



A photograph of an elderly couple sitting at a wooden dining table in a kitchen. The woman, on the left, has short grey hair and wears glasses and a grey cardigan over a blue shirt. She is clapping her hands and smiling broadly. The man, on the right, has white hair and a beard, wears glasses, a pink shirt, and a grey sweater. He is also clapping and smiling. The table is set with plates of food, glasses of water, and a jar of jam. In the background, there is a kitchen counter with a microwave and various bottles. The overall atmosphere is warm and positive.

# PLANNING FOR RETIREMENT

READY  
AIM  
RETIRE

# Agenda

Where should I be now?

When can we retire?

What do we need in retirement?

What to consider before 60

What to consider after 60

What happens when you retire?

Centrelink







## General advice warning

The information contained in this presentation was current at the time of publication and is provided to help you understand Vision Super's superannuation plans, products and services, and policies and procedures.

This presentation may contain general advice that does not take account of your specific needs or objectives. We recommend that you seek professional advice, and read the relevant Product Disclosure Statement and Financial Services Guide before acquiring any financial product.

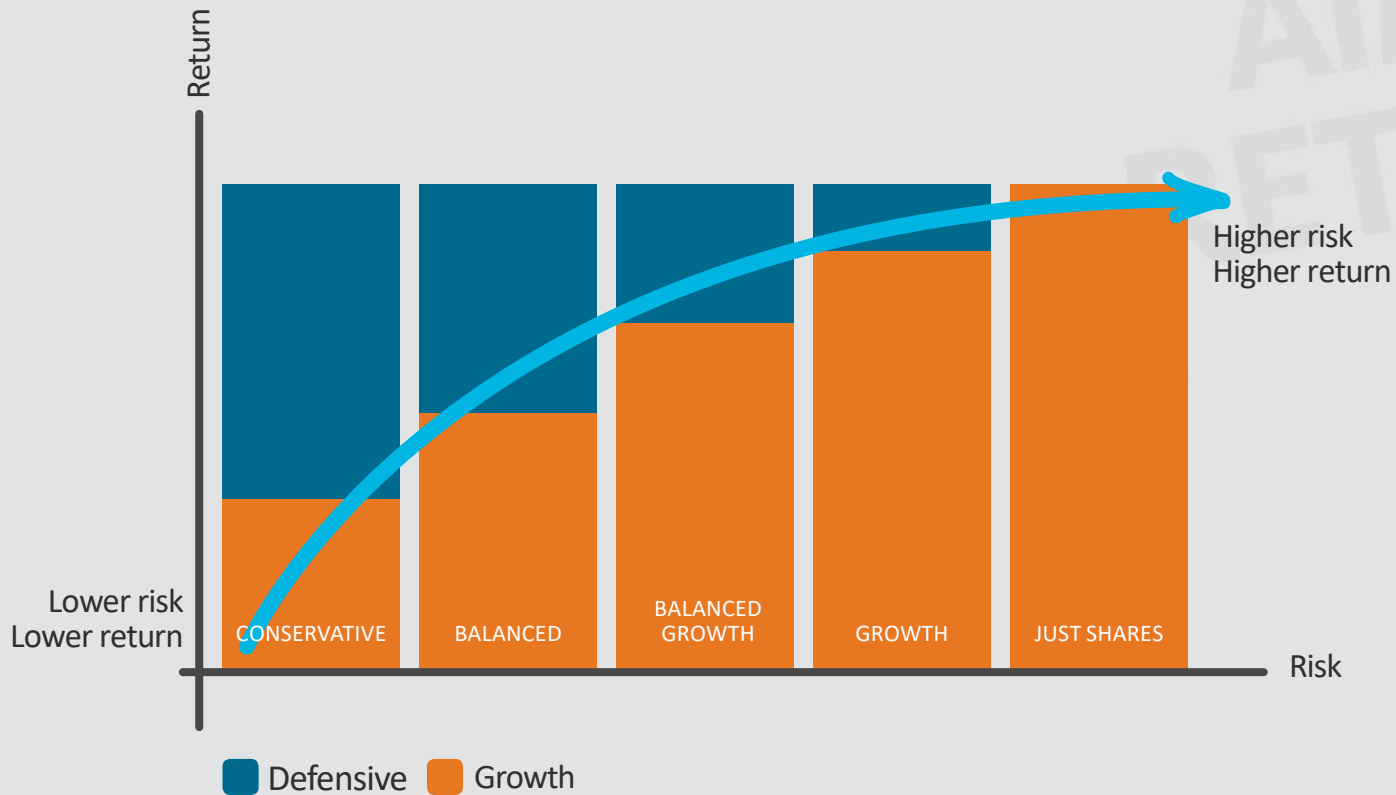
The information contained in this presentation should not be used as a substitute for legal or other professional advice, and please remember that the past performance of our financial products is not an indication of the future performance of these products.

