

[Ian] "My name's Ian."

[Julie] "I'm Julie."

[Ian] "We farm Dorper sheep."

[Julie] "And we live on the plain just south of Johnburgh in South Australia."

[Ian] "It's hard to be financially prepared for a drought. This one has been dragging on. We're actually into our third year of drought."

[Julie] "If you sell sheep, you have an income when you sell them. You haven't got a weekly wage."

[Ian] "And those things are at the whim of the market at the time. You might do well, or you may not do so well. So, you budget accordingly."

[Gregg] "I first met Ian and Julie six years ago. I knew I could help with succession, superannuation, insurance and asset protection."

[Ian] "Living in a remote area hasn't really been a problem for us."

[Gregg] "Having those moments where yeah, we do meet face to face, but also in connection with that, there was opportunities and times where it was more appropriate to speak via the phone or through email."

[Julie] "I mean, we're really getting the support out here that people in Adelaide would be getting from Gregg. We're reaching a stage where we would like to wind down, but we want to do it successfully."

[Ian] "We would like our son to take the farm on."

[Julie] "It's very important to have an advisor that guides us. It gives us confidence."

[Ian] "A great retirement for us would be to have time to travel around and have a look at the lots of Australia that we haven't had a chance to see, to be able to settle in there and put our feet up and make new friends. That would give me great pleasure."