

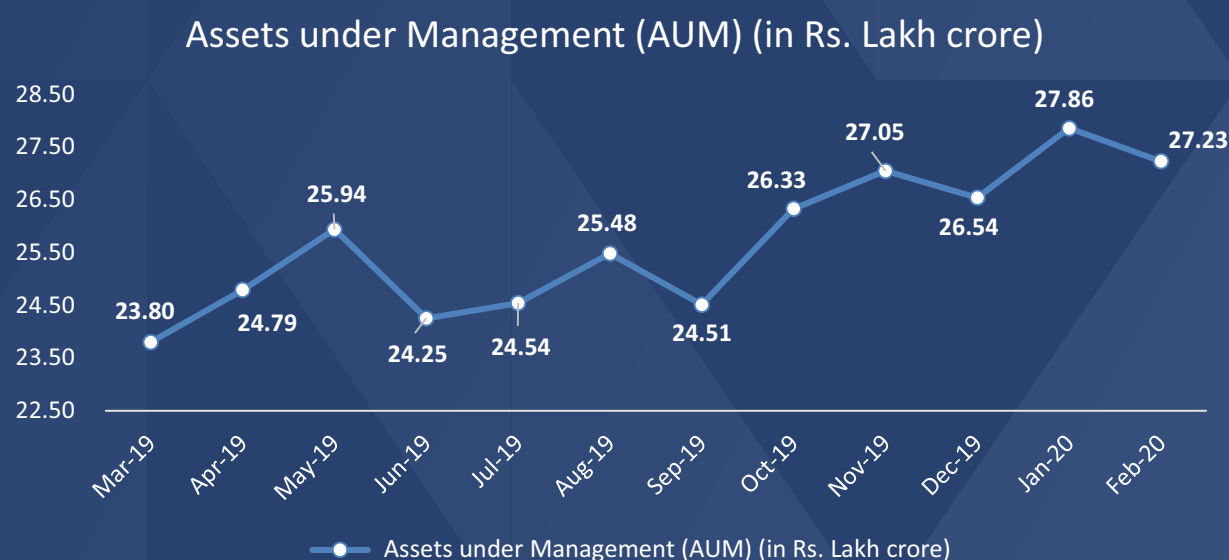


# Foundation of Independent Financial Advisors

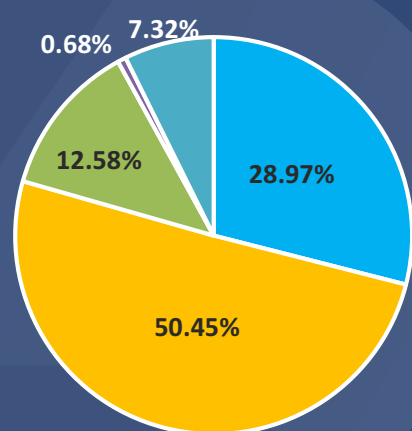
Feb 2020

# What's New?

## AUM Movement over the last 12 months



## AUM Composition as at 31<sup>st</sup> January 2020 End



### Type of Fund

- Equity Schemes
- Solution Oriented Schemes
- Hybrid Schemes
- Debt Schemes
- Others (ETFs/ Index Funds/ FOFs)

