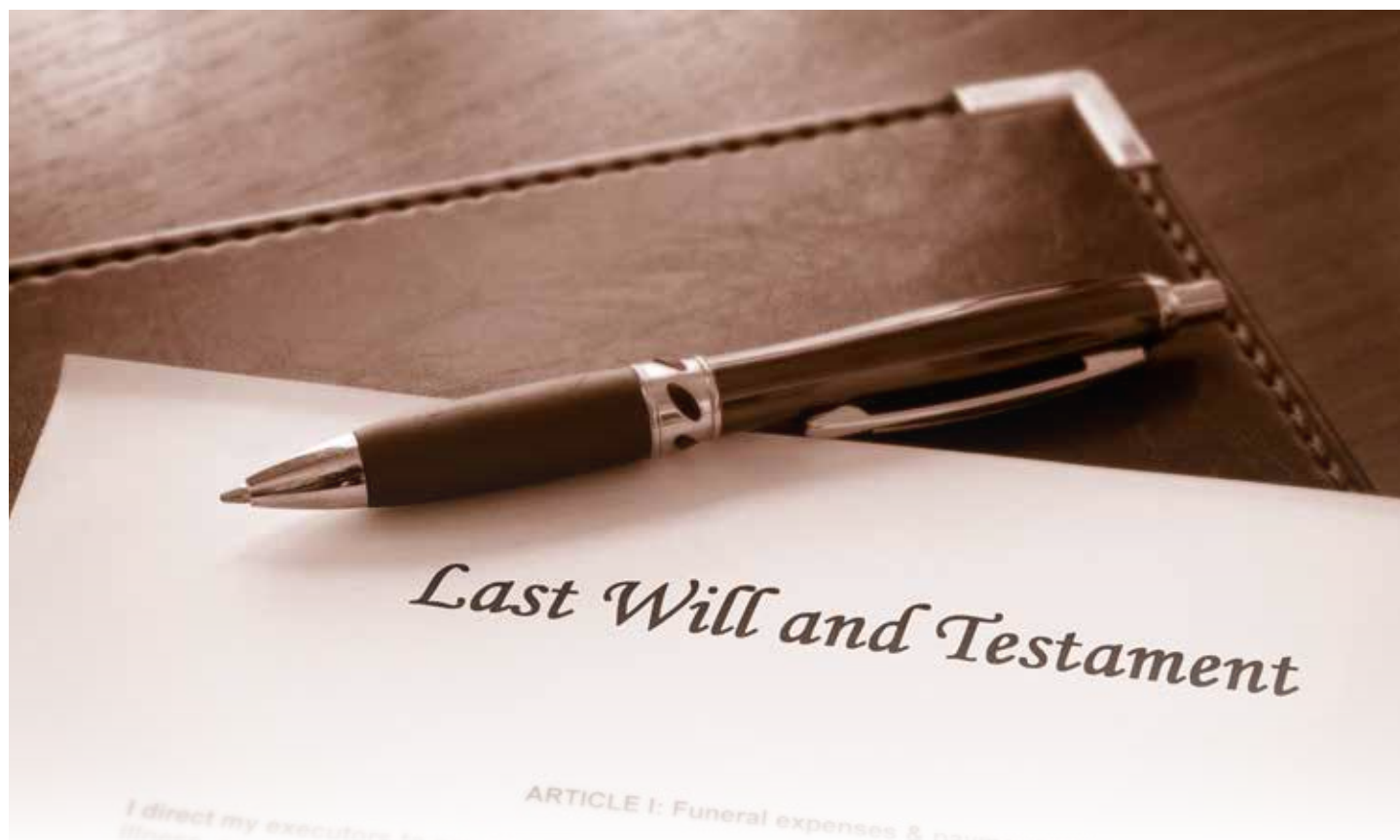
It's hard work. We understood and prepared for the work at the café, but the things at home (eg administration and paperwork, baking, take-home stress) were underestimated a little.

As with most things in life, finding your 'why' helps with your motivation.

