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salary packaging is an **easi** decision

*Salary packaging is an **easi** way of maximising your income. You receive a purchased benefit, such as a car, in exchange for sacrificing a portion of your pre-tax salary. Salary packaging is approved by the Australian Tax Office and enables your employer to offer you a benefit with no expense to them.*

Salary packaging is sometimes referred to as salary sacrificing. However, the word 'sacrifice' shouldn't be seen as a bad thing when it comes to salary packaging. You are not really giving up money, but rather making your money work harder for you. Salary packaging can be used to boost your retirement savings, whilst leaving more money in your pocket today.

Let's use the example of salary packaging a car to better explain the benefits. When you salary package to purchase a vehicle, it is referred to as a 'novated lease'. A novated lease is a tax effective way of acquiring a new vehicle for your personal use. It is an agreement between three parties: you (the employee), the

lease company and your employer. You enter into an agreement to lease a vehicle from a lease company. And your employer agrees to meet your monthly payments from your salary.

Your lease payment is predominantly taken from your pre-tax salary. However, in some circumstances it can be a combination of your pre- and post-tax salary. It really depends on what the most tax effective solution for you is. Because money is being taken from your pre-tax salary, this effectively reduces your overall taxable income. This is one of the major benefits of salary packaging because you end up paying less tax. To make things even easier you can also include the running costs of the vehicle in the

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COMPARABLE SAVINGS TABLE

	No Salary Packaging	Using Salary Packaging
Fortnightly Salary (based on \$60,000 per annum)	\$2,308.00	\$2,308.00
Pre-Tax payment	\$0	\$268.00
Taxable Salary	\$2,308.00	\$2,040.00
Tax and Medicare	\$498.01	\$408.01
Post Tax Payment	\$496.99	\$207.69
Net Salary (including car)	\$1,313.00	\$1,424.30

The above figures are estimated on the finance of a \$27,000 vehicle, travelling 15,000 kms per year, over a 36-month lease.



Our friends at the Cue Bar have a very special deal. They are offering readers of our newsletter, one free hour of pool.

The Cue Bar is a funky new pool club in Mount Lawley. And is the place to be whether you are a casual or serious pool player.

All you have to do to receive your special offer is walk up to the bar and say, "Let's make things easi." But you have to be quick as the offer expires on 1st August 2009.

From page 1 payments. This covers insurance, roadside assistance, servicing, maintenance, tyres, fuel and vehicle registration. Even personal extras, such as offsetting your vehicles carbon emissions or driver training, can be included.

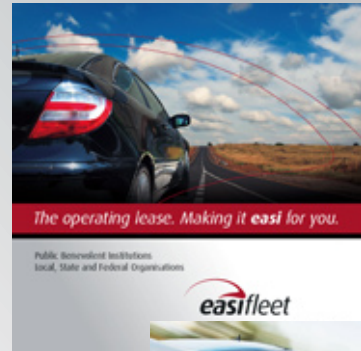
Salary packaging is a win-win-win. Your employer can retain staff more easily by offering salary packaging. And you get more money in your back pocket, plus the benefit you have always wanted. Salary packaging is an *easi* decision whether your chosen benefit is a car or more money in your superannuation nest egg.

making things easi for you

We have recently designed two new brochures to explain everything you need to know about operating leases. These brochures cover information on services and extras, estimated costs, and safety and environmental concerns. There is one brochure for private companies and one for public benevolent institutions and government organisations. Contact us today to receive your FREE copy.

We also appreciate that it is sometimes easier to speak to us face-to-face. That's why our Managing Director, Mark Iriks, and our Operating Lease Consultant, Ricky Iriks, are travelling to Geraldton shortly to meet with clients. Our Financial Sales Consultant, Peter Adolphson will also soon be making a trip to Kalgoorlie. Call us today if you would like to meet up with Mark, Ricky or Peter during their planned visits.

At *easifleet* we will go anywhere to make things *easi* for you.



easifleet at work



easifleet has been making things *easi* in the Australian Capital Territory since 2002. We have now decided to make a permanent home for ourselves in the nation's capital. We would like to introduce Dianne Lloyd, our dedicated local contact on the ground in Canberra.

If you are a business or employee in the ACT and would like to discuss your operating lease or novated lease options, you can contact Dianne at diannel@easifleet.com.au.

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know what drives you