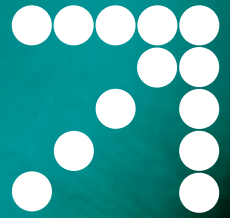
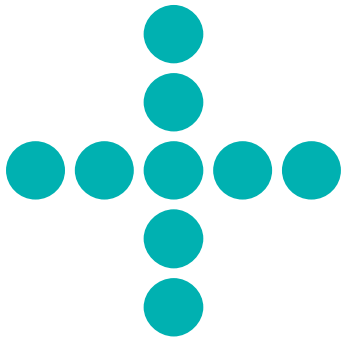


The Burrell Top 20 Program



FROM LITTLE THINGS
BIG THINGS GROW

BURRELL
stockbroking & superannuation



A PERSONAL INVITATION TO BEGIN GROWING YOUR PERSONAL WEALTH

The introduction of sound financial practices and principles to the younger generation is an issue that we take seriously. Over the past several years we have researched and evaluated ideas that both make sense to the younger generation or those not too familiar with financial matters and also that work!

One of the most difficult things to accomplish when starting out investing money in the stock market is to acquire enough shares to establish a balanced portfolio. The academics say that you really need to have a spread of 15 - 20 shares to achieve this result. With the Burrell Top 20 program, you have a safe, secure and affordable way to begin investing, with a balanced portfolio.

We've made it easy for you to begin.

With more than 70 years in the investment and stockbroking industry, we have the knowledge and expertise to guide you step by simple step on your way to harnessing the potential and reaping the rewards that a sound, long-term investment strategy has to offer: financial security through building a strong asset base, extra peace of mind in your later years, and the ability to provide for the kinds of opportunities to help you reach your financial goals now and into the future.

The important thing is to begin.

Today I welcome you to take that first important step.

Kind regards

C T Burrell
Director
Burrell Stockbroking





GET STARTED WITH AS LITTLE AS \$2000

An initial contribution of \$2000, together with a minimum of \$100 per month is all it takes to set you on a path to building a diverse investment portfolio in Australian shares. In lieu of the \$100 per month, ad hoc contributions may be made as funds become available. But remember, the best strategy is to start as early as possible and get into the good habit of making regular payments. As the old truism goes, ‘pennies make pounds.’

HOW THE BURRELL TOP 20 PROGRAM WORKS FOR YOU

The program is custom designed and expertly managed to help you build wealth over time. With a modest initial investment, together with further transfers from a bank account to help build a meaningful level of investment contribution, you’ll gain exposure to Australian equities through a portfolio of large capitalisation stocks (portfolios are based on the S&P/ASX 20 Accumulation Index).

The process is much simpler than you’ve probably imagined. Stocks you currently own may be included in the portfolio, either as a contribution which may be sold down, or locked to offer even more diversity.

Keep everything in line, online

The Burrell Top 20 Program is a paperless system. You simply view and keep track of your portfolio online, watching your investments move with the market. It gives you instant, 24 hour access to all your account details, daily valuations, cash transactions, sales and purchases, and a large number of tax reports.

After the initial establishment, all the paper work is taken care of. No contract notes are produced, and dividends and distributions are generally credited to your cash holdings. Easy. Best of all, it helps keep brokerage on each transaction to a minimum.

← See your portfolio in real time

Here’s where you literally get to watch your money working for you. It may take a little while to get used to it, but try to hang in there and get a feel for what’s going on. Compare the ups and downs with what you’ve read in the paper or seen on the news. Ask yourself the differing reasons why changes may occur and try to see things within the context of the bigger picture. In no time at all you’ll be using the kind of jargon that will make people think you’re a financial whiz.