**We do not receive commissions or bonuses. Refer to the Vision Super Financial Services Guide for more details.**



**WHAT YOU SHOULD  
HAVE DONE ALREADY**

# Risk and return



A photograph of a woman with blonde hair kissing a younger woman on the cheek. The younger woman is smiling and holding a baby. They are sitting on a couch in a living room with framed pictures on the wall.

## Beneficiary options

### Binding



You provide formal written direction to tell us who you want your account balance paid to, so that it's legally binding.

### Non-binding



You nominate who you'd prefer your account to be paid. Ultimately your super fund is legally responsible and will need to consider relevant laws when making a decision.



# Save your super for being eaten away!

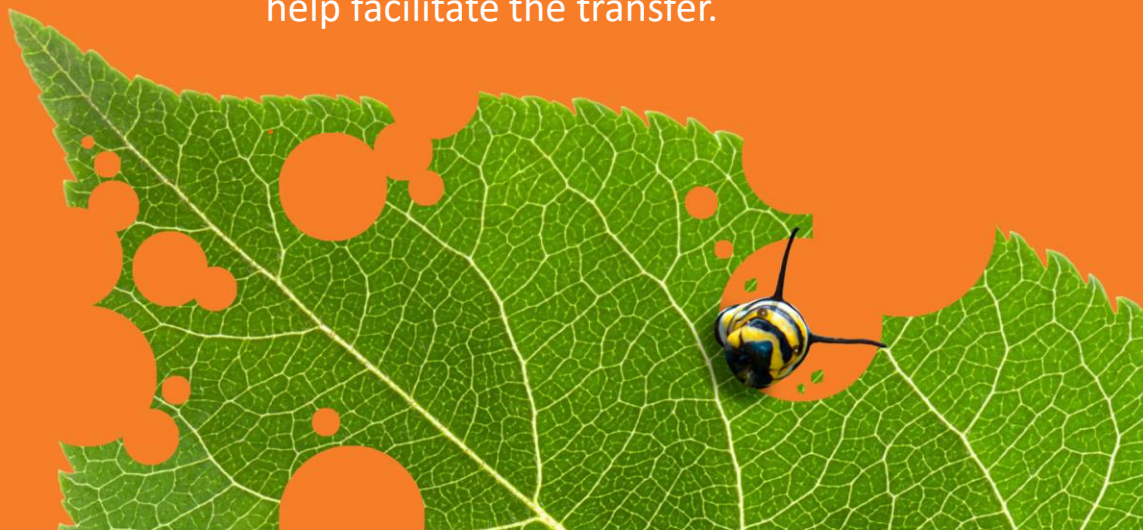
Having more than one super fund may be costing you in unnecessary fees. Consolidating your super into your Vision Super account is quick and easy.

## Consolidate online

To find and transfer your super held in other accounts into your Vision Super account, log in to **[visionsuper.com.au/myaccount](https://visionsuper.com.au/myaccount)**, click on the Transfer/rollover link and follow the prompts.

## Complete the form

Alternatively, visit **[visionsuper.com.au/consolidatingyoursuper](https://visionsuper.com.au/consolidatingyoursuper)**, complete the online form, and we'll start searching for your super. If we find your super held in other accounts, we'll be in touch to help facilitate the transfer.







