

this
is not

WINNERS' INFORMATION

New Zealand Lotteries Commission

a dream

The New Zealand Lotteries Commission (NZ Lotteries) has taken every care in the preparation of this book, and has consulted experts to make sure that the information and advice in it is accurate at the time of writing. NZ Lotteries accepts no responsibility for the continuing accuracy of the information, or for the results of someone acting on that information.

Ultimately, it is your decision as to what you do, and you should check your decisions with professional advisers.

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this is not
a dream

WINNERS' INFORMATION
New Zealand Lotteries Commission

You

are not

about to
wake up

CONTENTS

01>	CONGRATULATIONS	6
02>	REALISE YOUR DREAMS	8
	» First Questions	10
	» First Steps	10
	» Who Should You Tell?	11
	» What If You're Part Of A Group Or Syndicate?	12
	» Tax	12
	» Gift Duty	12
	» Managing Change	12
03>	PLANNING	14
	» A Timetable For Action	14
	» Sample Timetable	16
	» Working Out A Financial Plan	19
04>	ADVICE	20
	» Professional Financial Advice	20
	» Accessing An Adviser	22
	» The Cost Of Advice	25
05>	RELAX	28
	» How Much Money Do You Really Have?	28
	» Working Out Your Net Worth	30
	» Look At Your Debts	35
	» Your Job	35
	» Retirement	35

06	PRIORITIES	36
	» What's Important For You	36
	» Working Out Your Priorities	39
	» What About Insurance?	40
	» Do You Have A Will?	40
07	THINKING	42
	» Thinking About Investing	42
	» Considering Your Options	42
	» What Is Risk?	43
	» How To Find Out More	43
08	PERSONAL	44
	» Finding The Right Investments For You	44
	» What Investment Options Are There?	44
	» How Do People Invest In Things?	46
	» Investigate Before You Invest	46
	» Keep Up To Date	46
	» Investment Checklist	47
	» Understanding Financial Jargon	48
09	OTHER BIG WINNERS	50
	» Big Winner Facts	50
	» Big Winner Advice	54
	» You Will Shape Your Future!	54

You're a lottery winner! And now you're adjusting to the unexpected arrival of a large amount of money. This book has been written to give you a little bit of advice, both practical and emotional, on coping with your win.

Don't forget – it's your money and in the end it's your decision about how to spend it. Other people's suggestions and ideas on what to do with your money may be useful. But, you should listen only as much and as long as you want to. Then you make the choices that are right for you.

Winning a major lottery prize can be the thrill of a lifetime. Right now, you're probably feeling pretty excited and a little confused. You're not alone. All our winners say the first few days are full of conflicting emotions. Now it's time to start thinking of how to get the most from your money and the opportunities it has presented.

This book includes guidelines to planning – social, financial and legal – which may help you to get what you want in the future.

We suggest the first thing you should do is to make sure your prize money gets deposited into an interest-earning bank account. Then you can sit down and work out what you want to do with it, secure in the knowledge your winnings are safe and earning interest. The big decisions can be made later, after you have decided on the best possible use for your money.

Today is a very special day for you. After all, it's not every day of the year you win a substantial lottery prize. If you have any questions, or if there are things that are bothering you, we will do our best to answer them for you. Remember, above all, enjoy your winnings. All the best for the future!



I couldn't stop

grinning

FROM EAR TO EAR

•§ FOR •

two weeks

When the first flush of your excitement has worn off, you'll probably be full of ideas about what you can do with your money. You might want to pay off your mortgage, buy a new car, put something away for retirement, give your partner the treasured gift they've always wanted, help your family through school or university, or take an overseas trip. All these, and others, may now be possible. Your lottery success can help you achieve your goals.

« I WAS »

dreaming

I won Lotto



I REMEMBERED THAT

I HAD

1st

FIRST QUESTIONS

Now you might be starting to ask questions. Shall I give up my job? Will aunty or uncle be upset if I don't give them something as nice as I give my niece or nephew? And what about those people I've heard of who had a problem when they had a big win? Should I have a party? Should I tell my workmates/friends/colleagues (they may expect a lot and I don't really know how to handle it)? Will I change?

Relax. These are normal reactions. Most lottery winners say they had highs and lows after their big win. It's natural to have mixed feelings at first after such a big moment, but your feelings will eventually settle down. Give yourself time. You don't have to work everything out in the first few days, or even in the first few weeks.

