



Australian Unions

Working for a
better life.



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Simply look for this symbol

Additional benefits for Industry SuperFund members

Your key to your future

If you're with a fund that carries the Industry SuperFunds' symbol, you can be sure your fund is run only to benefit members. That is why Industry SuperFunds have low fees and do not pay commissions to financial planners. And choosing a super fund that carries the Industry SuperFunds' symbol could mean tens of thousands of dollars more for your retirement.**



** Based on projected outcomes applying today's average fees for samples of Industry SuperFunds and samples of Retail Master Trusts. Differences in fees may change in the future and this would alter the outcome. Outcomes will vary between individual funds. Comparisons modelled by SuperRatings Pty Ltd, commissioned by Industry FundServices. The modelling is based on various assumptions which are disclosed and explained at www.industrysuper.com/assumptions. Consider the individual fund's PDS and your own objectives, financial situation and needs before making a decision about superannuation because they are not taken into account in this information. Industry Fund Services Pty Ltd ABN 54 007 016 195 AFSL 232514.

In addition, being a member of an Industry SuperFund means a range of other benefits including:

- Cost-effective insurance
- Commission free financial advice and retirement planning through IFPP
Visit www.iffp.com.au
- Low cost banking with ME Bank available to all union members.
Visit www.mebank.com.au
- Free fee comparator service where you can check the difference between Industry SuperFunds and retail funds.
Visit www.industrysuper.com/fee-comparator

Start saving today

If you have multiple super accounts consolidating them into a new account can save lots of money over time so you don't pay two or more sets of fees and charges.# We can also help you find any Lost Super you may have.

To find out more about Industry SuperFunds visit
www.industrysuper.com or call
1300 881 371.

You can also find out more about Industry SuperFunds through the ACTU at www.actu.asn.au or call
1300 362 223.

Exit or transfer fees may apply.



Visit www.industrysuper.com

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Industry Fund Services Pty Ltd
ABN 54007 016 195, AFSL 232514

Visit www.industrysuper.com



Jeff Lawrence
Secretary, ACTU



Super is your right



Does your super fund tick all the right boxes?

A short history

A comfortable and secure retirement is paramount for people who have worked all their lives, and superannuation is fundamental to this.

Australian unions are proud of the role they have played in winning universal superannuation for working Australians.

The right of every Australian worker to their own superannuation account would not exist but for the efforts of union members from the 1960s to the 1980s.

When unions won universal superannuation for Australian workers they helped set up Industry SuperFunds to manage the retirement savings of their members.

Today Industry SuperFunds look after the needs of more than 5 million Australian workers.

With a strong record of high returns, Industry SuperFunds have proven they are the best vehicle for workers to retire with adequate savings.

Their low fees and refusal to pay commissions to financial planners mean they exist solely for the benefit of their members — Australian workers.

Maintaining and improving the superannuation system to ensure a comfortable retirement is an important way in which unions are working for a better life for all Australians.

Jeff Lawrence, Secretary, ACTU

Industry SuperFund performance

As an example, based on fee differences alone, over a 40 year working life, a security guard could be better off by up to \$80,484.00, or 20.6 per cent, by being an Industry SuperFund member compared with retail funds.*

* The amount is not a prediction or estimate of an actual outcome. Differences in fees may change in the future and this would alter the outcome. Outcomes will vary between individual funds. The modelling shows projected outcomes, applying today's average fees for a sample of Industry SuperFunds and a sample of retail master trusts, over 40 years. The above example is based on a comparison of two employees age 25, each with an initial salary of \$43,500 and starting account balance of \$28,593. Further assumptions are disclosed and explained at www.industrysuper.com/assumptions. Current at 31 December 2009 and may be revised if further information becomes available.

Run only to benefit members

Industry SuperFunds are run only to benefit members.

Low fees

Over a working lifetime, low fees and no commissions means more of your super contributions stay in your super.

No commissions

Industry SuperFunds do not pay commissions to financial planners, sales agents or insurance companies.

Equal representation

Industry SuperFunds have equal numbers of member or union elected representatives and employer representatives on trustee boards

Thousands of dollars ahead

Over a working lifetime, Industry SuperFund members could be ahead by tens of thousands of dollars.**

This is because Industry SuperFunds have lower average fees compared with retail funds, and return all investment proceeds to members.

** See overleaf

In the mid-1980s, unions won superannuation as a right for all Australian workers. Before then, super was mainly only available to permanent public servants and full-time white-collar workers.

The provision of super came about through union-employer negotiations and was initially provided by employers in place of pay rises. Super is essentially deferred pay.

The campaign to improve the retirement savings of working Australians is ongoing.

The Superannuation Guarantee has now been set at 9% for almost a decade.

There is growing evidence that this will be insufficient to provide for the retirements of most Australian workers.

In some industries, unions have successfully bargained to lift employer superannuation contributions to 12, 15 and even 17%.

But this needs to become universal for all workers, which is why the ACTU is campaigning to increase superannuation to 15% by 2015.

Your future – your choice

If you're an eligible employee — and most are, then your employer is obliged to pay a minimum of 9% of your wage into a complying super fund for your retirement (subject to legislative limits). Some collective agreements specify a higher rate.

Contact your union or the ACTU to check what super you are entitled to. Many Australian workers now have the freedom to choose the superannuation fund they would like their super paid into.

Choosing the fund to manage your super is an important decision, as it could make tens of thousands of dollars difference to your final retirement payout** and could affect the lifestyle you can lead in your retirement.

** See overleaf

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