**WHEN CAN  
YOU RETIRE?**



## Retirement age for super

DATE OF BIRTH	PRESERVATION AGE
Before 1 July 1960	55
1 July 1960 – 30 June 1961	56
1 July 1961 – 30 June 1962	57
1 July 1962 – 30 June 1963	58
1 July 1963 – 30 June 1964	59
After 30 June 1964	60



## Age pension age

DATE OF BIRTH	ELIGIBLE FOR AGE PENSION AT AGE
Before 1 July 1952	65
1 July 1952 – 31 December 1953	65.5
1 January 1954 – 30 June 1955	66
1 July 1955 – 31 December 1956	66.5
1 January 1957 and later	67



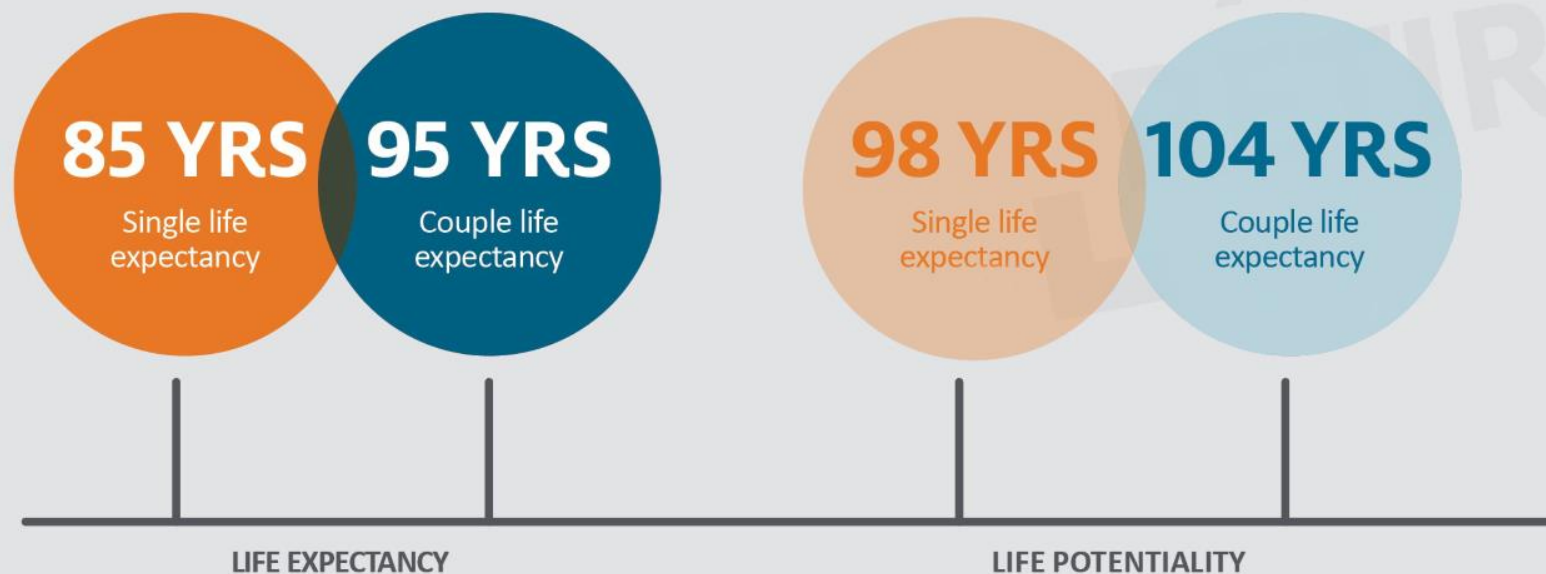


**WHAT DO YOU NEED  
IN RETIREMENT?**



# Life expectancy vs life potentiality

For the average Australian



Mortality rates are improving and socio-economic effects are significant. There is a 50% chance that at least one member of a couple could be alive at this point.  
**Life potentiality measures how long an individual might live.**

Life potentiality is the age where 10% of the population will still be alive. **Source:** Macquarie Life. December 2018

# How much income will I need in retirement?



SINGLE MODEST

**Yearly income**  
**\$27,368 pa**

SINGLE COMFORTABLE

**Yearly income**  
**\$42,764 pa**



COUPLE MODEST

**Yearly income**  
**\$39,353 pa**

COUPLE COMFORTABLE

**Yearly income**  
**\$60,264 pa**

**Cost of living expenses survey September quarter 2017 (ASFA and Vision Super)**

Assumes retirement with no mortgage payments, 7% return reinvested, 3% CPI. Calculations do not take into account any tax payable. Calculations based on female life expectancy, couple calculations assume couple are the same age.

