

# BURRELL

## Superannuation

### HOW'S YOUR SUPERANNUATION?

## LET'S GET IT WORKING FOR YOU

Today's Super is fast becoming the second largest asset owned by most Australians. With ever-changing legislation, are you making the most of current super concessions, financial incentives and rebates? Burrell can help, whether it be consolidating existing funds, reviewing your current super strategy, identifying the best vehicle to invest your funds or establishing and advising on a full-blown SMSF.

Superannuation became compulsory for all employees in 1983 and is designed to fund Australians during their retirement. Today, three types of super fund dominate the Australian market:

- **Self Managed Super Funds (SMSF)** – do-it-yourself superannuation funds established for a small number of individuals, generally husband and wife, regulated by the Australian Taxation Office. Generally the trustees of the fund are the fund members.
- **Retail funds** – funds are run for profit by financial institutions such as banks, financial planning groups and fund managers.
- **Industry funds** – multi-employer funds run by employer associations and/or unions solely for the benefit of members.

Compulsory super in combination with buoyant economic growth has turned Australia into a 'shareholder society' where most Australians are now indirect investors in the stock market. Super funds tend to invest in a wide variety of assets with a mix of duration and risk/return characteristics.

Needless to say, superannuation can be complex, and constant legislative changes and government tinkering can affect confidence in the super system. While historically, money was always considered best kept in super in a tax-protected environment, new federal government legislation means that more expert consideration should be given. Investors need to consider contribution caps and may even need to determine what to keep in and what to keep out of super. For some, saving for retirement will no longer be just about super; other non-super strategies will need to be adopted.

Whether your retirement strategy is 100% super or a mix of super and other investments, Burrell has the expertise and proven track record to help you devise an investment strategy that will best maximise your retirement income.

#### What we do: you're engaged and in control with a transparent and flexible super strategy

Burrell has provided quality superannuation advice to individuals, families, SMSF trustees, and businesses, ever since super became accessible to investors.

We build successful investment strategies and determine the best vehicle to invest our clients' super funds. And we develop strong partnerships with our clients, adopting the role of coaches who can listen, provide insights and help manage your investment decisions.

Importantly, you can count on Burrell's review, advice and recommendations to be in your best interests. As a private firm, we are less susceptible to conflicts and are free to provide superannuation solutions that suit your needs, not ours.



**Burrell's 'Super' team:** Anti-clockwise from L: Alanna Fraser, Robert Chan, Alicia Kendall, Eric Harrison, Mari Ashted, Angus Traves, Shanny Lai and Chris Burrell. *They'll get your super sorted and you on the path to a comfortable retirement.*

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We advise on all types of super funds including corporate (employee), industry funds, personal super, as well as establishing and maintaining SMSFs. Many investors progress through these various funds from when they start work to when they retire. At some point investors will consider whether an SMSF is right for them.

To determine the best approach to suit you, we consider the following issues together with your personal circumstances, and your goals and plans for retirement:

- age
- stage of life: pension or accumulation phase
- amount to be invested
- costs and fees
- responsibilities involved
- type of investments: shares, managed funds, property
- estate planning requirements
- number of members
- investment strategies
- limited borrowing for property
- insurance

We encourage our clients to adopt a superannuation structure and platform which provides transparency, flexibility and control. The more you can 'see' your super, track its performance, and have a say, the more engaged you are likely to become, and the more successful your super strategy will be in giving you the retirement income you want.

Once the best fund has been determined, we help you complete all the legal requirements to establish your chosen fund, from a simple retail application to an SMSF trust deed.

Far from a 'set and forget' strategy, we then keep you engaged, aiming to meet with you at least annually to review your fund and asset allocation, as well as how your super strategy sits within your investment planning generally.

### Understanding the costs involved

While the costs of running your superannuation are important to understand, they do not necessarily have the greatest impact on achieving your retirement goals. As a rule of thumb, the annual costs of administering a superannuation fund with the essential attributes of flexibility, transparency and control, should not exceed 1-2% of your assets.

We will work with you to identify and understand the cost of running your fund, including the many hidden costs that are not always obvious. Often the member fee is only a minor cost and your net returns are impacted by costs like platform or retail super fund costs, investment management costs and advisor costs, before you receive your return.

The most transparent fees are those charged at the member or trustee level, such as in a Self Managed Super Fund (SMSF). There are set-up and ongoing costs associated with SMSFs along with asset purchase costs, like brokerage. As a general rule, you need an SMSF balance of \$500,000 to cover costs and make an acceptable return.

### Get started

Talk to one of our super experts for an obligation-free conversation about your super. We'll bring you peace of mind knowing that your super strategy is sorted and you're taking steps to maximise your retirement income.

**p** 1300 4 BURRELL/1300 4 2877 355

**w** [www.burrell.com.au](http://www.burrell.com.au)

**e** [clientcare@burrell.com.au](mailto:clientcare@burrell.com.au)

**b** [www.burrell.com.au/news-and-events/the-burrell-blog](http://www.burrell.com.au/news-and-events/the-burrell-blog)

### General Advice Disclaimer

This document contains general information only and doesn't take into account your personal objectives, financial situation or needs. You should consider the appropriateness of the information in this document with regard to your objectives, situation and needs. You should obtain financial advice tailored to your circumstances. Contact us if you would like to speak to a qualified financial adviser