YOUR TOP 20 PORTFOLIO									
Domestic Shares	Company	Units	Unit Cost	Current Price	Current Value	Unrealised Gain/Loss	Dividends	Yield	Dividend Yield
AMP	AMP LTD	12	\$119.50	\$120.00	\$1440.00	\$60.00	4.00%	4.00%	4.00%
ANZ	ANZ BANKING GROUP LTD	6	\$140.37	\$140.00	\$840.00	-\$24.00	5.00%	5.00%	5.00%
BHP	BHP BILLITON LTD	11	\$244.36	\$245.00	\$2695.00	\$66.00	5.00%	5.00%	5.00%
CEA	CEA LTD	4	\$21.48	\$21.00	\$84.00	-\$19.20	1.40%	1.40%	1.40%
COM	COM. BANK	4	\$100.75	\$100.00	\$400.00	-\$30.00	5.00%	5.00%	5.00%
CSL	CSL LTD	2	\$70.00	\$70.00	\$140.00	\$0.00	5.00%	5.00%	5.00%
MAC	MACQUARIE GROUP LIMITED	1	\$44.39	\$44.00	\$44.00	-\$15.00	5.00%	5.00%	5.00%
NAB	NATIONAL AUSTRALIA BANK	6	\$171.80	\$170.00	\$1020.00	-\$108.00	5.00%	5.00%	5.00%
QBE	QBE INSURANCE GROUP LTD	3	\$105.84	\$105.00	\$315.00	-\$25.00	5.00%	5.00%	5.00%
RIO	RIO TINTO LTD	1	\$100.00	\$100.00	\$100.00	\$0.00	5.00%	5.00%	5.00%
STB	ST GEORGE BANK LTD	2	\$100.00	\$100.00	\$200.00	\$0.00	5.00%	5.00%	5.00%
SUN	SUNCOAST-METWAY LTD	8	\$84.00	\$84.00	\$672.00	\$0.00	5.00%	5.00%	5.00%
TEL	TELSTRA CORPORATION LTD	20	\$80.00	\$80.00	\$1600.00	\$0.00	5.00%	5.00%	5.00%
WBC	WESTPAC BANKING CORP.	6	\$100.00	\$100.00	\$600.00	\$0.00	5.00%	5.00%	5.00%
WES	WESTFARMERS LTD	2	\$170.00	\$170.00	\$340.00	\$0.00	5.00%	5.00%	5.00%
WOW	WOWWORTH LTD	3	\$80.00	\$80.00	\$240.00	\$0.00	5.00%	5.00%	5.00%
WPL	WOODSIDE PETROLEUM	1	\$80.00	\$80.00	\$80.00	\$0.00	5.00%	5.00%	5.00%



GENERATION “WHY SHOULD I INVEST?”

When you're young, it's sometimes difficult to see far enough down the track to envisage the benefits of implementing a sound investment strategy now.

The important thing to remember about a share portfolio is that, unlike superannuation, it's an asset that you can use now. You can use it as collateral or even sell a portion if the need arises.

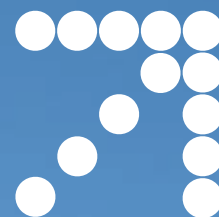
Best of all, it makes your money work just as hard as you do, putting you in a stronger financial position each day.

Your Burrell advisor is available to discuss the portfolio.



A FEW SIMPLE STEPS TO GET STARTED

To join [the Burrell Top 20 program](#), simply contact one of our advisors for a full Product Disclosure Statement (PDS) and application form, that are required in line with corporations legislation. This is necessary for you to take your first step as a stock market investor.



ONE OF THE GREATEST GIFTS YOU CAN GIVE YOUR CHILDREN

It is commonly said that one of the greatest lessons you can teach your children is that of sound financial practices and principles. It is certainly one of the most valuable life skills they will ever learn. Parents (and grandparents) wishing to make a birthday or Christmas gift that keeps on giving can use the one-off contribution to shape an interest in an investment education for their children.

Just think, they'll be able to learn along with you and help to make informed and educated decisions about how their investment grows. There's no better way to help them create a solid financial foundation.

With so many financial challenges, it's a skill and an asset they'll need in the years ahead for university, their first car, or even a deposit on their first home.

With The Burrell Top 20 Program, you have the opportunity to plant a seed that has the potential to bear fruit across the generations. When you consider all the benefits, it's definitely an education worth investing in.



IT'S EASY TO
FIND OUT MORE

PROFIT FROM OUR EXPERIENCE

Burrell Stockbroking is currently entrusted with around \$1Billion worth of investment funds.

We have been providing quality advice to our clients since 1937, so whether you're investing \$2 million or \$2000, you're always treated as one of our most valued clients.

After all, many of our most successful clients start out modestly. But like you, they realise that the key to long-term success is valuing every dollar and understanding the long-term importance of each small step forward.

The Burrell Top 20 program is dedicated to sound investment habits. You'll find that our philosophy of continually investing in hard work, expert analysis and common sense pays dividends in more ways than one.

- To learn more about
 - The Burrell Top 20 Program,
 - visit www.burrell.com.au
 - or talk to one of our
 - investment advisors today
- on **1300 4 BURRELL**

Our Offices

Brisbane

Phone: 07 3006 7200

Facsimile 07 3839 6964

Bundaberg

Phone 07 4153 4499

Facsimile 07 4153 1704

Ipswich

Phone 07 3884 5700

Facsimile 07 3812 3672

Gold Coast

Phone 07 5583 7800

Facsimile 07 5531 0000

Toowoomba

Phone 07 4699 4555

Facsimile 07 4638 4744

BURRELL

stockbroking & superannuation

➤ www.burrell.com.au