FIRST STEPS

Deposit your prize in an interest earning bank account. If you don't have a bank account that earns interest, make an appointment with your bank manager and ask to open one.

things first

WHO SHOULD YOU TELL?

It is very important to think about this carefully as soon as you find out about your win. Most of our winners tell their families. Some tell their workmates. Some have been happy to tell the media about their good fortune. You don't have to tell anyone if you don't want to.

If you don't want to tell the media, that's fine. However, remember that the wider the circle of people you do tell (including your family), the greater the chances of the media finding out about your win.

If you're in any doubt about what you should do, don't hesitate to contact NZ Lotteries' Communications team before you do anything. They have experience representing winners should their stories be told and are happy to help and advise you. If you came to the Wellington office to claim your prize, you may have already met with some of the team.

WHAT IF YOU'RE PART OF A GROUP OR SYNDICATE?

You may have bought the winning ticket as part of a group or syndicate. The law requires NZ Lotteries to pay the prize to the ticket holder only. It can't pay out prizes to a group or syndicate. So, if you were part of a group, or syndicate which bought the ticket, you will have to arrange payment to the other prize-winners. But make sure you read the section on gift duty below.

TAX

You don't have to pay tax on your prize money. But, you will have to pay tax on any interest you earn on the money. Later on, we'll be suggesting that you use a professional adviser to help you invest some of your money. They can also advise you about tax.

GIFT DUTY

Gift duty is a form of tax that is paid on gifts, including money, given from one person to another. The person giving the gift is the one who must pay the duty.

IMPORTANT NOTE: At the time this book was printed, the Government had announced that it planned to abolish gift duty from 1 October 2011. Any gifts made before this date will still be liable for gift duty. We recommend that you check the current gift duty policy with Inland Revenue or consult a professional adviser.

MANAGING CHANGE

Many past winners have found they need other advisory services to help them get used to being a winner. These advisory services include legal advisers, church groups, Citizens Advice Bureaux and counselling or support groups. It's not unusual for lottery winners to feel a strong need for support from others. It gives them a chance to speak about their feelings and concerns, confidentially, without worrying about upsetting those around them.

No
more



GETTING UP AT

3.45am

FOR WORK

A TIMETABLE FOR ACTION

Your good fortune will give you greater financial security, and winners tell us that's a great feeling. But what to do now? A good way to begin is to set a timetable for action.

First – as we said before – put your money in the bank and then leave it there for a while until you come back to earth. You can always take out a small amount of it and do what you like with it – shout your mates, or buy something for someone special. It'll help you let off steam.

Later on, you should work out a plan of what to do with your money. If you don't do this, you may find yourself giving in to big-spending temptations you'll regret later. Many spur-of-the-moment decisions can put other goals out of your reach and that's why we suggest a timetable.

It's a basic plan for action that lets you do what you want.

« MY »

head

COLD



DISAPPEARED VERY

Quickly

SAMPLE TIMETABLE

» IMMEDIATELY

- » Decide who you want to tell about your win.
- » Deposit the cheque in a bank account that earns you interest.
- » Decide if you want to spend some of the money straight away. How much and on what? Remember – don't make any really major purchase decisions at this stage.
- » Talk to family and close friends about what you might do (if you don't mind them knowing). Think about what you want to achieve over the rest of your life.
- » Decide whether you are going to get professional advice and, if so, who you are going to ask for it. Friends or family may be able to help. But remember – well-intentioned but wrong advice is worse than none at all.

» WITHIN ONE MONTH

- » Work out your new financial position – how much money you have, and how much you owe (for instance, on a car or mortgage).
- » Calm down – have a break – then make some decisions on what you really want to do with your money (these are your “priorities”).
- » Make a list of these priorities.
- » Visit your adviser to discuss your new financial position.

» ONE TO THREE MONTHS

- » Review your list of priorities.
- » Begin a financial plan – this works out how much money you’ve got, and what you could do with it.
- » Make sure your will is up to date, or ensure you get one.
- » Look at what changes you’d like in your lifestyle.

» THREE TO SIX MONTHS

- » Review what has happened since your win.
- » Change your list of priorities if you need to.
- » Complete your financial plan.

» SIX MONTHS TO ONE YEAR

- » Review your financial position. Get further help if you need it.
- » Ask yourself “Am I getting what I want from my lottery win?”
- » If you’re not getting what you want, write down what’s wrong and what steps you can take to make things better.
- » Take action to make things better.