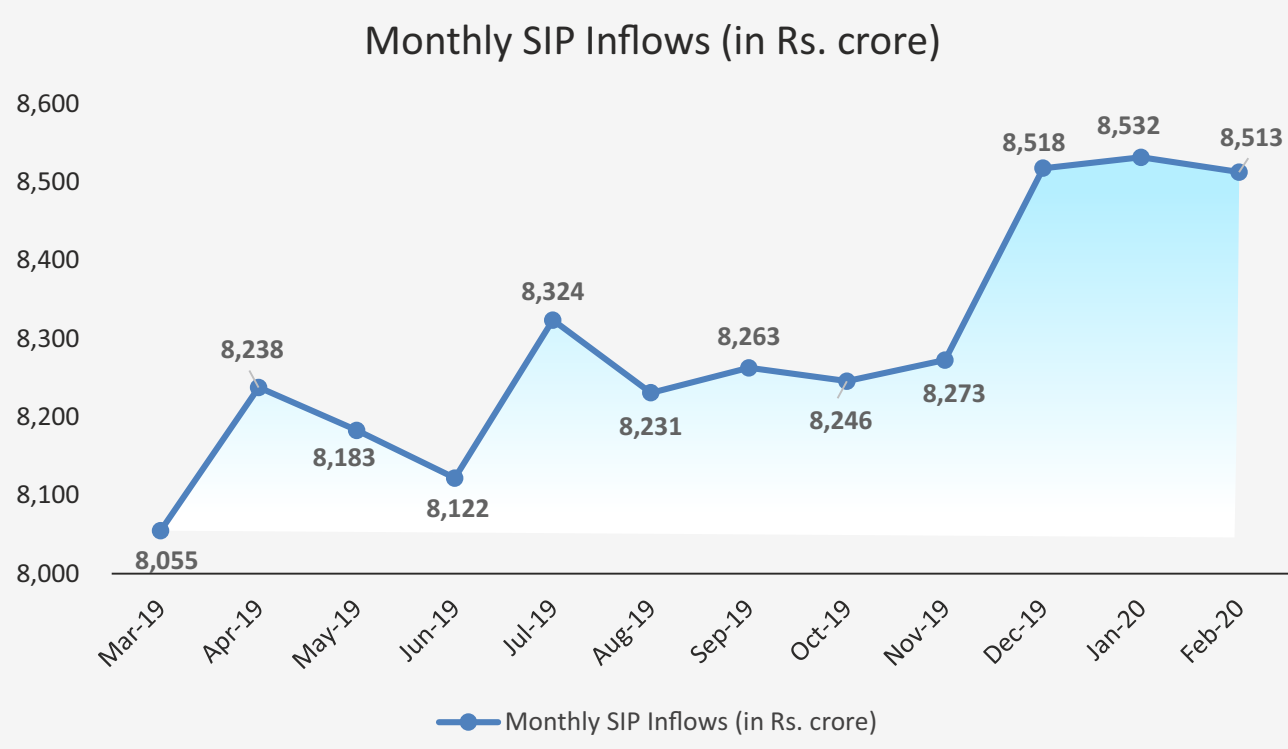
## How has the AUM changed over the last month?

(All figures in Rs. crore)

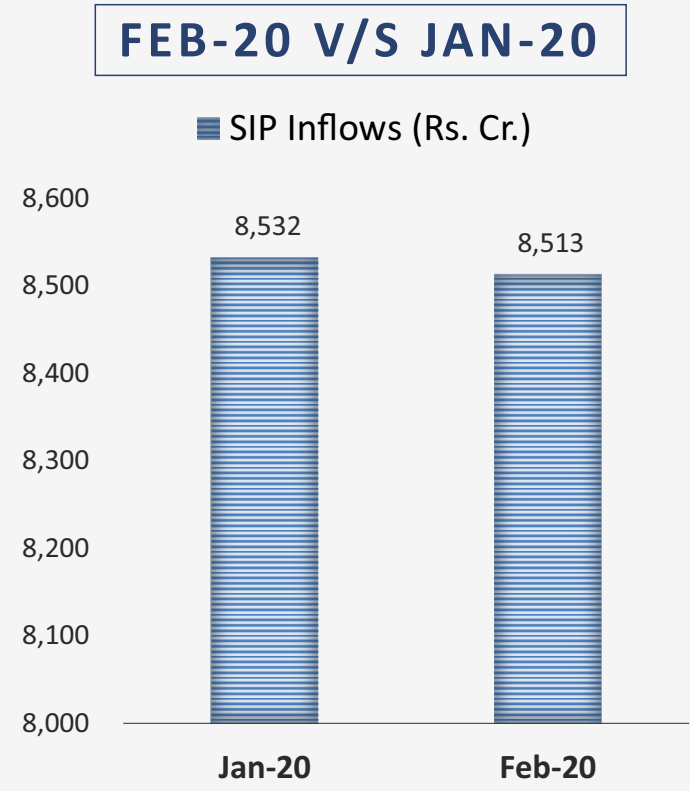
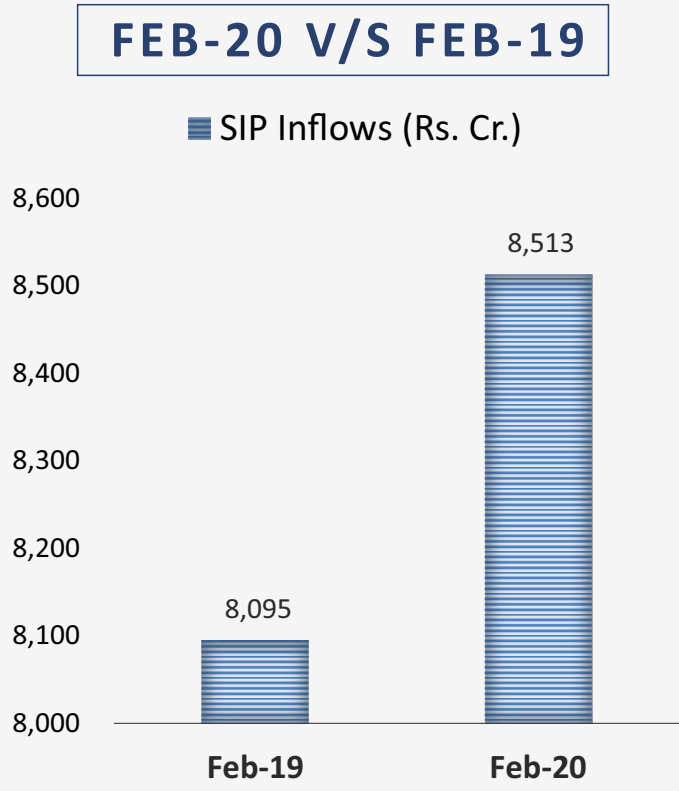
Particulars	AUM as at 31-Jan-20	Net Inflows/ (Outflows)	Increase/ (Decrease) due to market movements	AUM as at 29-Feb-20
Equity Schemes	8,23,451	10,730	(45,372)	7,88,809
Debt Schemes	13,93,432	(29,232)	9,425	13,73,625
Hybrid Schemes	3,57,471	(2,006)	(12,891)	3,42,574
Solution Oriented Schemes	19,174	74	(607)	18,641
ETF/ FOF/ Others	1,92,276	18,448	(11,436)	1,99,288
<b>Total</b>	<b>27,85,804</b>	<b>(1,986)</b>	<b>(60,881)</b>	<b>27,22,937</b>