PHOTO CREDIT
FARMSTRONG



"I wanted to have my own business and have control over my own time. We thought farming would be a great way to have the lifestyle we always wanted as a family. Farming is what I have always done and loved. We saved pretty hard the whole time as we always wanted our own house and then our own farm. We set mini goals and then those goals evolved." Farmer Sam Whitelock



Do you have a will?

A will is a legal document that sets out your instructions on how you want your estate administered after you die. Your estate consists of everything you own and owe. A will helps to make sure that your dependants (children, spouse, civil union partner, de facto partner) are looked after in the way that you wanted.

Having a will ensures that your wishes are heard and that what you want to happen after your death happens. It also means that your finances and estate can be dealt with quickly and more cheaply than if you had died without a will. Having a will also helps to minimise any chance of disputes over your estate once you have died. It is important to ease the financial and emotional strain on your loved ones by having a will so they can access your estate.

Death is stressful enough without your family having to face the stress of your property being distributed according to the government's Administration Act, which is what happens (Government policy) if you die intestate (with no valid will). This can result in costly disputes for your family and be a very messy and long process.

The cost of wills will vary depending on how complex they are. Ask for an estimate of costs before engaging a lawyer's services.

Every adult should have a will – it could be the most important document you ever sign!

It is a good idea to update your will when you:

- buy property
- get married or have a civil union (a will made prior to a marriage or civil union is automatically revoked unless it is made in contemplation of that particular marriage or civil union)
- are in a new de facto relationship
- have children and appoint legal guardians for them (Guardianship of children)
- have grandchildren
- end a relationship
- establish a trust
- have a change in assets or debt

You should review your will every five years or if there are law changes that affect things in your will.

You can sometimes add a supplement to your will when circumstances change, but your lawyer will advise you if you can add a supplement or if have to write a new will.

A will should contain:

- who you want appointed as the executors of your will [these people will ensure your instructions are carried out, and usually include your lawyer and a family member or close friend]
- how you want your assets to be distributed [this includes property, car, jewellery, heirlooms, superannuation, life insurance, shares etc]
- who you want to be appointed as guardians of your children who are under 18 and if assets are to be held in trust until they are adults
- any plans you have for existing trusts [who will be new or additional trustees and forgiveness of debt]
- any specific requests you have [eg donations to charity or special gifts to people]
- any directions about funeral arrangements including organ/tissue donations
- Maori Land – as covered in the Maori Land Act [Te Ture Whenua Maori Act 1993], there are special laws governing who can inherit Maori land

A will can be invalid if:

- it was not witnessed and signed correctly
- it is believed you were not of sound mind when you made your will or you were under the age of 18
- it is believed that you were pressured or influenced when making your will
- you have got married, had a civil union or ended either of these relationships since making the will

A will can be challenged if:

- someone believes they have not been provided for suitably by your will
- a living partner wants their share of any relationship property instead of what the will states
- someone believes promises made to reward work or services were not provided for in the will

Living wills

A living will or an advance directive is a verbal or written explanation of what you want to happen to you if you suffer an accident or become ill to an extent that leaves you incompetent to make decisions about your health care. It has to be made while you are of sound mind and in good health.

Organ donation

Organ donation [heart, lungs, pancreas, liver and kidneys] is only possible when a person is on a ventilator and in an Intensive Care Unit, usually with devastating brain damage. Tissue donation [eyes, heart valves and skin tissue] is possible in most circumstances. When people die wills are not usually read in time to do organ or tissue donations, therefore it is important to let your next-of-kin know you want to donate your organs and tissue as they will be asked for their consent to use them. Visit www.donor.co.nz for more information.

To leave your body to science, you need to arrange this with the body bequest programmes at the medical school at either the University of Otago or the University of Auckland and a copy of these details should be kept with your will.



Gifting

In the legal sense, gifting is the voluntary transfer of property or funds from one person to another without any expectation of compensation. If you want to make a one-off donation, this is called gifting. You can do this while you are still alive or put it in your will.

