

**SELF-MANAGED
SUPER FUND
PROFESSIONALS'
ASSOCIATION OF
AUSTRALIA**



Andrea Slattery – SPAA CEO

‘What does the future hold for SPAA’

ACT & Southern Region Chapter Meeting

ComSuper Boardroom

4 July 2006





Self-Managed Super Fund Professionals' Association of Australia

Superannuation Industry in 2006

- Total Superannuation assets - \$600B
- Total SMSF assets - \$195B
- \$1 in every \$4 – 24%
- 2nd largest Superannuation sector
- \$285,000 average member balance
- 320,000 SMSFs funds
- 2000 per month SMSF setups
- 3% of population
- Similar asset holdings invested outside super as well as family home
- 33% increase in balances >\$1M since 1999
- Decrease in balances < \$100,000 of approx 11%
- Statistics on advisors/tax agents/auditors – ATO
- Increased awareness of all superannuation – ATO, FLF, SPAA etc



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Highlights of Michale D'Ascenzo's presentation

- SMSFs very important part of services/compliance for the ATO
- Objective of ATO - increase & improve education, knowledge & professionalism
- Aim to help SMSF trustees protect their wealth for retirement
- ATO as a regulator will have a 'Firm but Fair' approach
- Problems – eg early access schemes
- 'Prevention rather than Cure'

Highlights of Justice Stephen O'Ryan's presentation

- Courts full of cases involving Super – no specific SMSF cases as yet
- Message – need experts & role models
- Business Opportunities – stop 'guns for hire' approach
- Offer real value



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SPAA Objectives – going forward

- Member benefits
- Communication to consumers and to members
- Integrity in the industry
- Self- Regulatory role
- Education is the key
- Standards of Advice – SSA, Audit and Actuary
- Branding the SPAA logo & SSA designations
- Communication to consumers and to members
- Complement to the industry – all participants
- Audit program & CPD program
- Building an opportunity for SMSF advice both in Australia & Internationally
- Website and marketing
- Forefront of new concept of an association

