



Directions

December 2006

Super product enhancements

Following a number of product enhancements launched in July 2006 and our ongoing commitment to product development, a number of changes have been made to the Aon Master Trust effective 1 January 2007, including...

Portfolio rebates

The Aon Master Trust has introduced portfolio rebates which will apply to any new entrants joining Aon Master Trust Personal Super on or after 1 January 2007. The rebate, which is calculated using the balance at the end of each month, is credited back to their account monthly in the form of additional units in their chosen investment option(s). For new entrants joining from 1 January 2007, the rebate will apply automatically as follows:

Total account balance	Rebate (pa)
First \$250,000	Nil
Next \$250,000	0.20%
Over \$500,000	0.40%

Example: Let's say your client has a total account balance of \$800,000. The rebate would be calculated as follows:

Total account balance	Rebate applied (pa)	Rebate on management fee
First \$250,000	\$250,000 x Nil	Nil
Next \$250,000	\$250,000 x 0.20%	\$500
Over \$500,000	\$300,000 x 0.40%	\$1,200
		Total \$1,700

With the introduction of portfolio rebates, the Aon Master Trust will also be launching a fee calculator that will enable financial advisers to easily calculate the total management costs for their client and fulfil their requirement to disclose this in their statements of advice.

The fee calculator will be available from 1 January 2007 on the Aon Master Trust's secure online service or on request from your Business Development Manager.

Additional adviser service fee

To allow advisers to operate with a 'fee for service' model, the adviser service fee introduced at 1 July 2006 has been expanded and can now be charged as follows:

1. an ongoing asset-based fee capped at 2% pa, calculated using the account balance at the end of each month and deducted monthly, or
2. one or both of the following:
 - an ongoing fixed-dollar fee capped at a maximum of \$10,000 pa and deducted monthly, **and***/or
 - an ad hoc fixed-dollar fee capped at a maximum of \$10,000 pa and deducted as a one-off amount.

* The sum of ongoing and ad hoc fixed-dollar fees cannot exceed \$10,000 pa.

Example: Let's say your client has a total account balance of \$100,000 and that you have agreed an ongoing asset-based fee of 1.5% pa. The fee deducted from their account each month will be \$125 (1.5% x \$100,000 / 12).

To authorise payment of this fee, an [Authority to advise](#) form must be completed and sent to the Trust. Please note that the trustee has the discretion to refuse to deduct an adviser service fee.

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Standard member fee

The trustee is committed to keeping member fees as low as possible and had maintained the annual standard member fee at \$48 since 2001.

However, legislative changes over recent years and recent Government initiatives on superannuation have meant increased levels of regulation, compliance and reporting administration and, as a result, an increase in our administrator's costs. To accommodate these higher costs, the trustee has approved a modest \$1.00 per month increase in the standard member fee and, accordingly, the new standard member fee will be \$60 per annum effective 1 January 2007.

Please note that the November 2006 issue of [Directions](#) advises members of this increase.

While the portfolio rebate only applies to Personal Super, the changes to the adviser service fee and standard member fee will apply to Personal Super and Corporate Super from 1 January 2007. As the Allocated Pension PDS was only updated effective 1 October 2006, these changes will not come into effect for the Allocated Pension until 1 July 2007, at which time an updated PDS will be produced.

If you have any questions, please contact your Business Development Manager, call us on 1800 659 152 or [email us](#).



Corporate Super goes platinum

Aon Master Trust Corporate Super has just been rated platinum – the highest rating for a superannuation fund – by SuperRatings, an independent agency reviewing Australia's major super funds.

This is one of many awards won by the Aon Master Trust – Corporate Super was awarded the 'Rising Star Award' in 05, then solid gold in 06 and now platinum in 07.

This rating is testament to our ongoing product development and improvements, such as:

- additional employee benefits programs
- upgraded employer and member communications
- improved online employer services
- ongoing product development
- clear, value-for-money fees, and
- an expanded financial adviser network.

The SuperRatings rating process includes reviewing more than 300 superannuation funds looking at fees, returns, member benefits, employer services, website access and functionality, super advice and fund governance.

New Product Disclosure Statement (PDS)

With the product enhancements above being introduced from 1 January 2007, the Aon Master Trust is producing an updated version of the Product Disclosure Statement (PDS) for Personal Super and Corporate Super.

The new PDSs will be available on the web from 2 January 2007 and will replace the current versions dated 1 July 2006. As a result, we ask that you destroy any copies of the Aon Master Trust PDS dated 1 July 2006 as soon as the new version is available. Aon will continue to accept application from the PDS dated 1 July 2006, provided they are signed and dated on or before 31 December 2006.

To order a supply of the new Aon Master Trust PDSs, please contact the Adviser Services Team on 1800 659 152 or [email us](#).

2006 Annual report now available

Please note that a copy of the [2006 Annual report](#) has been sent to all investors in the Aon Master Trust. The Annual reports were accompanied by the latest [Directions](#) member newsletter dated November 2006.

Making super paperwork easier for you and your clients

A number of new forms have been introduced to the Aon Master Trust website since July 2006 to make the servicing of clients by financial advisers easier and streamline our administration processes. These include:

For financial advisers

We recently highlighted the short-form application to [increase insurance up to \\$400,000](#) and the [Authority to advise form](#) that were developed following feedback from advisers. Another form that has been added enables Personal Super members to [reclassify their occupation](#).

If you haven't used these forms before, you might want to take a look. They're easy to use and quick to complete.

For members

Our library of [factsheets](#) continues to grow and the range now includes:

- 2006/07 Federal Budget: an update
- Finding and consolidating your super
- Rollover options
- Salary sacrifice
- Government co-contributions
- Spouse contributions

- Contribution splitting
- Introduction to asset classes
- Understanding investment risk
- Insurance — helping you to protect your wealth
- Tax on super
- Choice of Fund (employer-sponsored members)
- Choice of Fund (participating employers)
- Enquiries and complaints procedure
- Leaving your employer
- Family law

The factsheets provide a quick overview of key investments and insurance topics and are a great resource for advisers who want to provide basic information to clients without providing personal advice.

For employers

With our new and improved forms, employers will find super paperwork that much easier to manage. The forms they use on a regular or frequent basis are available on the [website](#) in two formats:

- PDF – a printable form that they can complete and mail to us
- Excel – a spreadsheet that they can complete and email to us.

If they are already using the Excel forms, they'll notice improved functionality as well as the addition of Excel forms for advising changes in member details and member terminations.

We've also developed an easy-to-use Administration Guide, which is a great resource for administration, payroll or HR staff who manage employees' super. New staff will find it particularly useful as they learn the ropes. The guide can be used [online](#) to make the most of the useful links we've built in (including to forms and publications) or simply printed off.

Merry Christmas from the Aon Master Trust

The staff at Aon would like to wish you and your family a very merry Christmas and a safe and happy new year. We thank you for your support in 2006 and look forward to working with you in 2007 and beyond.

Please note that our office will remain open throughout the holiday period and we'll continue to take enquiries between 7am and 7pm (EST). Our Business Development managers can also be contacted via email or mobile during this period.

For feedback, questions or more information...

- [email us](#)
- contact your Business Development Manager, or
- call us on 1800 659 152.

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