



# Pursuit Select - discovering the hidden value of fee aggregation

IOOF's **Pursuit** Select product range offers a premium portfolio management service for investment, superannuation (super) and pension needs. When you link (for fee calculation purposes) up to four accounts that belong to you and members of your immediate family, you become eligible to save on your Administration Fees. Plus, if the total balance of the linked accounts is greater than \$500,000, your Administration Fees are capped.

How important is reducing your fees?  
How about helping your family save money?  
What about if you can do it all?

## Save money by reducing fees – it's true

Fee Aggregation simply links the Pursuit Select accounts of immediate family members so that Administration Fees are calculated on the total balance of the accounts. The benefits that this affords may include waiving of a minimum Administration Fee of \$30 per month per account where the total balance of aggregated accounts exceeds \$100,000.

Pursuit Select has a sliding fee scale with a maximum fee cap:

- account balance \$0 – 100,000  
— 0.95% Administration Fee
- Next \$400,000  
— 0.55% Administration Fee
- Above \$500,000  
— **Nil Administration Fee**

IOOF offers this fantastic feature exclusively through Pursuit Select. This premium platform has an extensive investment menu with term deposits, over 200 managed funds and flexible investment management options that can meet all investor needs.

The table below demonstrates how a family can save money on administration fees through Fee Aggregation.

Imagine what the total savings over five years could pay for. A family overseas trip? A deposit on a new family car? Or an additional investment for your children's future?

## Consider how much you and your family could save

Relationship	Product	Account balance	Normal fee (p.a.)	Fee with aggregation (p.a.)	Saving (p.a.)
Father	Pension	\$450,000	\$2,875	\$1,865	\$1,010
Mother	Super	\$230,000	\$1,665	\$953	\$712
Son	Investment	\$65,000	\$618	\$270	\$348
Daughter	Super	\$15,000	\$360	\$62	\$298
<b>Totals</b>		<b>\$760,000</b>	<b>\$5,518</b>	<b>\$3,150</b>	<b>\$2,368</b>

## Generation X and Y

If your children are working part-time or full-time, they may not be paying close attention to the Administration Fees they are paying in their super or investment account. That's where you come in.

This is a great opportunity to provide your children with the benefits of a premium investment or super product without them having to pay the premium fees. Developing sound wealth building behaviour early may be of great benefit for their future. With an extensive investment menu, online management capabilities and competitive insurance arrangements available in the personal super product, Pursuit Select is an attractive option.

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## How do I know if Fee Aggregation is right for me?

Pursuit Select Fee Aggregation allows you to link up to four accounts of immediate family members. Immediate family members include husband, wife, son, daughter, de facto, partner, father, mother, brother or sister<sup>1</sup>. Fee Aggregation is also available for same-sex couples and one person may link all their accounts i.e. Personal Super, Pension and Investment.

Fee Aggregation may also benefit members who are aged between 54 and 64 using the Transition to Retirement (TTR) strategy. A TTR strategy involves a member drawing down an income stream from their super pension account while at the same time, contributing to a separate super accumulation account.

A husband and wife using a TTR strategy may link up to four accounts and reduce the total Administration Fees payable.

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## Speak to an expert

Before making any changes to your super, pension or investments, you should read the relevant Pursuit Select Product Disclosure Statement (PDS) or IDPS Guide and consider talking to a financial adviser. If you already have a relationship with a financial adviser then you may be aware of your super, pension and investment options.

If you don't know where to start, or who to talk to, IOOF can help. To assist our members in making informed financial decisions and achieving financial security, we can arrange a no obligation, free initial consultation<sup>2</sup> with a financial adviser. Please call one of our Client Services Officers to arrange an appointment and to obtain a PDS. Alternatively, visit our web site [www.ioof.com.au](http://www.ioof.com.au)

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## Where to go for more information

If you have any questions about Fee Aggregation or your IOOF super, pension or investment account, please speak with your financial adviser.

Alternatively, IOOF has a dedicated **Client Services Team** available to speak with you Monday to Friday between 8.30am – 6.00pm. You can phone us on **1800 062 963** (for personal super and pension members and investors) or **1800 653 894** (for employer and corporate super members) or email [clientservices@ioof.com.au](mailto:clientservices@ioof.com.au)

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1 An account in Pursuit Select Personal Superannuation linked to any Employer Superannuation arrangements with IOOF will not be eligible to participate in Fee Aggregation.

2 If you decide to proceed further with full advice, any ongoing fees will be agreed upon between you and your financial adviser.

General advice warning: Issued by IOOF Investment Management Limited (IIML), ABN 53 006 695 021, AFS Licence No. 230524 as Trustee of IOOF Portfolio Service Superannuation Fund ABN 70 818 369 818 and Service Operator of Pursuit Select Investment Service.

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