Probate

Probate is the application made to the High Court once a person dies requesting that administration rights be granted so that the assets of the deceased can be distributed in accordance of the wishes of the deceased from the will. Lawyers need to be appointed to make the application for probate to the High Court. Probate usually takes four to eight weeks or longer if everything is done and presented correctly. Beneficiaries under a will should not expect to receive their distributions from the estate for approximately six months after the death. However, this is only a guideline of time as each situation can be different.

You can do your will with any lawyer or through www.publictrust.co.nz.

Power of attorney

Having a will gives you peace of mind

Enduring power of attorney (EPA)

An enduring power of attorney (EPA) is a document through which you can appoint someone to have the legal right to act on your behalf and make important decisions if injury or illness mean you are unable to make those decisions.

There are two types of enduring power of attorney:

Enduring power of attorney - personal care and welfare

This can only be used in respect of decisions that affect your health when you are unable to make those decisions yourself.

Enduring power of attorney - property

This enables the nominated person to deal with your finances and property and pay your bills if you are unable to do so.

Having an EPA in place means that your family are protected in the event you are not able to deal with issues that arise when you are incapacitated. It also means that those you trust will be in control of your decision-making processes, usually in a manner that you wish.

A lawyer or the Public Trust, which is a government entity set up to help with wills, trusts and estate administration, can help you to establish an enduring power of attorney.

Useful websites

www.lawsociety.org.nz

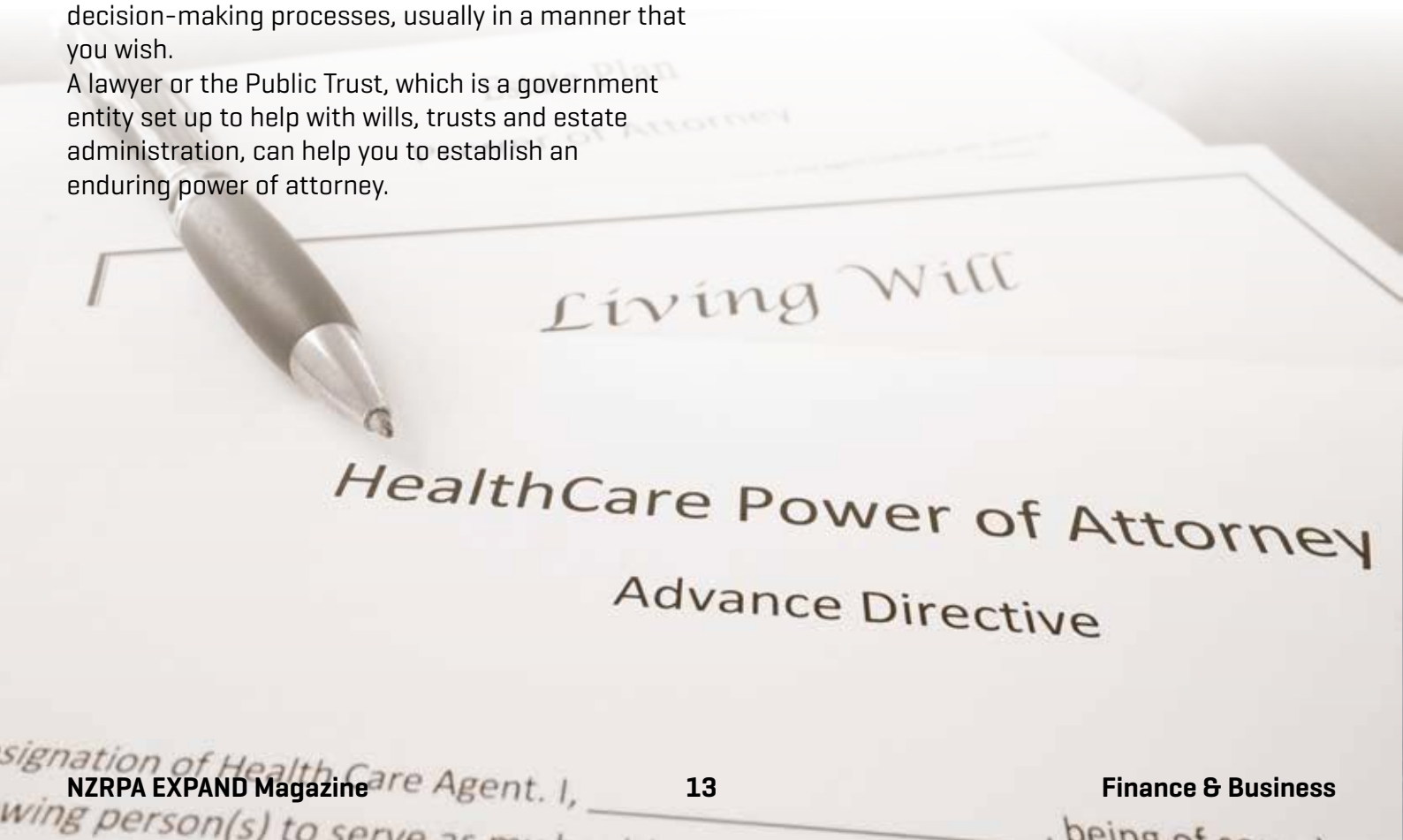
www.findlaw.co.nz – if you don't understand legal matters, this is a useful website that explains legal information and terminology.