I was
GOBSMACKED



There's a photo
of me with my

mouth

hanging open

WORKING OUT A FINANCIAL PLAN

We believe you need a sound financial plan, to lay out what you want to do with your money in the short, medium and long term, and ways to achieve this. A financial plan is normally written down. It can be developed by you, or with your financial adviser. It covers topics such as:

- » your current financial position – how much money you have at the moment (and how many debts);
- » your financial goals – what do you want to achieve with your money;
- » any problems you might come up against in achieving your financial goals;
- » a cash-flow forecast – this shows where your income will come from and what it will be used for;
- » tax;
- » your insurance needs;
- » your will;
- » the right investments for you; and
- » projections that show your investments will let you achieve your financial goals.

PROFESSIONAL FINANCIAL ADVICE

Friends and relatives may give you valuable advice but you can also get advice from a professional financial adviser. These advisers include accountants, financial planners, lawyers, investment advisers, and stockbrokers. The major banks also provide financial advice.

It's important to remember that not all financial advisers are as qualified as they claim. Take this checklist with you when you go to see someone for financial advice. Some of the questions on it will help you work out whether the adviser has the right qualifications and experience.

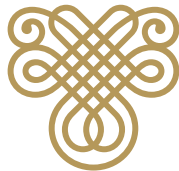
It is a legal requirement that all investment advisers provide a disclosure statement that contains much of the information contained in the table on page 22 as well as other interest and relationships (including all remuneration), and procedures for dealing with investment money and investment property. The disclosure statement will enable you to judge the adviser's background in the investment field, how they charge for their services, a description of the services offered and their education in finance.

It's also important that you feel comfortable with what the adviser is telling you, and that you feel you can trust them. There are also a huge range of advisers.

« WE BOUGHT A »



ride-on
mower



FOR MY HUSBAND

ACCESSING AN ADVISER

Some areas to consider are outlined below and there are also other factors to consider. Further advice on accessing an adviser can be found at www.sorted.org.nz.

»	Do they give an initial free consultation?	Yes	No
»	Who handles your money?		
»	Where does it go? (Make sure your savings go directly to reputable, well-established organisations).		
»	What qualifications does the adviser have?		
»	How much experience have they had in giving advice?		
»	Are they a member of a professional association?	Yes	No
»	Do they have professional liability insurance?	Yes	No

Questions

»	Are they associated with a particular financial-services company or group of companies?	Yes	No
»	How do they get paid for their advice – by the investment companies, or entirely by you?		
»	How do they keep up to date with developments in the market?		
»	Do they use outside research organisations?	Yes	No
»	What other sources of information do they use?		
»	Are they willing to put you in touch with other people who've used their services?	Yes	No

•• not ••

A LOT OF

SLEEP

that night



I WORE THE

CARPET

OUT

THE COST OF ADVICE

When you contact an adviser, ask them how much their advice is going to cost you. Ask for an itemised quote or estimate for the services they will provide. Ask for it in writing. Remember that there's a difference between a quote and an estimate. A quote is exactly what you'll have to pay. An estimate is just that and the final cost can vary.

Don't be afraid to shop around if you are unhappy with the prices being discussed. Some advisers will give you the first consultation for free, and then charge after that. You want to be sure you know what costs are involved.

If you're unhappy with the advice you're given, you don't have to follow it (but you will have to pay for it, unless it was a free consultation). It's your money and only you can decide what's best for you. Don't forget that if you're dissatisfied with your adviser, you can change to another.

But also remember, there's no guarantee that the advice you get from your professional adviser will always give you the return you expect.

stop

breathe

relax

reflect

HOW MUCH MONEY DO YOU REALLY HAVE?

You're making progress! Now comes the fun time... As we said before, right after your win you may have had very mixed feelings. This is quite normal. It's not every day you're a lottery winner! After everything you've been through to this point, you probably need to relax a bit.

Don't you feel you need to? Then take a break, have a good rest, do some fishing, lie on a beach somewhere – RELAX – before you commit your cash to medium – or long-term priorities. Relaxing can help you get a new perspective on what you really want to do. After all, you know your cash is safe in the bank. Before you can begin making a financial plan, you need to be clear about your current situation.

« THE FIRST WEEK I COULD HARDLY »

Sleep
&

EVERY 5 MINUTES I WAS

Changing
my mind

WORKING OUT YOUR NET WORTH

You might like to use the following charts to work out your new financial position. Write down the value of what you own – your assets. Include savings and investments – and don't forget your lottery winnings!

