Commonwealth Bank of Australia ABN 48 123 123 124



NEWSPOLL SURVEY HIGHLIGHTS

Summary

- Australians are striving for longer terms goals like retirement over short term status symbols
- Congeniality in the office is proving more of a drawcard for Australians than their pay cheque
- □ Having a fulfilling relationship takes strong precedence over career
- Australians most admire stay at home mums and those who have achieved a strong work/life balance
- □ When it comes to winning the lotto, Australians would rather spend their money on family and friends than on a luxury car or mansion
- □ The Great Australian Dream is about achieving financially secure and happy children, as well as owning a property

Goals

The goals that show you have 'made it' (E1b)

- □ Material possessions and the more indulgent options owning a Rolex watch (0.4%), taking an overseas holiday once a year (7.9%) and owning a holiday house (5.3%) all scored relatively low
- □ 1 in 4 (27%) thought an early retirement was the sign you had 'made it'
- □ An almost equal 26% thought it was making the final repayment on your home loan
- □ 17% believed it was farewelling the pay slip and being your own boss

Career

A good salary vs a great organisational culture (including a great boss, colleagues and company values) (E2)

- □ 4 out of 5 Australians (78%) would prefer a great organisational culture over a good salary there was no difference between those with low or high household incomes
- ☐ The group showing the most favourable response for organisational culture were the 18-24 years old at 87% compared to the 50+ group at 75%
- ☐ Great organisational culture was a more popular choice for women (82%) than men (74%)

Successful career vs a fulfilling relationship? (E3)

- □ 85% of respondents would put a fulfilling relationship before a successful career
- □ At 17%, those who were not married were the most likely group to choose a successful career, while married people, at 90%, were the group most likely to choose a fulfilling relationship

Most admired people

A successful, high flying executive who works long hours and travels for business regularly or a person who works nine-to-five, enjoys their job and has a balanced lifestyle? (E4)

At 92%, nearly all respondents admired a person who has a balanced lifestyle over a successful executive with the figure staying stable across all sections

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- □ The majority of respondents (67%) admired the stay-at-home parent with those not working and those over the age of 50 choosing this option most frequently (75%)
- □ The busy working parent was most admired by 18-24 year olds (38%)

Great Aussie Dream

Which one, if any, of the following do you think is today's Great Australian Dream? (E8)

- "Happy and financially secure children" was the most popular response across every sector of survey respondents (40%), including those who had no children
- 1 in 4 Australians think achieving perfect balance between work and personal life was the new Great Australian Dream
- Owning your own home was nominated by 15% of respondents
- □ Achieving a sense of accomplishment was chosen by 10% of respondents
- Only 1 in 20 people (5%) thought having the freedom to escape to the places you love was the Great Aussie Dream

Lotto windfall

If you could only choose to do one of the following with your lotto winnings, which one, if any, would you choose?

- □ 1 in 2 Australians would help the friends and family who really need it
- □ 1 in 4 people would use the money to pay off existing debts
- □ 14% said taking an early retirement
- □ Few people would buy a sports car (1%) or a mansion (2.5%) or give the money to charity (3%)

Note

This survey was conducted nationally among 1,200 respondents aged 18 years and over between 6 and 8 February 2004, by fully trained and personally briefed interviewers. Respondents were selected by means of a stratified random sample process and, to ensure the sample included those people who tend to spend a lot of time away from home, a system of callbacks and appointments was incorporated. To reflect the population distribution, results were post-weighted to Australian Bureau of Statistics data on age, highest level of schooling completed, sex and area.