www.publictrust.co.nz

Independent financial and legal advice from experts is crucial. If you do not have a good lawyer and accountant, the **NZRPA** can help you source reputable and highly experienced ones. Call **0800 PLAYER** or email contact@nzsra.co.nz.

The New Zealand Law Society's **comprehensive publication** - Making a Will and Estate Administration – can be found on their website. www.lawsociety.org.nz/data/assets/pdf_file/0019/69220/Making-a-Will.pdf

Information provided here is a summary of this publication



Relationships & money



Money can be a contentious issue for many people. Whether you are single, in a relationship that is de facto, same-sex or heterosexual, you may want to protect your assets. Therefore, it is a good idea to get independent financial and legal advice on future-proofing your assets. When talking with your advisers, consider discussing the following:

- **Setting up a Relationship Property Agreement with your partner**
- **Establishing a trust to hold your assets**
- **Making sure your will is up to date**
- **Putting an enduring power of attorney in place**

Relationship Property Agreements

In New Zealand the Property [Relationships] Act states clearly how property must be divided should a relationship breakup. However, if you and your partner put a Relationship Property Agreement in place, which agrees on how you'll manage property during the relationship and stipulates how you will divide any assets should your relationship break up, you can 'contract out' of the process set down by the act .

For this to be binding, both parties must have sought independent legal advice and have their lawyers present to sign the agreement. These agreements are often used to protect the assets and property of one partner, but they can also be used to prevent a partner from taking on debt.

You can make this agreement at any time during your relationship, however it's most commonly done before a couple marries, so is often known as a pre-nuptial agreement or pre-nup. However, it is a good idea to discuss any possible agreement before you move in with your partner. Good communication is the key here. The reality is rugby players can make a lot of money over their career, so it is important to set yourself up well in order to prevent financial hardship later on in life. This is where independent financial and legal advice from experts is crucial. If you do not have a good lawyer and accountant the **NZRPA** can help you source reputable and highly experienced ones. Call **0800 PLAYER** or email **contact@nzrpa.co.nz**

Trusts

A trust is a legally binding arrangement through which you transfer legal ownership of assets to trustees who look after them for the benefit of the beneficiaries of the trust. Setting up a trust allows you to support people or causes you care about now and in the future. One of the most common types of trust is a family trust, which is established to protect the assets of the family.