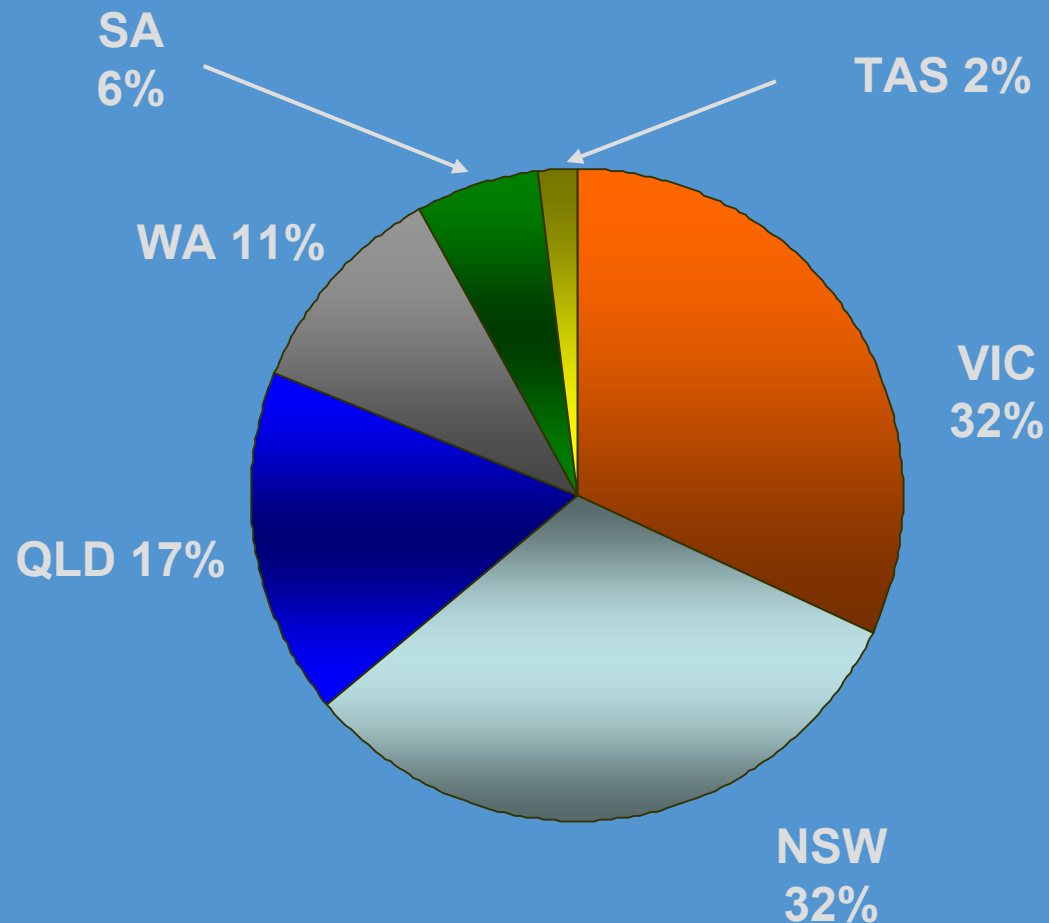


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Member benefits

- National membership committee – member direct views & requests
- Information
- Networking
- Media – direct, media releases, webcasts, ITV, DVDs
- Marketing – corporate brochures, member benefits, sponsors, consumers
- Website – SSA, information, search engines, online registrations
- SSA 'Find a specialist' sites – SPAA, Rainmaker, ATO, ASIC,
- Tools for members – SPAA newsletter, CCH, IFA, Super Review
- Conferences – presentations, networking,
- Seminars/workshops – national, associations, industry participants
- Education – courses, CPD, seminars, co-branding
- Products and services – industry, new players,
- Value add – member, regulator, industry participants, consumer

SMSF Distribution by State



Allocation to State is determined by contact address. Figures for ACT are included in NSW. NT are included in SA.

SPAA Education Process



Task Force

Independent Industry & RTO

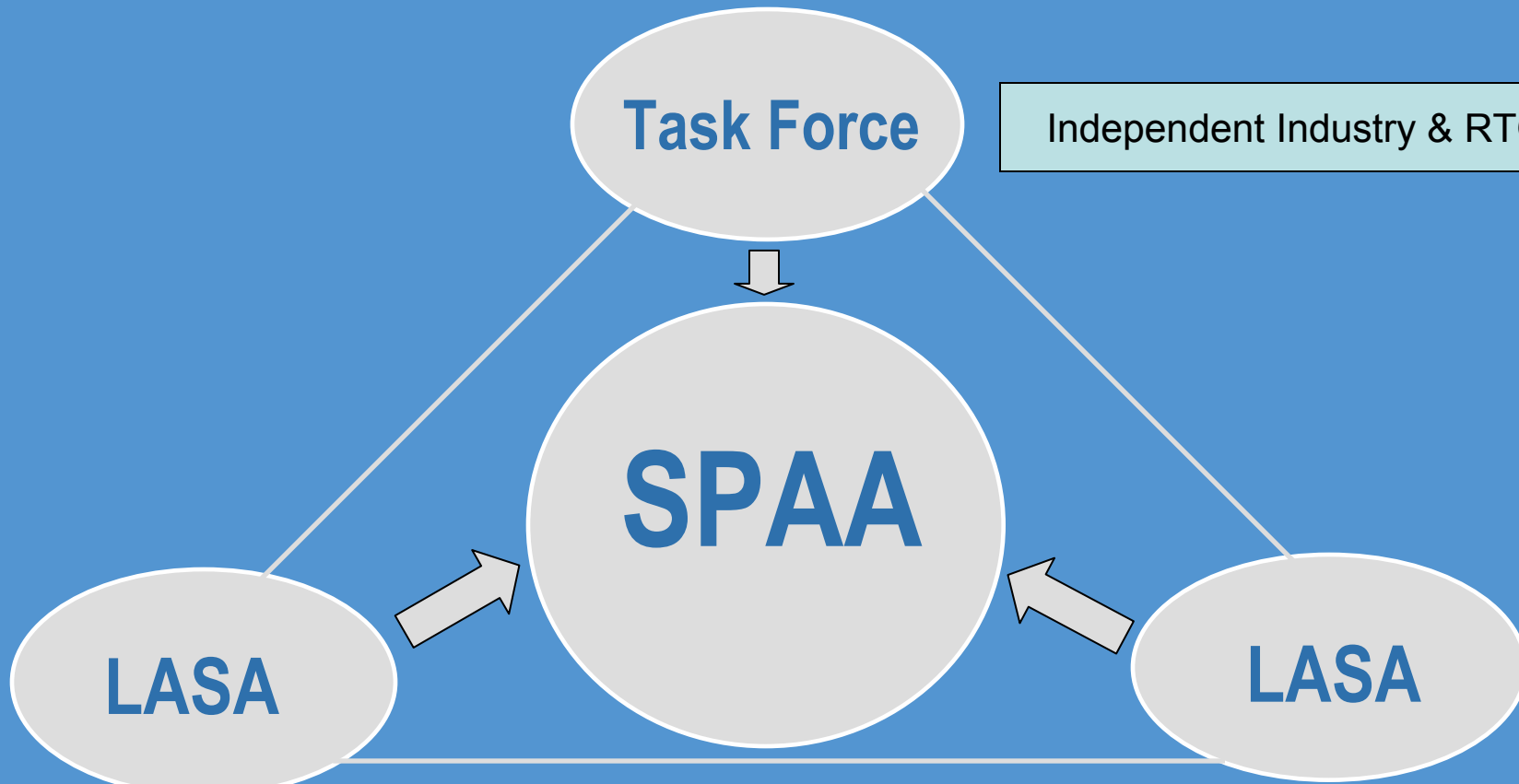
SPAA

LASA

Independent Training Certification

LASA

Independent Audit Certification



SPAA Specialist Accreditation Designation



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‘Education is the Key - more informed decisions’