Source – AMFI

SIP Trends



Growth in SIP Inflows



# FIFA Welcomes New Members

M TYPE	MEM. NO.	TYPE	MEMBER/ ORGANISATION	LOCATION
General	O2245	Ind	Pradeep Kanhaiya Pardeshi	Nagpur
General	O2246	Ind	Prasad Shetty	Mumbai
General	O2247	Ind	Pradeep Kamdar	Pandhurna
General	O2248	Ind	Chitra Nagappan	Chennai
General	O2249	Ind	Kesha Shah	Mumbai
General	O2250	Ind	Laxman Singh Bhati	Jodhpur
General	O2251	Ind	Jitendra Agarwal	Jodhpur
General	O2252	Ind	Mukesh Bhatia	Jaisalmer
General	O2253	Ind	Urmila Verma	Jodhpur
General	O2254	Ind	Narendra Kumar Khatri	Jodhpur
General	O2255	Ind	Sanjay Manharlal Mehta	Mumbai
General	O2256	Ind	Manju Arora	Bangalore
General	O2257	Ind	Gaurav Pramod Pate	Chalisgaon
General	O2258	Ind	Savita Datta Sonawane	Aurangabad

## Events

FIFA's 6th Annual Conference was held on 7th February, 2020 at The Lalit, Mumbai which was attended by 477 of India's leading IFAs spread across 107 cities.

On 13th Feb, 2020, Mr. Sanjay Khatri conducted “Knowledge Sharing Session” in Jodhpur which was attended by many IFA's.







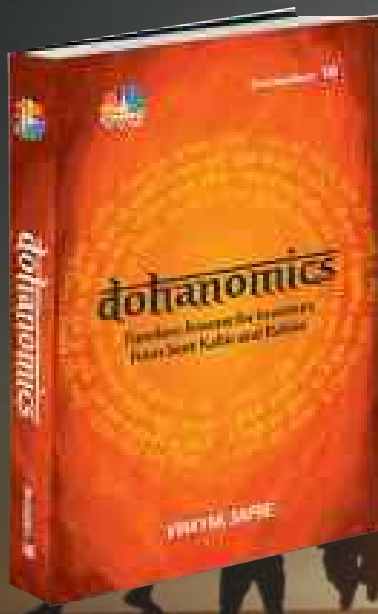
**Mr Kirtan Shah of Axis Mutual Fund conducted session on Understanding Debt Funds on 19th Feb 2020 in Aurangabad, which was attended by many IFA's.**



**On 28th Feb,2020, Mr Dhruv Mehta made presentation at the CIFA 2020 event.**



# Retirement Planning- Naah, Financial Freedom – Yeah



Vinayak Sapre



## Why Retirement Planning is Naah and Financial Freedom is Yeah ?

Chaah Miti Chinta Miti, Manwa Beparwah  
Jisko Kuchh nahi Chahiye, Wah Asli Shahanshah

In my attempt to simplify the personal finance concept through indianization, I found the above doha apt to explain the concept of Financial Freedom. Not only it talks about retirement planning but it also has happiness quotient in it. It talks about freedom to express oneself, pursuing hobbies and interest and most importantly stress free life. Which is missing when we talk about retirement planning.

