



**YOUR EMAIL ADDRESS  
COULD WIN YOU \$5,000**



**HAPPY HOLIDAYS &  
WHEN WE'RE OPEN**



**EVENT? MAKE THE MOST OF  
LIFE STAGES COVER**

Aon Master Trust

# DIRECTIONS

NOVEMBER 2011

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Increase your cover,  
no health evidence required
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## LET'S STAY IN TOUCH YOUR EMAIL ADDRESS COULD WIN YOU \$5,000

You'd probably like less paper in your mail box and more up-to-date information on what's happening with your super.

To help us stay in touch on a more regular basis and keep you up to date on trends in the super space, there's just one detail we need—your email address.

As a thank you to members who give us their email address, we're offering **\$5,000** to the member who best answers the question below.

**Three easy steps** to stay in touch and make sure you're in the running for the \$5,000 prize:

### STEP 1

Send an email to [aonmastertrust.au@aonhewitt.com](mailto:aonmastertrust.au@aonhewitt.com) with 'Update my details' in the subject line.

### STEP 2

Include your preferred email address in the body of your message (and you may want to update your other contact details at the same time).

### STEP 3

Give us your first name, last name and date of birth as well as the answer (in 25 words or less) to the following question:

How can your super help you to achieve your ideal retirement?

The prize offer runs from 9:00am (AEDST) Friday, 2 December 2011 until 5:00pm (AEDST) Friday, 20 January 2012. Make sure you're in the running.

Please see page 2 for full terms and conditions.



We'd like to take this opportunity to wish all our members a safe and happy holiday season.

If you have any enquiries about your super during the holiday period, please note that our offices will be open on 28, 29 and 30 December, and our contact centre will be operating from 7:00am to 7:00pm (AEDST) on those days. We will be closed on all other days over the break.

If you are requesting a transaction on your super account and want it to be processed by the end of December, please ensure that we receive your request by 20 December to allow for processing time.



The Aon Master Trust annual report is now available on our website at [aonmastertrust.com.au/ar.htm](http://aonmastertrust.com.au/ar.htm)

If you'd like us to mail you a printed copy free of charge, send an email to [contactaon@pillar.com.au](mailto:contactaon@pillar.com.au) or call us on 1300 880 588.

### Terms and conditions – 'Let's stay in touch' competition

1. Information on how to enter and the prize form part of these conditions. By participating, entrants agree to be bound by these conditions. Entries must comply with these conditions to be valid.
2. Entry is open to residents of Australia aged 18 years or older. Employees of the promoter and their immediate families, as well as agencies associated with this competition are not eligible to enter this competition.  
To enter:
  - send an email to [aonmastertrust.au@aonhewitt.com](mailto:aonmastertrust.au@aonhewitt.com) with 'Update my details' in the subject line
  - include your preferred email address in the body of your message (and you may want to update your other contact details at the same time)
  - give us your first name, last name and date of birth as well as the answer (in 25 words or less) to the following question:  
How can your super help you to achieve your ideal retirement?
3. Only one entry per member may be submitted. All entries become and remain the property of Aon Hewitt Limited.
4. The competition commences at 9:00am (AEDST) on Friday, 2 December 2011 and closes at 5:00pm (AEDST) on Friday, 20 January 2012 ('Entry Period').
5. Entries must be received by the Promoter during the Entry Period. Entries received after the end date will not count towards the competition.
6. This competition is a game of skill. Chance plays no part in determining the winner. All entries will be judged individually on their merits based on the originality, clarity and informative nature of the entry. The best entry, as determined by the judges, will win the prize listed in Clause 8.
7. Judging will take place from 2:00pm (AEDST) on Monday, 30 January 2012 at Aon Hewitt Limited, Level 33, 201 Kent Street, Sydney NSW 2000. Entries will be judged by a panel of judges from Aon Hewitt Limited.
8. The prize consists of A\$5,000.00 payable by cheque.
9. The prize is not transferable. The judging panel's decision is final and binding—no correspondence will be entered into. The Promoter accepts no responsibility for late, lost or misdirected entries. Entries will be deemed void if forged, manipulated or tampered with in anyway.
10. The winner will be notified by phone or email by Monday, 6 February 2012. The winner's name and state will also be published on the Aon Master Trust's website [www.aonmastertrust.com.au](http://www.aonmastertrust.com.au) on Monday, 6 February 2012.
11. In the event that the prize becomes unavailable for reasons beyond the Promoter's control, the Promoter may substitute a prize of equal or greater value.
12. Any individual entering this competition may receive commercial emails directly from Aon Hewitt.
13. The Promoter will not be liable for any loss (including without limitation, indirect, consequential or indirect loss), cost or damage, personal injury or death which is suffered (whether or not due to the negligence of any person) in connection with entering the competition or using the prize, except any liability which cannot be excluded by law (and, if so, that liability is limited to the minimum allowable by law).
14. Once the prize leaves the Promoter's premises the Promoter will not be responsible for lateness or damages sustained during the delivery of the prize.
15. The Promoter is Aon Hewitt Limited (ABN 48 002 288 646, AFSL 236667) (Aon Hewitt) on behalf of the Aon Master Trust.

## HAVING AN EVENT? INCREASE YOUR COVER, NO HEALTH EVIDENCE REQUIRED

A family with a couple of kids and a mortgage will generally need more insurance cover than a single person living at home.

It's not about being more or less bullet proof than the other guy. It's about having the right cover for your personal situation and financial ties and updating your cover as your priorities (and insurance needs) change.

