

HUMAN FIRST FINANCE · FREE GUIDE

# The **5** Financial Structures Every SA Side Hustler Needs **Before** They Scale.

What nobody told you when the money started coming in —  
and what it costs you every month you wait.

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## 01

## STRUCTURE ONE

# A Separate **Business Account.** Not Your Personal One.

Most side hustlers run everything through their personal bank account. This is not laziness — it's just what happens when nobody explains why it matters. It matters a lot.

When your business money and personal money live in the same account, you have no idea what your business actually earns, costs, or owes. SARS doesn't care that you couldn't separate it — they'll tax the full amount in your account if you can't prove otherwise. And when you eventually want to scale, get funding, or bring on a partner, the first thing anyone asks for is your business financials. If you don't have them, the conversation ends there.

**WHAT YOU NEED**

- **A dedicated business bank account** — FNB, Standard Bank, Nedbank, and Capitec all offer business accounts. Some are free.
- **A simple income/expense tracker** — even a Google Sheet. Every rand in, every rand out, categorised.
- **A rule:** pay yourself a salary from the business account into your personal account. Never blur the line.

**COST OF IGNORING THIS**

You are legally and financially exposed every single month you mix personal and business funds. SARS penalties, difficulty accessing funding, and zero visibility on actual profitability.

# 02

STRUCTURE TWO

## An Income Protection Plan That **Covers You** When You Can't Work.

Your income stops the moment you do. If you're employed, your company pays you sick leave. If you're a side hustler or freelancer — nobody does.

This is the structure most people think about after something goes wrong. An injury, an illness, a family emergency — something takes you out of the game for 30, 60, 90 days. Your expenses don't pause. Your clients move on. Your savings — if you have any — get wiped out covering what should have been covered by a plan. Income protection insurance pays you a percentage of your income (typically 75%) when you physically cannot work. For a side hustler, this is not a luxury. Your body and your time are your business. Protecting them is basic risk management.

### WHAT YOU NEED

- **Income protection cover** sized to your actual monthly income — not guessed, calculated.
- **A waiting period that matches your emergency fund** — if you have 30 days saved, you can afford a 30-day waiting period and pay a lower premium.
- **Cover that protects your own occupation** — not just "any occupation." The distinction matters enormously at claim stage.

### COST OF IGNORING THIS

One serious illness or injury without cover can erase years of hustle in 60 days. This is the most common financial catastrophe for self-employed South Africans.

## 03

## STRUCTURE THREE

# A Tax Provisioning System. Set Aside Before You Spend It.

SARS does not care that you didn't know you owed them money. The bill arrives regardless, and it includes penalties and interest if you're late.

Side hustlers and freelancers in South Africa are required to register as provisional taxpayers once their taxable income exceeds R30,000 per year from non-employment sources. Most don't know this until they receive a letter — or until a tax practitioner finds years of unfiled returns. The fix is not complicated, but it requires discipline from day one: every time money comes in, a percentage goes immediately into a separate savings account earmarked for SARS. You don't touch it. It's not yours. Think of it as collecting tax on SARS's behalf — because that is exactly what it is.

**WHAT YOU NEED**

- **Provisional tax registration** with SARS — if your side income exceeds R30,000/year, this is legally required.
- **A tax savings account** — set aside 25-30% of every payment you receive as a default. Adjust with your advisor after your first proper tax assessment.
- **Two provisional tax submissions per year** — August and February. Miss these and penalties start automatically.

**COST OF IGNORING THIS**

SARS penalties of up to 20% of the tax owed, plus interest. And a tax debt that follows you — including into any future employment or business funding applications.

# 04

## STRUCTURE FOUR

# A Retirement Annuity. Because **Nobody** Is Paying Your Pension.

If you left a job to do this full-time, your employer stopped contributing to your pension the day you left. If you never had a job, you've never had one. Either way — you're on your own.

South Africa's social grants are not a retirement plan. The maximum old age grant as of April 2026 is approximately R2,400 per month. That is what the state offers people who did not save. A Retirement Annuity (RA) is the most tax-efficient savings vehicle available to self-employed South Africans — contributions are deductible from your taxable income up to 27.5% of your income, capped at R430,000 per year (increased from R350,000 effective 1 March 2026). This means you reduce your tax bill while building the asset that will fund your future. The earlier you start, the less you need to contribute. Time is the only input in this equation you cannot buy back.

### WHAT YOU NEED

- **A Retirement Annuity** structured for variable income — not fixed debit orders you can't afford in a slow month.
- **A contribution amount that is sustainable** — R500/month started today beats R5,000/month started in 10 years.
- **Annual review** — as your income grows, your contribution should grow with it. This needs to be actively managed.

### COST OF IGNORING THIS

Every year you delay costs you compounding returns you cannot recover. A 30-year-old who starts today needs to save roughly half what a 40-year-old needs for the same outcome.

# 05

STRUCTURE FIVE

## A Will. Because Dying Without One Costs Your Family.

You built something. It has value — even if it's just your client list, your equipment, your savings. Without a will, South African law decides who gets it. That decision may not be the one you would have made.

Intestate succession — dying without a will — means your estate is distributed according to the Intestate Succession Act. This can result in outcomes that shock families: assets frozen for months or years during administration, minor children's inheritances held by the Guardian's Fund, business assets liquidated rather than transferred, and disputes between family members that destroy relationships. For side hustlers and entrepreneurs, the risk is compounded because the business itself may have value — intellectual property, client contracts, equipment, stock. A will costs almost nothing to set up. A death without one can cost your family everything you built.

### WHAT YOU NEED

- **A valid will** — signed, witnessed correctly, stored safely. Not handwritten on a piece of paper. A proper legal document.
- **A named executor** — the person responsible for administering your estate. Choose someone you trust and who is capable.
- **A guardian named for minor children** — if you have children, this is the most important document you will ever sign.

### COST OF IGNORING THIS

Your assets can be frozen for 12-24 months during intestate administration. Your family may receive nothing for years. Business assets are likely lost entirely.

NEXT STEP

# You've read the list. Now let's look at **your** picture.

A free Financial Needs Analysis takes 30 minutes. We look at where you are across all 5 structures — what's in place, what's missing, what's urgent, and what can wait. No obligation. No sales pitch. Just an honest assessment of your financial foundation.

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MESSAGE ME DIRECTLY

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