» ASSETS

House	\$
Car	\$
Investments	\$
Savings	\$
Lottery winnings	\$
Other assets	\$
» TOTAL ASSETS	\$

Now write down what you owe.

» DEBTS

Home and/or other outstanding mortgages amounts	\$
Unpaid credit card balances	\$
Hire purchase and other loans	\$
Other debts	\$
» TOTAL DEBTS	\$

If you deduct your total debts from your total assets, you can see your net financial worth.

» *NET FINANCIAL WORTH*

Total assets	\$
Minus total debts	\$
» NET FINANCIAL WORTH	\$

Now you know how much money you've got, and what you're worth right now. But money doesn't stand still. You'll also need to work out your income and outgoings.

List the amount of your income (after tax) each month. You may have more than one source of income.

» *INCOME*

	\$
	\$
	\$
	\$
» TOTAL INCOME	\$

Now add up your monthly outgoings. We provide this table as an example, but each household's situation will be different.

» *OUTGOINGS*

Housing	mortgage/rates/rent/maintenance	\$
	electricity/gas	\$
Food	groceries	\$
	other food and drink	\$
Clothing	clothes/dry-cleaning	\$
Education	school/university	\$
Healthcare	doctor/specialists/dentist/prescription	\$
Insurance	house & contents/vehicle/life/medical	\$
Transport	vehicle – fuel/repairs/registration	\$
	public transport	\$
Savings	superannuation/bank	\$
Other	restaurants/entertainment/movies	\$
	personal cash/lunches/coffees	\$
	anything else?	\$
Loan repayments	hire purchase/credit cards/other	\$
» TOTAL OUTGOINGS		\$

« BEING »

able to

PAY FOR



a house

in ca\$h

« I WAS »

Checking

the numbers



AND WHEN I REALISED

I HAD WON



it was a wonderful

Feeling

Now you've got a picture of your money and what it's doing, you're ready to start making some important decisions.

LOOK AT YOUR DEBTS

Many financial advisers will tell you that one of the best and easiest investments you can make is to pay off your debts. If, for example, you have a home mortgage costing you, let's say 10%, then paying off that mortgage is equivalent to receiving investment income of around 14.9% before tax. You won't find many investments that pay so well – and you don't take any risks when you pay off this sort of personal debt.

YOUR JOB

You may want to leave your job. Don't be hasty. Obviously, if you've been unhappy at work and you're just waiting for a chance to leave, your win is a golden opportunity to do that. On the other hand, if you enjoy your work – the job, your friends, the routine and security it provides – don't give it up without being sure that's really what you want.

Remember – you've won a lot of money, but you might still need a regular income. Make the decision when you've had time to think about the future.

RETIREMENT

You may be in a position to decide whether you'll retire. You'll probably find your relatives and friends will have lots of advice for you. Some comments might annoy you, some you'll be grateful for. Make your own choices about who you listen to, and don't let anyone put pressure on you.

One mistake that people make is to underestimate how much money they'll need for a comfortable retirement. Even if you're close to retirement, it's easy to spend a lot of your winnings very quickly, especially if you give up work and simply use your winnings to replace your normal income.

WHAT'S IMPORTANT FOR YOU

There are no fixed rules about how much you can spend or invest – except that you can't spend, give away, or invest more money than you have. This is why you must decide what you want from your money BEFORE you do any major spending.

Setting priorities always pays off. Make a list of what seems important to you – do this in the boxes on page 39.

You'll probably want to talk to your partner about what they see as important. Some people also get together with their families to discuss what to do with the money. Members of your family may have different ideas on what's important. You will need to work through these ideas.

What you decide is important will be influenced by such things as your age, your family situation, the amount of money you have won. For example, you might be thinking about buying an asset such as a car or a house, or paying off debt, or using the money to give yourself a steady income.

Your professional adviser can help you decide what to do – but your own thoughts and feelings are still the most important. It's up to you. You may think being debt-free is one of the best things in the world, or you may believe that a new house or an overseas trip should come first.

Here are some examples of how other lottery winners have chosen to spend their money: buying a new house, sharing money with friends and family, paying off debts, buying gifts, investing in shares and bonds, starting a new business.