A woman with long, wavy blonde hair is smiling and pointing her right index finger towards the camera. She is wearing a dark red plaid shirt and a black backpack. The background is a soft-focus landscape with hills under a warm, golden sunset sky. The sun is low on the horizon, creating a strong backlight effect on her hair.

**WHAT YOU SHOULD  
DO BEFORE 60?**



## Government co-contributions

YOUR TOTAL INCOME†	YOUR CONTRIBUTION	CO-CONTRIBUTION
\$37,697 a year or less	\$1,000	\$500
\$43,697 a year	\$600	\$300
\$49,697 a year	\$200	\$100
\$52,697 a year or more	Any amount	\$0





## Spouse contribution tax offset

SPOUSE INCOME	SPOUSE CONTRIBUTION	TAX OFFSET
\$37,000 a year or less	\$3,000	\$540
\$38,500 a year	\$3,000	\$270
\$40,000 a year or more	\$3,000	\$0

# Salary sacrifice

A little goes a long way



**MARY**  
55 years old



Annual income  
\$60,000



Superannuation  
\$130,000

Minimum 9.5%  
SG contribution

Super balance at  
**\$232,675**

Retirement age  
67 years old



**KATE**  
55 years old



Annual income  
\$60,000



Superannuation  
\$130,000

Minimum 9.5%  
SG contribution

**+PLUS**

Kate makes a  
before- tax salary  
sacrifice contribution  
of \$100 a month

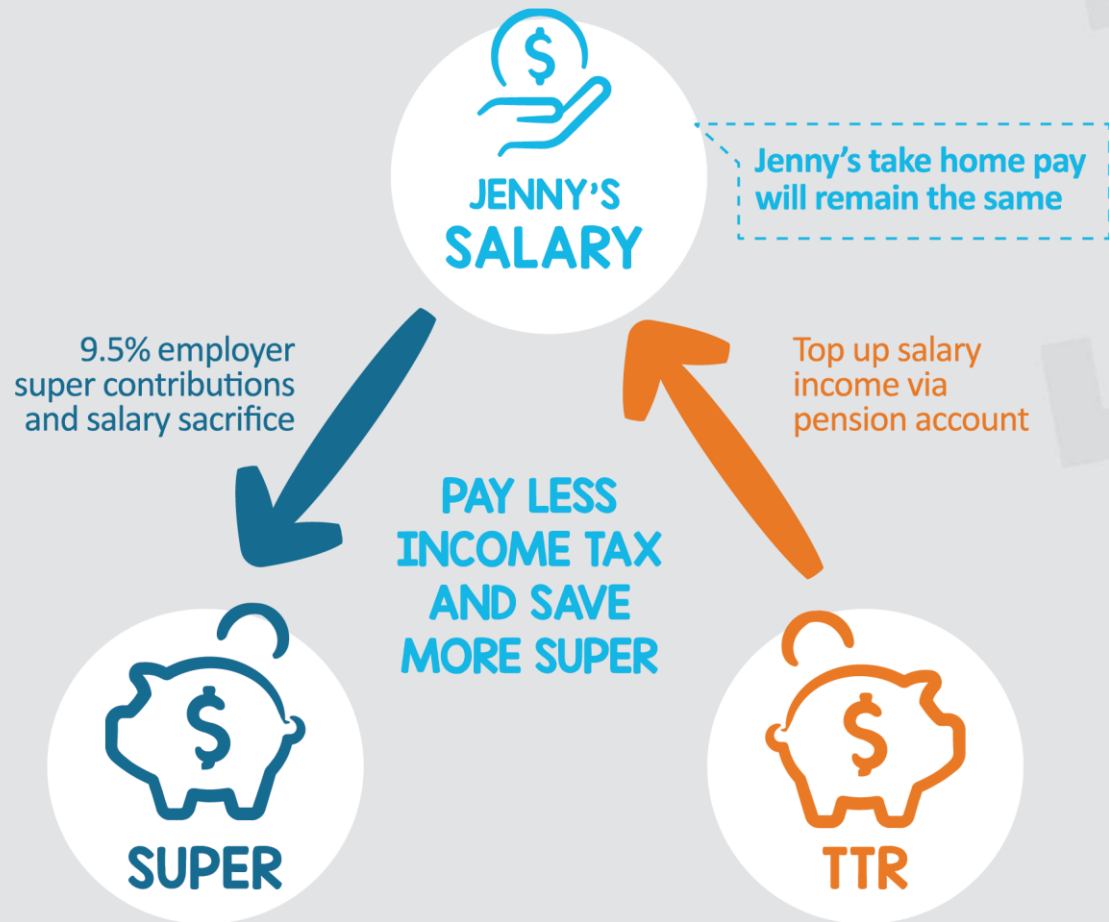
Super balance at  
**\$259,768**

Retirement age  
67 years old



**WHAT YOU SHOULD  
DO AFTER 60?**

# Transition to retirement





# Transition to retirement



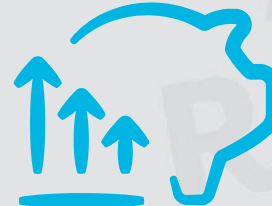
TODAY



Same take home pay



...IN 7 YEARS



\$22,000  
EXTRA!

**Example:** Peter just turned 60 and is keen to add to his \$140,000\* super balance. He earns \$68,000 a year, and is looking forward to retiring at 67. Through TTR, Peter found he could add \$22,000 to his retirement savings over 10 years without reducing his take-home pay.