### Updating your cover is easier than you may think.

With our life stages cover, you can apply for an increase\* in death and total and permanent disablement cover—no health evidence required—when certain personal and business events happen, including:

- marriage
- divorce
- birth or adoption of a child
- a child turning 12 or being enrolled in private education
- your turning 30

- starting or increasing your primary home loan
- you're a key person in a business and your financial interest in the business has increased over the last 3 years.

So, if things are changing in your life and you want to update your cover, make the most of life stages.

### For more information

Contact us on 1300 880 588, email [contactaon@pillar.com.au](mailto:contactaon@pillar.com.au) or download *Insurance and your super* from our website at [aonmastertrust.com.au/pds.htm](http://aonmastertrust.com.au/pds.htm). You'll also find the *Life stages application* form on the website.

\* Limits apply.



## CONSOLIDATING YOUR SUPER



If you need a hand, just email us at [au.consolidation@aon.com](mailto:au.consolidation@aon.com) with your contact details and we'll be in touch.

## YOUR PORTFOLIO

Aon Master Trust investment returns are on [aonmastertrust.com.au](http://aonmastertrust.com.au) or you can contact us for a copy.

## MARKET UPDATE QUARTER ENDED 30 SEPTEMBER 2011

### Commodity prices tumble, but Australian economy holds up well

Commodity prices tumbled over the quarter as Europe's ongoing sovereign debt woes and question marks over the US economy fuelled recession fears and doubts about the global growth outlook. Oil prices fell 16.7% in recent months as manufacturing activity slowed in the world's biggest oil consumers—the US and China.

On a more positive note, the Australian economy continues to hold up well relative to its major global counterparts, benefiting in particular from strong Chinese demand for our raw materials and a banking sector with limited exposure to the events in Europe.

### Australian shares

The Australian share market fell 11.6% amid increasing risk aversion, driven mainly by European sovereign debt concerns and lingering doubts about the sustainability of the US recovery. Other factors were Standard & Poor's decision to cut its credit ratings on US and Italian government debt, uncertainty over the impending carbon tax, and the Reserve Bank of Australia's (RBA) decision to downgrade its near-term growth forecasts.

Metals & Mining and Energy were among the worst-performing sectors during the quarter. By contrast, the Telecommunication Services sector was one of the few sectors to close the period in positive territory, benefiting from its defensive qualities in the face of rising market volatility.

### International shares

Rising market volatility caused by Europe's escalating sovereign debt crisis continued to weigh on investors' confidence. European markets bore the brunt of the fallout, with Greece (-44.1%), Germany (-30.9%) and France (-29.6%) all trading significantly lower. An 8.0% fall in the euro against the US dollar exacerbated the markets' underperformance.

With a fall of 15.4%, US shares fared better than their European counterparts. Concern over the health of the global recovery was enough to destabilise the more economically-sensitive emerging markets while Japan proved a relative safe haven, supported in part by a 5.0% rise in the yen.

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# MARKET UPDATE QUARTER ENDED 30 SEPTEMBER 2011



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## Property

Europe's ongoing sovereign debt woes and slowing global economic growth led to all regions performing poorly, with the global market returning -15.6%\*\* in hedged Australian dollar terms. Particular contributory factors were weak employment conditions in the UK (-20.5%), in Asia (-19.1%) fears of a sharp slowdown in China, in continental Europe (-17.0%) the region's debt crisis and macroeconomic uncertainty and, in the US (-14.9%), slower jobs growth and the possibility of a 'double-dip' recession.

The more defensive Australian market was somewhat insulated from regional macroeconomic issues.

## Bonds

Longer-dated government bond yields fell as Europe's escalating sovereign debt crisis and fears the US economy may fall back into recession saw investors sell 'risk' assets in favour of the relative safety of major government debt. However, yields rose late in the quarter amid reports that European officials were actively working toward a plan to resolve the region's debt crisis.

Australian bonds returned 4.6% while yields closed the quarter significantly lower. Bank bill yields also trended lower on expectations that the next move in domestic interest rates will be down.

The Reserve Bank of Australia left the official cash rate at 4.75% throughout the period, and is likely to sit on the sidelines until it can more accurately gauge the impact of global events on the domestic economy.

\*Thompson Reuters/Jefferies CRB Index.

\*\*FTSE EPRA/NAREIT Developed Real Estate Index Net TRI.



## NAVIGATING THE UPS AND DOWNS

Our investment partner, Russell Investments, has an online *Volatility toolkit* offering a wealth of in-depth information and up to date resources, such as:

- ↳ learn how to ride the cycle of market emotions
- ↳ helping investors in choppy markets
- ↳ are you missing opportunities?

You'll find the *Volatility toolkit* at [aonmastertrust.com.au/inv\\_tools.htm](http://aonmastertrust.com.au/inv_tools.htm)

Performance to 30 September 2011	3 mth %	1 yr %	3 yr % pa	5 yr % pa	10 yr % pa	Index used
Australian shares	-11.6	-8.7	-0.1	-0.7	7.2	S&P/ASX 300
International shares (\$A hedged)	-14.3	-1.6	-0.1	-2.2	3.9	MSCI World Net Dividends Reinvested Accumulation Index (\$A Hedged)
International shares (\$A unhedged)	-8.1	-4.7	-6.8	-7.3	-3.1	MSCI World Net Dividends Reinvested Accumulation Index
Australian listed property	-8.1	-6.3	-11.7	-13.6	0.8	S&P/ASX 300 A-REIT
Australian fixed interest	4.6	9.0	7.8	7.0	6.2	UBSA Composite Bond All Maturities
International fixed interest	4.3	7.8	10.3	8.5	7.8	Barclays Capital Global Aggregate HDG AUD
Cash	1.2	5.0	4.5	5.6	5.4	UBSA 90 Day Bank Bill

Source: Russell Investments

Note: Past performance should not be considered a guide to future performance.

## Contact us

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