Other options include: putting money away for your future retirement, taking a trip, buying a new car, giving up work, buying new furniture, retiring, setting something aside for your children or grandchildren's education, setting up a source of regular income, buying a boat.

Some priorities may not require immediate funding – for example, university education. But you'll need to invest the money until it is needed.

Working out your priorities means making choices. You have to decide that one thing is more important than another. For example, if you spend all your winnings on a valuable home and leave nothing for your children's education, you may later regret your decision. Hopefully, you'll come up with a balance between all the things you want to do with your winnings.

« WE BOUGHT A »

bach

AND IT IS A

huge joy to us



EVERYTIME WE GO THERE WE

feel lucky

« IT WILL BE »

nice to leave

MY KIDS

SOMETHING



WHEN I

kick off

WORKING OUT YOUR PRIORITIES

Once you've worked out your priorities, your professional adviser can help put them into action. But don't over-commit yourself to these priorities. In a few months, you'll probably want to check them over – to see if they're still the things you really want to do.

» <i>MOST IMPORTANT</i>	» <i>COST</i>
	\$
	\$
	\$

» <i>IMPORTANT</i>	» <i>COST</i>
	\$
	\$
	\$

» <i>NICE TO DO</i>	» <i>COST</i>
	\$
	\$
	\$

WHAT ABOUT INSURANCE?

You can't afford to overlook the possibility of accident, illness or death – and the unexpected financial costs that these bring with them. Having insurance means that you pay someone else to share these costs with you. Even if you already have insurance, you should find out whether you've got the right sorts of insurance for your new situation. You can discuss this with your professional financial adviser.

DO YOU HAVE A WILL?

Your lottery win makes it even more important for you to have a will. If you die without leaving a will, it can cause a great deal of trouble for those close to you. If you die without a will and no relatives can be found, your estate (all your assets and possessions) will go to the government.

IF YOU DON'T ALREADY HAVE A WILL, start thinking about one now. Make a note of your assets and possessions (you have probably done this already, as part of your financial plan). Include details of your house, mortgage, bank accounts, insurance policies and investments.

Decide who you want to leave your estate to and make sure you list second choices. Now arrange a will yourself or through a lawyer.

IF YOU ALREADY HAVE A WILL, check to see whether it needs updating.

Don't put off making or updating your will. And make sure your family knows where it is kept.

« I HAVE A »

Steak

DINNER OUT



Every week

NOW

THINKING ABOUT INVESTING

The reason for listing your priorities is to help you and your financial adviser select the right mix of investments to help you achieve what you want. For example:

- » If you want to live off the income from your investments, you'll choose investments that produce interest or dividends (and also some capital growth).
- » If you want to go on working or don't need the income, you'll probably prefer investments with more capital growth.

No one investment is “right” or “best” for everybody. Your priorities will determine what investments are right for you.

CONSIDERING YOUR OPTIONS

Rental property may be an option – but perhaps you don't want the hassle of tenants. You may opt for the security of a bank and choose an interest-earning bank account. Or you may prefer investments which will grow in value. Tax benefits may be important to you – or you might simply look for the easiest way to have your money looked after, without having to think about it yourself.

No single investment can do all these things. Different investments have their own benefits. All investments involve an element of risk. The general rule is: the lower the risk, the lower the return will be.

Your best protection is to spread your money across a number of different investment areas. This is called diversification. It means not having all your eggs in one basket. By not putting all your money into one thing or one kind of investment, this should reduce the amount of your overall risk.

Diversification could also mean that some of your money goes into one or more overseas investments, as well as into New Zealand investments.

Ask your financial adviser to explain what diversification means and how it works. That's what advisers are there for – to make sure you understand what you are doing, and why.

WHAT IS RISK?

In investment terms, there are two main types of risk. There is the risk that you may lose some or all of the money you have invested, and there is the risk that you may not get the returns that you expected on your investments.

Most people will accept some risk, in return for the opportunity to obtain better returns. You need to assess how much risk you can afford to take, or are willing to take. You can discuss this with your professional adviser.

Cash, which includes money in bank savings accounts, is generally the least risky kind of investment. Company shares have a much higher risk.

Make sure you ask your financial adviser to explain the risk associated with each investment you're looking at.

HOW TO FIND OUT MORE

There are a wide range of books and magazines dealing with investing. Many financial institutions can also provide good material to get you started.

FINDING THE RIGHT INVESTMENTS FOR YOU

Don't be daunted by the number of investment options available. There are two basic decisions you need to make: which investments are right for you, and how you go about actually making the investment.