\* This example is provided for illustration purposes only and is not a representation of the benefits that may be received or the fees and costs that may be incurred. The information should not be taken as financial advice. Source: AustralianSuper internal calculations. Net benefit has been rounded to the nearest \$1,000, and expressed in today's dollars using wage inflation of 3.5% pa. Calculations based on 2017/18 tax rates and include the proposed increase to the Medicare levy from 1 July 2019. Peter is assumed to earn 6.5% pa after tax and fees in both his super account and TTR Income account. Admin fees of \$78 pa in both super and TTR Income accounts plus 0.11% in the TTR Income account. Peter's salary increases in line with wage inflation of 3.5% pa. SG rates are assumed to increase as scheduled from 2021–22.\$68,000 a year, and is looking forward to retiring at 67. Through TTR, Peter found he could add \$22,000 to his retirement savings over 10 years without reducing his take-home pay.



**WHAT HAPPENS  
WHEN YOU RETIRE?**

# Importance of financial advice

The value of getting the right advice before you retire can't be underestimated.

Financial advice about your Vision Super account can help you:

- ✓ Maximise eligibility for Centrelink benefits
- ✓ Achieve the retirement income you want
- ✓ Invest for retirement
- ✓ Choose the right pension
- ✓ Get transition to retirement advice
- ✓ Plan your estate to protect your wealth
- ✓ Minimise tax on your super.



# Re-contribution strategy

A re-contribution strategy is just that; a withdrawal of your superannuation benefits and a re-contribution back into super. It can provide tax savings for your beneficiaries when you die.

	Scenario 1 No re-contribution strategy, benefits paid to adult children	Scenario 2 Re-contribution strategy benefits paid to adult children
Taxable component	\$300,000	Nil
Tax-free component	Nil	\$300,000
Total benefit (before tax)	\$300,000	\$300,000
Tax payable	\$49,500	Nil
Net benefit	\$250,500	\$300,000





**CENTRELINK**

# Centrelink

ASSET TEST THRESHOLDS			
		THRESHOLD*	CUT OUT POINT
SINGLE	Home owner	\$ 258,500	\$561,250
	Non-home owner	\$465,500	\$768,250
COUPLE	Home owner	\$387,500	\$844,000
	Non-home owner	\$594,500	\$1,051,000