Kharach Badhyo Udyam Ghatyo, Nripati Nithur Mann  
Kin

खरच बढ़्यो उद्यम घट्यो, नृपति निठुर मन किन

Kahu Rahim Kaise Jiye, Thode Jal Ki Meen

कहु रहीम कैसे जिए, थोड़े जल की मीन

The above couplet (Doha) I used in my book to explain the importance of retirement planning. In that chapter I have tried to explain why it is very painful to compromise on life style in sunset years. I also gave the reason why people won't be able to work till the age of 60 due to extreme competition and high stress level. I tried to keep the language as simple as possible. However, no matter how much everyone is trying to push the retirement planning as the most important goal of life, advisors on the ground believe that the response of the investors is not very encouraging. Millennial believe it is too far to think at their age.

Basis the feedback I received through investor education programs, one on one interaction with

investors and interaction with advisors at different forums, I realized that nomenclature needs to be changed and when I coined the idea of Financial Freedom instead of Retirement planning it gave a different feeling to the concept.

## Why Retirement Planning is Naah and Financial Freedom is Yeah

Chaah Miti Chinta Miti, Manwa Beparwah

चाह मिटी चिंता मिटी, मनवा बेपरवाह

Jisko Kuchh nahi Chahiye, Wah Asli Shahanshah

जिसको कुछ नहीं चाहिए, वह असली शहंशाह

In my attempt to simplify the personal finance concept through indianization, I found the above doha apt to explain the concept of Financial Freedom. Not only it talks about retirement planning but it also has happiness quotient in it. It talks about freedom to express oneself, pursuing hobbies and interest and most importantly stress free life. Which is missing when we talk about retirement planning.



Lets scan further and observe the perception of people about Retirement Planning and Financial Freedom:

### **Retirement is negative:**

Normally a young person looks at retirement with negativity. With retirement, unfortunately people do not imagine themselves in happy state. Probably because with old age comes weakness, illness, loneliness, as they must be finding lot of lonely people around them. Therefore the idea of retiring at 45-50 doesn't go well despite knowing the reality that they may not be able to work beyond 45-50 because of working environment.

### **Financial Freedom is positive:**

Whereas, on the other hand Financial Freedom talks about free from worries. A state when one can spend quality time with family. Probably one may have the desire to give back to society. I have a client who after achieving financial freedom, does lot of social work. He is also exploring his hobby of interior designing. In fact he helped few of his friends in renovation of their house. The idea of Financial Freedom is working really well for him.

### **Retirement Planning is creating corpus for pills and diapers:**

This came from a friend who happens to be a teacher

and when I spoke about retirement planning few years ago, pat came the reply, Retirement Planning is creating corpus for pills and diapers. No, I don't want to think on those lines today. I know I may need it.

I want to focus on economically weaker section's kids. I want to be around them in my sunset days.

Then the idea of financial freedom worked. She has already planned how to tackle the loneliness, financing it, will come through Financial Freedom.