A trust has three parties in it:

- 1) A settlor – the person who sets up the trust
- 2) Beneficiaries – the people who benefit from the trust [for example, you and your family]
- 3) Trustees – the people who run the trust

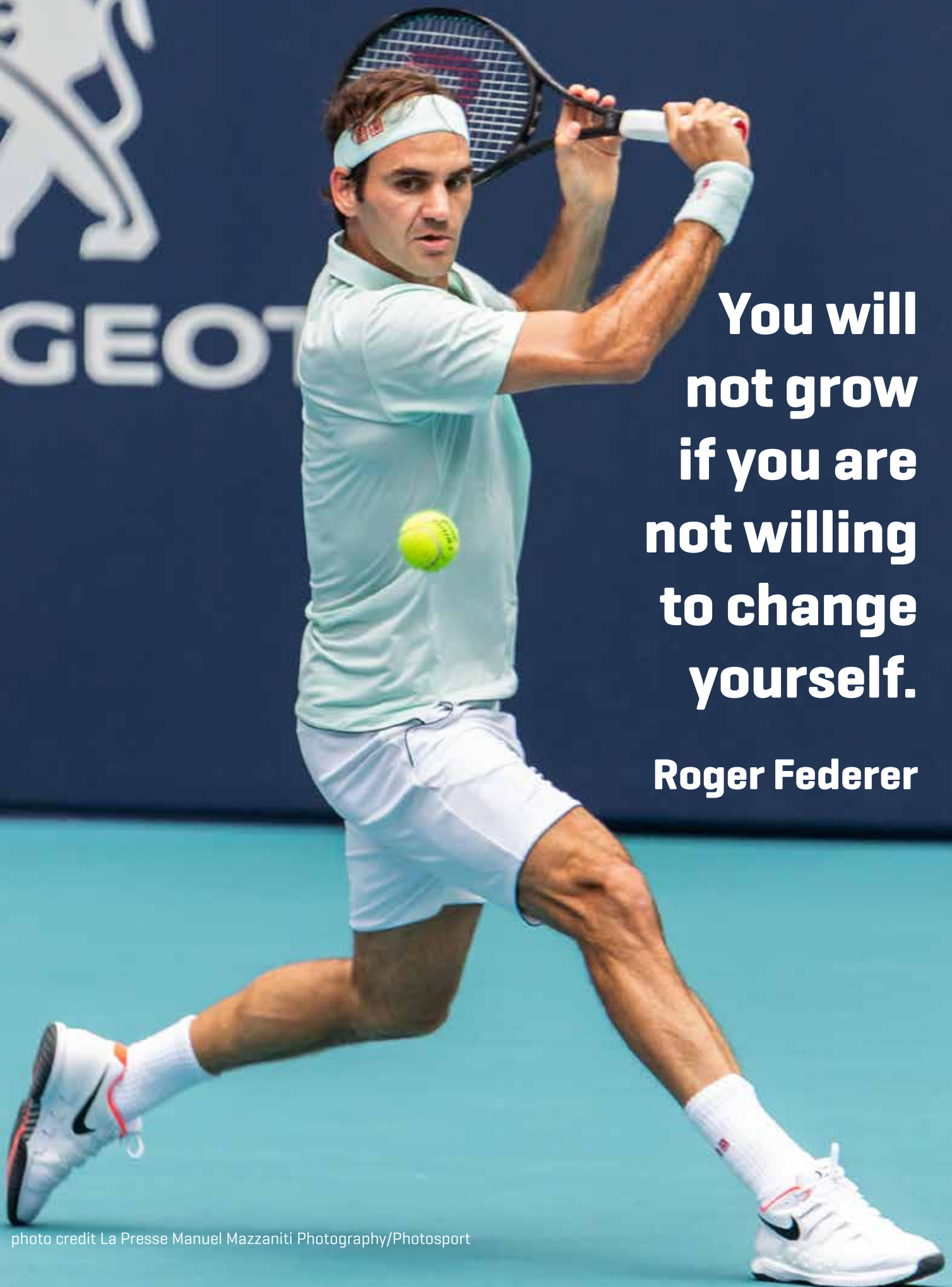
As there are legal obligations involved in running a trust and certain rules to adhere to, it is important to seek legal advice when setting one up.

To set up a trust, you will need to engage the services of a lawyer or visit **www.publictrust.co.nz**





IGEOT



**You will
not grow
if you are
not willing
to change
yourself.**

Roger Federer



 **0800 PLAYER**

 **www.nzrpa.co.nz**



facebook.com/nzrpa



twitter.com/nzrpa



NZRugbyPlayersAssoc