**Allowances:** no entitlement.

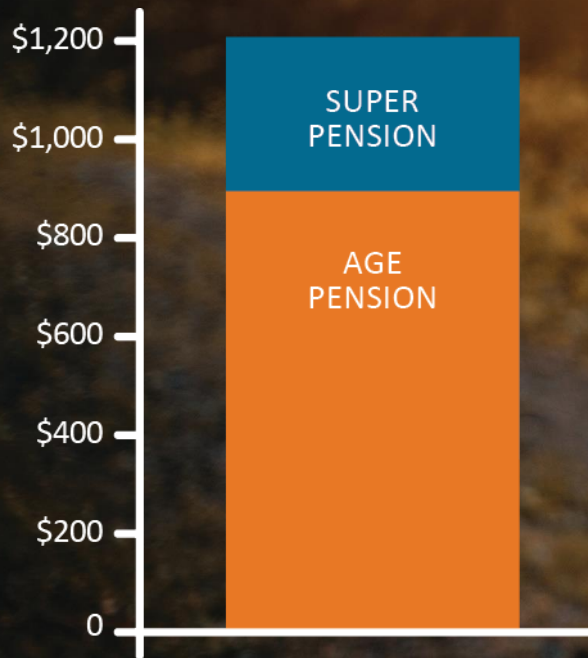
**Pensions:** pension reduces \$3.00 per fortnight per \$1,000. Also need to meet the income test.

\* Assets above threshold

## Payment rates for age pension

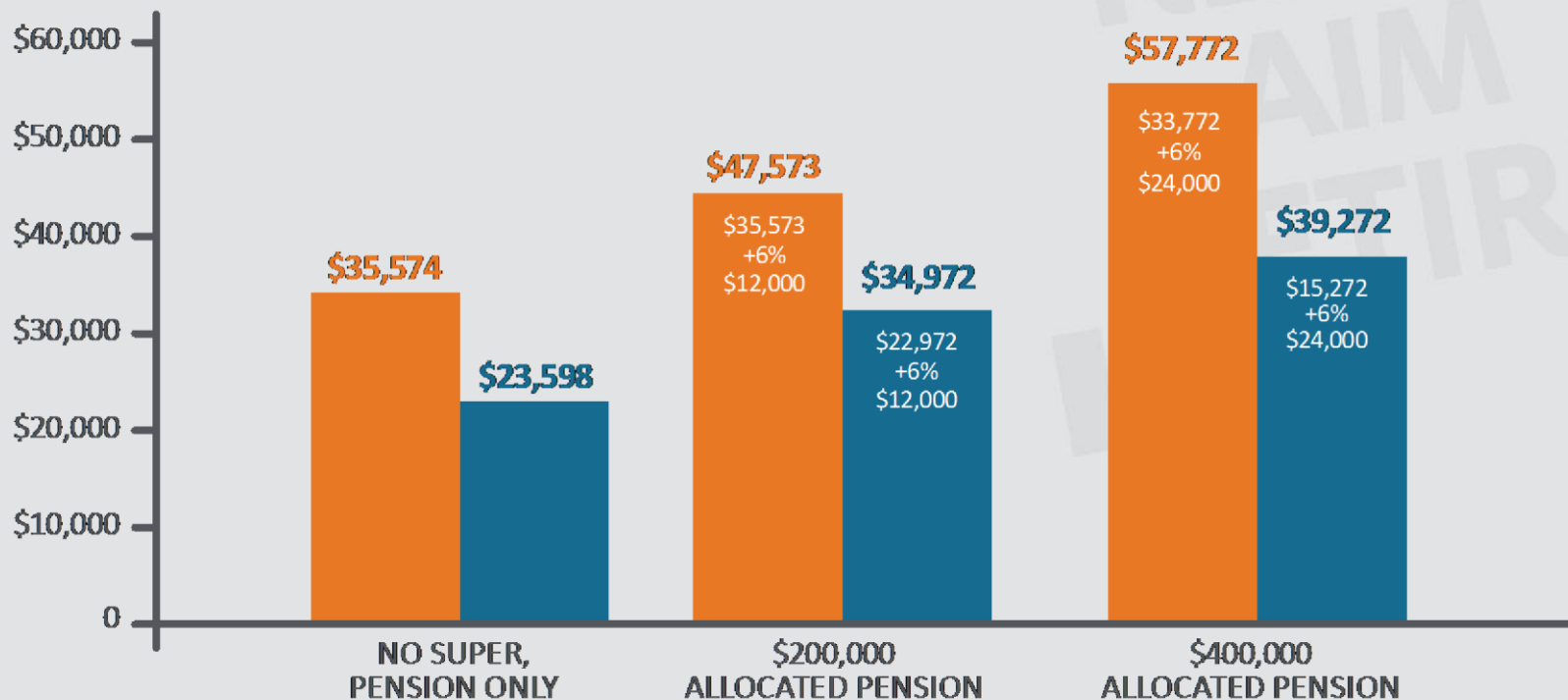
Pension rates (per fortnight)	Single	Couple each	Couple combined	Couple each separated due to ill health
Maximum basic rate	\$826.20	\$622.80	\$1,245.60	\$826.20
Maximum pension supplement	\$67.30	\$50.70	\$101.40	\$67.30
Clean energy supplement	\$14.10	\$10.60	\$21.20	\$14.10
Total	\$907.60	\$684.10	\$1,368.20	\$907.60

