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# TCA Financial Planners

your partners in financial planning



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TCA Financial Planners Pty Ltd, Ben Watts (Ben Watts (FP) Pty Ltd), Tony Case (Tony Case (FP) Pty Ltd), Steve Brooke (Stephen Brooke (FP) Pty Ltd), Jaxon King (Jaxon King (FP) Pty Ltd), Andrew Middleton and Karen Howes are Authorised Representatives and Credit Representatives of AMP Financial Planning Pty Limited, Australian Financial Services Licensee and Australian Credit Licensee, and all trade as TCA Financial Planners.

# Introducing TCA Financial Planners



Ben Watts

**Ben Watts** is practice principal of TCA, having taken the reins in 2017 from Tony Case, who stepped back from leading TCA to concentrate more on his own client base as part of our succession planning. Ben joined **TCA** as a Financial Planner in 2010 and is Tony's son-in-law. In 2012 he was awarded the **AMP New Planner of the Year Award** for QLD and has been an active part of TCA's growth strategy of ever since. He has an easy going manner, is a professional and passionate advocate for his clients, and is very successful in his own right as a financial planner.

TCA's financial planning team includes Steve Brooke, based on the Gold Coast and Jaxon King, based on Brisbane's Northside. Andrew Middleton and Karen Howes work from our Cleveland premises, Karen having previously been a highly qualified member of our back office support staff.

Ben has been very much involved in the successful growth trajectory of TCA since joining Tony in 2010. Due to this growth we have now also extended our Cleveland premises by purchasing the adjoining offices, thus giving us additional room for further expansion as required.

By joining forces with other quality planners under the TCA banner we extend both our brand and our excellent client service offering. Consolidating back office processes also achieves cost efficiencies that benefit all our clients.

All TCA planners are licensed and accredited to offer advice as per our Financial Services and Credit Guide (FSCG). As the industry gradually moves to higher educational standards we continue to seek ever higher tertiary qualifications in line with community and industry expectations. Education is only one small part of what makes a good planner. Good people skills, product knowledge, and an ability to listen and come up with sound financial advice isn't something learned anywhere else but on the job, looking after people every day, speaking language they understand and relate to. The TCA environment embeds our own training and support for all our planners in addition to that offered by our licensee or the wider financial planning community. It's what makes us who we are. We don't just strive to be the best, we believe we are pretty close to being there already.



Tony Case

**TONY CASE** traces his financial planning foundations back to 1975 when he began his career after migrating from the UK in 1974. He is the founding principal of **TCA Financial Planners Pty Ltd (TCA)** and still manages a significant client base of his own. Financial Planning, as it is known today, is an advice driven process that is primarily client focused, and designed to make simple some very complex and often confusing concepts that many Australians tend to avoid dealing with. It is also a highly regulated industry. In Tony's view, everyone needs a financial planner at some stage - someone they can work with and trust, someone who understands their goals, aspirations and financial planning needs. Making the complex simple, and affordable, is a valuable skill that is not as common as it should be. However it is something Tony and the TCA team believe passionately in providing their clients with.

Tony has seen great change in the past 40 years as financial planning has evolved into what it is today, and has been proud to be a part of that positive and necessary change.

**TCA** is a successful financial planning practice by any standards, populated with a high compliment of very satisfied clients, as evidenced by the fact that around half of all new business we do comes from people referred to us by existing clients or referral partners. We are also a high performing Gold Award practice, recognised as sitting well inside the top 10% of AMPFP practices nationally. This enviable position could not be maintained consistently over many years without the able partnership of our exceptional TCA planners and office support staff.



Steve Brooke

**Steve Brooke** joined TCA in 2013 and is based on the Gold Coast. Steve has been in financial services for nearly three decades, initially within the finance and banking sector, operating his own Mortgage Broking business for many years. He has been an AMP financial planner since 2011.

Steve is an excellent and knowledgeable communicator who enjoys helping his clients to achieve their financial goals. He is also an Accredited Mortgage Consultant (AMC) for those clients looking for a new home loan or refinancing.



Jaxon King

**Jaxon** joined TCA in 2015 and is located on Brisbane's Northside. He has more than a decade's experience in financial planning, and was the youngest ever graduate to complete the MLC Adviser Scholarship program in 2012,. He has also completed his Advanced Diploma in Financial Services.

He is passionate about ongoing education and is currently completing a Masters In Finance. Jaxon is well placed to help young professionals and families achieve their financial goals.



Andrew Middleton

**Andrew** joined TCA in 2016 working from our Cleveland office. Following a 21 year career in Defence both in uniformed and civilian roles, he completed his Financial Planning Diploma in 2012 and is currently enrolled in the Masters of Financial Planning at Griffith University.

Andrew has built an impressive portfolio of personal investments and his first-hand experience will ensure his clients receive advice that is both practical and professional. He is a valuable asset to our team.



Karen Howes

**Karen** was part of our back office team until she left to start a family. Her desire has always been to be a Financial Planner and it is great to have her as part of the TCA team, with all her previous TCA experience.

Karen completed a Bachelor of Business (Finance) at QUT in 2012 and joined TCA in 2015. Married with a young family, Karen understands the obstacles and challenges facing families in reaching their financial goals, and works alongside her clients to help ensure their finances are one less thing to worry about.

**All TCA Financial Planners** identify with our business ethos, ethical standards, business aims and client service processes, and will always strive to determine the best solutions to their client's financial planning needs.

In a challenging financial planning world, we believe the future of financial advice, and therefore TCA, is very bright indeed. We have a great team, great clients, and our commitment has always been that the client comes first and foremost, and this is supported by the extraordinary level of client referrals we regularly receive.

### Why Do You Need A Financial Planner?

Today's financial markets are complex and ever changing. When super, insurance or investment issues arise there are so many choices requiring access to independent research and specialised knowledge about investment strategies and insurance risk that it can be daunting and confusing. Without a financial planner you take this risk upon yourself alone. A financial planner has a legal duty to represent your best interest at all times.

### How Will You Benefit?

By working closely with us we can provide you with:

- knowledgeable advice
- a financial plan specifically designed for you
- recommendations on tax effective investments
- strategies to balance risk and return
- comprehensive risk insurance advice
- advice on matters specific to your financial situation, objectives and needs

# Contact Us ...



## Cleveland

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**TCA Financial Planners (TCA)** have been providing financial planning advice solutions to clients for over four decades. If experience is what you are looking for, we certainly have it. We have also been a consistent award winner over this period, something of which we are justifiably proud.

All our planners are qualified and licensed to provide you with quality advice in a wide range of financial areas, whatever your current situation. Please refer to our Website, where you can also find our Financial Services and Credit Guide (FSCG) which further outlines our qualifications and advice accreditations. Whether you need to review your investments, superannuation, retirement situation, insurance or lending needs, we can help you.

**TCA** has a history of developing excellent working relationships with clients to provide comprehensive or specifically scoped and affordable financial advice based on your individual needs and goals. In this complex and ever changing financial landscape in which we all live, everyone needs a financial planner at some point, and the sooner people make that important connection, the better prepared they will be.

*Any advice contained in this document is of a general nature only and does not constitute personal financial advice. In preparing this general advice no account was taken of the objectives, financial situation or needs of any particular person. Therefore, before making any decision, readers should consider the appropriateness of any advice contained with regard to their particular objectives, financial situation and needs.*