### **Retirement is waiting for death:**

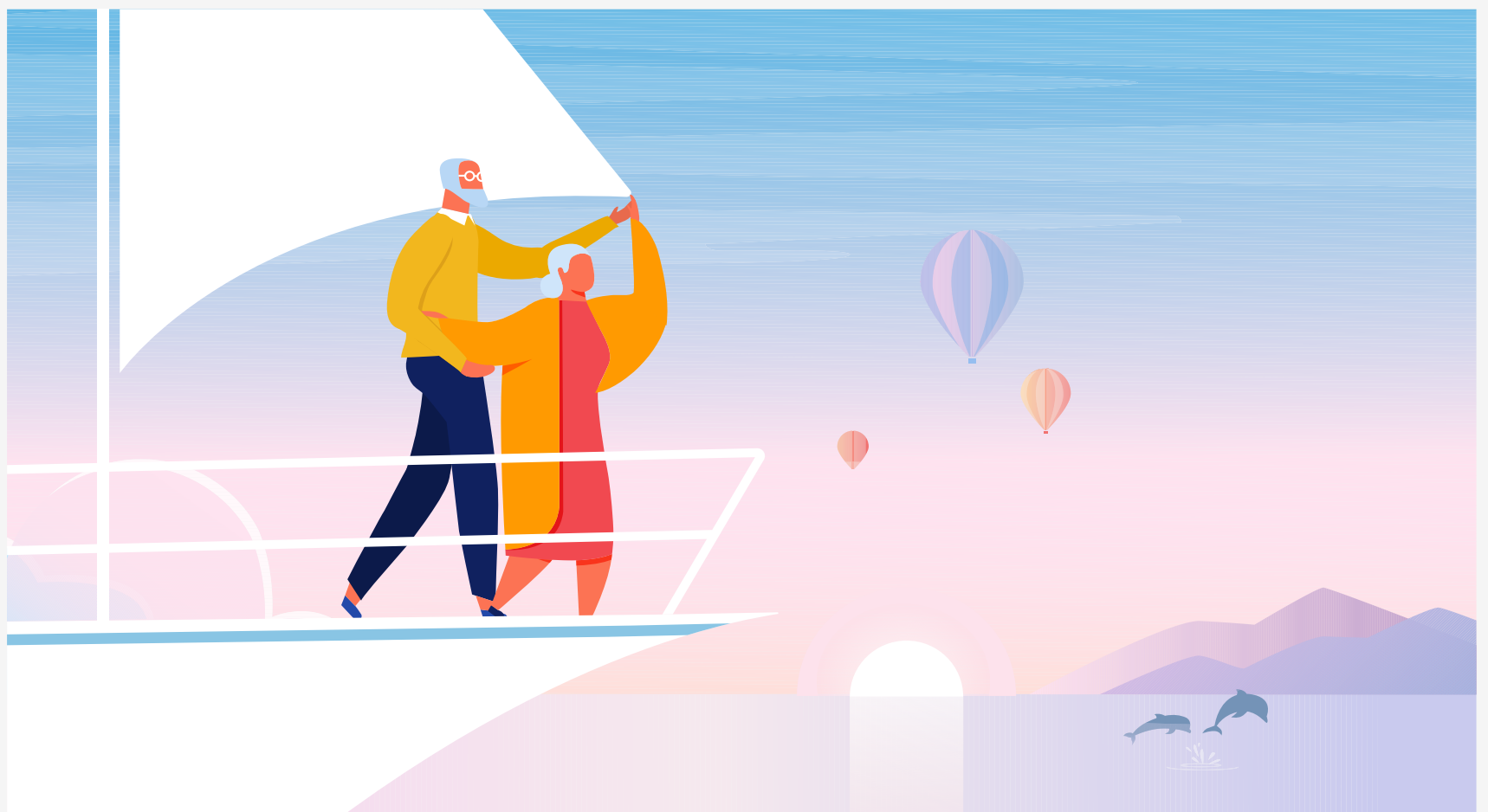
While interacting with people in 70s one realizes that very often they talk about the death as if it is standing near the door. Which naturally a person doesn't want to imagine herself/himself when she/he is in 30s-40s. That's the reason they don't want to discuss retirement planning.

Financial Freedom is enjoying life to the fullest: The idea of financial freedom is nowhere close to death, in fact it suggests enjoying life to the fullest.

So, a small change in presenting the concept can bring

***Goal wahi, soch nayi.***

***Retirement Planning is passe, Financial Freedom is the new mantra.***



# Quiz

- Q.1 - Union Budget 2020 has proposed that Mutual funds will be required to deduct TDS on dividend of more than Rs. 5,000 in a year.  
A ) True                                      B ) False
- Q.2 - The redemption proceeds can be credited only in the same account from where the investor has invested in the mutual fund scheme.  
A ) True                                      B ) False
- Q.3 - Mutual fund investments can be held only in demat account.  
A ) True                                      B ) False
- Q.4 - The list of companies classifying them into large cap, mid cap and small cap companies is updated by AMFI on \_\_\_\_\_ basis.  
A ) Weekly                                      B ) Quarterly  
C ) Half-yearly                                      D ) Annual
- Q.5 - The investor can nominate only one nominee for mutual fund investments.  
A ) True                                      B ) False

Ans. Q.1 - A), Q.2 - B), Q.3 - B), Q.4 - C), Q.5 - B),

All Members are requested to update their email IDs and cell numbers on telegram and database. Also, please provide the GST Number. All those Members who have not paid the Annual Fee are requested to do so at the earliest for both 2017-18 & 2018-19.

Your contribution towards this newsletter is solicited. Please share your views on events that you at your end.

Mail to [response@fifaIndia.com](mailto:response@fifaIndia.com)

Editor: Nisreen Mamaji



# QUIZ