Many types of investment are available to you. But unless you're prepared to spend a good deal of time studying the investment market, you should accept that there is no substitute for good advice.

Choose an adviser you trust and let them work out the investment options which are likely to be right for you. You can then concentrate on understanding what is recommended, rather than trying to understand the whole investment market. Make sure you get the person who is advising you to explain everything about the investment options they're recommending.

WHAT INVESTMENT OPTIONS ARE THERE?

New Zealand and overseas shares, New Zealand and overseas fixed interest, real estate, short-term deposits, government stock, buying a business... that's just a few investment options. But remember – if you put all your winnings into one area you won't have a diversified investment portfolio and so your investment risk will be higher.



MY WIFE
LOVES
CLOTHING



so she went on a
Shopping spree

HOW DO PEOPLE INVEST IN THINGS?

Some people invest by selecting and buying directly – for example, company shares or a business. Others use a professional investment manager – for example, by buying into a managed fund.

Managed funds work by putting your money into a big pool with money from other people. This “pool” of money (funds) is invested by a professional manager. By pooling the money from many investors, the manager can spread your money over a wider range of investments. Fund managers have access to research and market information to help them make their decisions.

Managed funds usually involve the payment of management and administration fees. These can vary a lot. Check to see exactly what fees and charges you will be paying. Compare three or four different funds to get an idea of the costs.

INVESTIGATE BEFORE YOU INVEST

Before you make any investment decision, make sure you know what you’re getting into. Always be sure to get details of investments in writing and know who you’re dealing with. A few simple questions at the start can save a lot of complications later on.

KEEP UP TO DATE

Review your investments at least once a year. No matter how much your adviser cares about your money, only you know how your circumstances are changing from month to month and year to year.

Nobody will take as great an interest in managing your money as you and the final responsibility for any action you take has to be yours.

Some investment advisers recommend you take a second look at your investments, after three to six months, and then review them once a year. However, you can phone your adviser at any time for advice. Some advisers offer to monitor your investments for a fee. This can be a valuable service and helps to make sure that you do meet your goals.

» *INVESTMENT CHECKLIST*

- » Where will my money be invested?
.....
- » Cash?
.....
- » Fixed interest?
.....
- » Property?
.....
- » Shares?
.....
- » Other?
.....
- » What are the risks involved in this option?
.....
- » Is this product right for my situation?
.....
- » What are the advantages and disadvantages of the arrangements for getting my money out?
.....
- » What happens with tax?
.....
- » Who makes the investment decisions, and what are their qualifications?
.....
- » What fees and charges are there?
.....
- » Entry fees?
.....
- » Administration fees?
.....
- » A fee for depositing lump sums in the plan?
.....
- » Management fees?
.....
- » Fees for switching funds?
.....
- » Exit fees?
.....
- » Other fees?
.....
- » What if I have a complaint about this product?
.....



UNDERSTANDING FINANCIAL JARGON

It's important to make sure you understand what's being done with your money. Financial advisers are so used to talking about money and investments that they may often forget to explain the words they use. These definitions will help you understand some of the new words you might hear, but don't be afraid to ask what something means. No one is an expert on everything.

- » **ANNUITY:** A type of investment which provides a regular payment to you. You “buy” the annuity with a single non-refundable payment called a “premium”.
- » **BOND/DEBENTURE/GOVERNMENT STOCK:** You lend money to the government or a company and it pays the money back, plus interest. There are a wide range of terms and interest rates.
- » **CAPITAL GROWTH:** Your capital is the amount you originally invest. Capital growth is when it increases in value.
- » **CASHFLOW FORECAST:** The money coming in, minus the money to be spent, over a certain period of time in the future.