# Your super and age pension work together





# Income in retirement



## COUPLE

Modest yearly income **\$39,353 pa**  
Comfortable yearly income **\$60,264 pa**



## SINGLE

Modest yearly income **\$27,368 pa**  
Comfortable yearly income **\$42,764 pa**



**WHERE CAN  
I GET ADVICE?**

# Financial planning process

**01**

Discuss your goals and what's important to you



**02**

Define how we can assist and the associated costs



**03**

Develop strategies and a plan to help you achieve your goals



**04**

Present your plan and agree how to proceed



**05**

Work with you to implement your plan and any associated products



**06**

Review your plan as often as agreed to help you stay on track



# Book a super check up before you leave.

We will provide you with changes you should be making to meet your retirement goals or recommend you meet with a Vision Super financial planner (normally for complex scenarios or at retirement).



**Online**  
visionsuper.com.au  
Members online



**Member  
hotline**  
1300 300 820



**Face to face**  
Seminar program,  
financial planning





# Tell us what you think...

**vision super**

SEMINAR: 1 2 3

☒ Let us know what you thought of our presentation.

**YOUR DETAILS**

Name: \_\_\_\_\_

Email address: \_\_\_\_\_

Employer: \_\_\_\_\_

**MOVE ALL YOUR SUPER INTO ONE ACCOUNT**

☐ Just take the first step and we'll do the rest.

☐ The average Australian has more than one super account.

☐ Extra account fees could be eating into your super nest egg.

☐ Let us search for any extra accounts you may have.

☐ You may use my details, including my TFN, to check with the Australian Taxation Office (ATO) or another super fund for any lost super I may have.

Signature: \_\_\_\_\_

**WHAT DID YOU THINK OF THE PRESENTATION?**

Please circle the number that best describes your agreement or disagreement with the following statements:

	1	2	3	4	5	6	7	8	9	10
The information was relevant to me:	1	2	3	4	5	6	7	8	9	10
The presentation was easy to understand:	1	2	3	4	5	6	7	8	9	10
The presenter/s held my interest:	1	2	3	4	5	6	7	8	9	10
Overall, I was satisfied with the seminar:	1	2	3	4	5	6	7	8	9	10

**WHAT WOULD YOU LIKE TO LEARN ABOUT?**

Building retirement savings ☐ Consolidating my super ☐ Contributing more to my super ☐

Insurance ☐ Investments ☐

**ASSISTANCE FOLLOWING THE PRESENTATION**

I would like to discuss a single issue of personal advice with a Vision Super Financial Adviser on the phone: ☐

I would like to discuss my personal circumstances with a Financial Adviser face to face: ☐

Preferred contact time: AM ☐ PM ☐



**THANK YOU.**