- » **COLLATERAL:** An asset (or possession) that is used as security for a loan. If the borrower does not pay back the loan, the asset can be taken by the lender.
- » **COMPOUND INTEREST:** Interest paid on interest. You can earn compound interest after you start adding your interest on to your original investment (instead of spending it).
- » **DIVIDEND:** A payment to shareholders, made from a company's profits.
- » **FINANCIAL PLANNER:** A person who helps you make the best decisions on how to use your money.
- » **GAIN:** The profit you make on an asset such as shares or a building. The gain comes when the asset rises in value.
- » **MORTGAGE:** An agreement to give up some of your rights over an asset, in exchange for a loan. The most common mortgage is given by someone who wants to buy a house.
- » **NET FINANCIAL WORTH:** What are you "worth" – how much money you have, minus any debts you owe.
- » **RETURN:** What you earn on your investment.
- » **SHARES/STOCKS/EQUITIES:** Shares in companies. If the price of shares rises (because the value of the company rises or because demand pushes up the prices), then you can make a profit or gain. If the prices fall, you can lose money.
- » **SPECULATION:** When you speculate, you take a very high risk (of losing your investment) in the hopes of a very high gain.
- » **TERM DEPOSIT:** Money deposited for a fixed term – usually between 30 days and 5 years – although both shorter and longer terms are available. If you want your money back before the term is up, you may have to pay a penalty.
- » **UNIT TRUST:** A type of managed fund where a pool of money from a number of investors is used to buy a variety of investments. Each unit trust investor owns a portion of the total fund.

BIG WINNER FACTS

Recently, NZ Lotteries contacted many of its past big Lotto winners who kindly agreed to be interviewed about the impact of their Lotto win and to share their stories about how they spent, or shared, their winnings. Their winnings ranged from \$400,000 to \$15 million plus.

Here are some of the interesting facts we discovered about our big winners:

- » 39% of surveyed big winners say they always thought that they would win Lotto.
- » 8% of winners kept their winning tickets on their person – methods included sellotaping to their chest and keeping in their bra!
- » One winner kept their ticket under their teddy bears on the shelf beside their bed.
- » Most winners told only immediate family and friends (14.7% only partner/spouse, 40.0% immediate family, 30.7% family and close friends). 2.6% told no-one, while 12.0% didn't keep it a secret at all.
- » Having money for some extravagances also made respondents happy and helping family was also high on the list.

RIGHT: This Lotto First Division winner planned to buy a Star Wars Storm Trooper outfit with his winnings. Photo courtesy of the Dominion Post.



RIGHT: *David and Jocelyn Cooke celebrate winning \$1 million on Lotto's winning wheel.*

- » Wine/Food was the first thing 23.6% of winners spent their winnings on – most commonly bottles of champagne and family dinners. One bought morning tea for his workmates while another bought ‘bread and milk’ as that was what she needed!
- » Other popular first purchases were a house or car – 26.4%; financial freedom (paying off debt including mortgages) – 15.3%; appliances/furniture – 9.7% (one respondent bought two hydraulic armchairs as their first purchase!); and travel – 4.2%.
- » Some of the more unusual things that winners have purchased include fertility treatment, a gastric bypass, Prada shoes, equipment for the local hospital, bagpipes, a restaurant, and a buffalo-hunting trip in Australia. One winner even bought a house bus.
- » Big winners come from all walks of life – 18% of winners were retired when they won, 11% were in the horticulture or farming sectors, 8% were office workers, and another 8% were self-employed or owned their own business. 5.6% were drivers (truck or taxi), and other occupations covered the gamut of professions, from teacher’s aide, Karaoke DJ, care-giver, a fitter in the railway, an architect, mechanical engineer and freezing worker, to a shop assistant.
- » 58% of winners are still working. 9.7% stopped working due to the win while 18% were already retired.
- » Nearly all big winners still purchase NZ Lotteries’ products.
- » An overwhelming majority of winners gave money to their family – 91.6%, while 57% of winners gave money to charity.
- » 56% would do things differently if they won again, such as not tell anybody, buy property straight away, go on a holiday, help more people, spend a bit more on themselves and invest it for longer.



BIG WINNER ADVICE

We also asked our previous winners what advice they would give to new winners, this is what they said:

- » Think before you spend: The overwhelming advice from previous winners is that it is best to think about what you want to do with the money for a while before actually spending it.
- » Secrecy: Many winners say to be careful who you tell.
- » Financial advice: Getting professional advice is also top of the list for many previous winners.
- » Have fun: Many respondents also said to take the opportunity to do things you've always wanted – have a bit of fun – once you've secured some funds for the future.

YOU WILL SHAPE YOUR FUTURE!

The decisions on what you do with your winnings are for you alone to make. You will shape your own future. But we hope you find this book helps you enjoy your lottery success and makes your decisions easier to reach.

We'd like to think that you'll look back on the day you heard you were a winner as one of the happiest days of your life.

• *Relax* •

Enjoy



« AND THINK VERY HARD »

ABOUT

future plans

