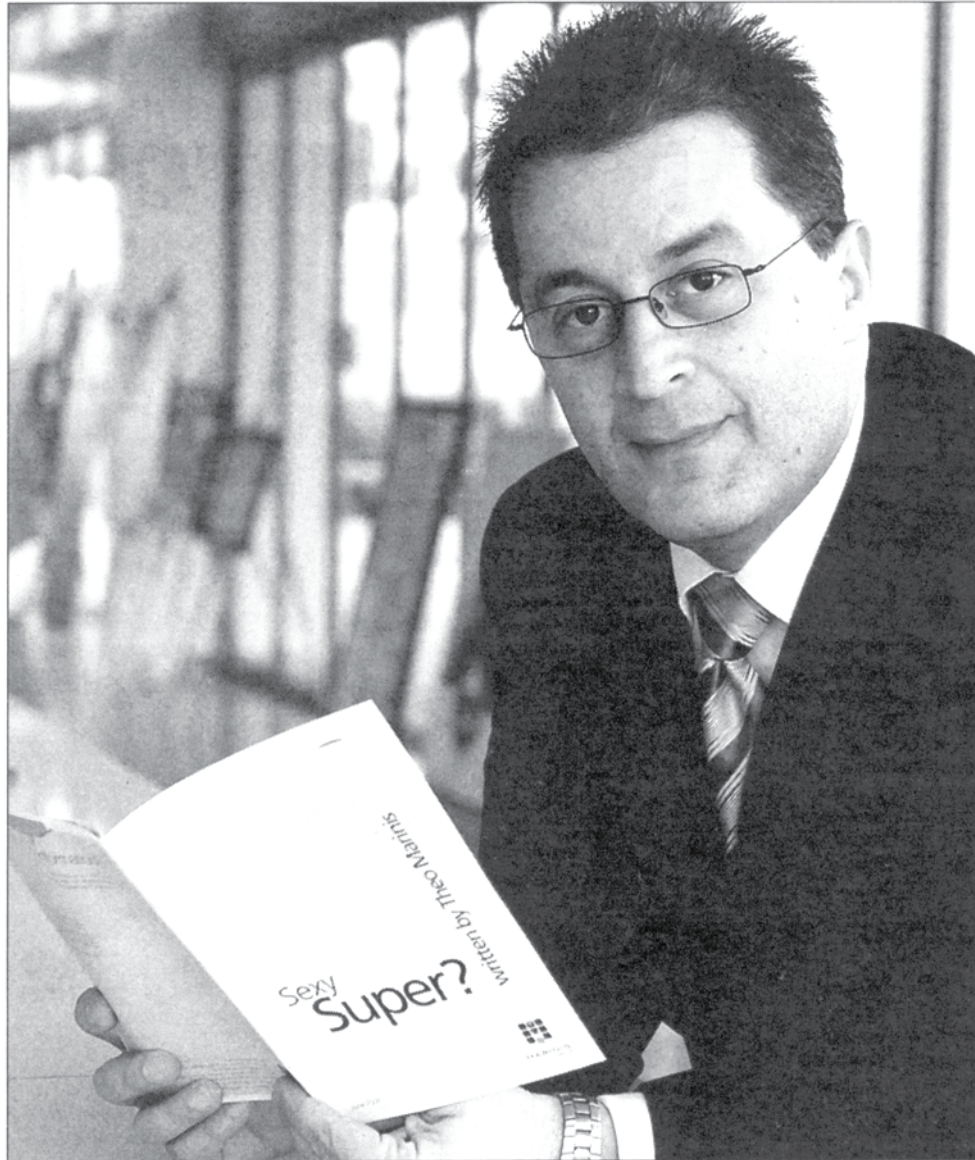


MAKING  MONEY



SEXING UP SUPER: Theo Marinis with his superannuation guide. Picture: GRANT NOWELL



Hot tips to spice up your superannuation

ANTHONY KEANE

SEXY and superannuation are two words you are unlikely to find in the same sentence.

When it comes to sex appeal, most people rank super right up there with tax returns and risk minimisation strategies, but Theo Marinis is trying to change that.

Last week the Adelaide financial strategist launched a 42-page *Sexy Super?* booklet and internet site, aimed at helping people better understand super and its benefits.

"For me, it's always been sexy," Mr Marinis said.

And in the lead-up to last year's massive changes to super rules, many Australians became attracted to it – with huge attendances at seminars explaining the changes.

But some of the shine has rubbed off super this year, with negative returns for most people as share markets in Australia and overseas tumble.

Mr Marinis said it was important to understand that super was purely an investment vehicle – not an

investment. "At the end of the day, if you like paying tax, don't use super," he said.

People who hold investments outside super pay tax on the income at their marginal tax rate. Inside super it's taxed at 15 per cent, and when a person reaches 60 and starts their own superannuation pension, there is no tax.

"There is no better vehicle in which you can hold your investments in," Mr Marinis said.

"It's pretty simple – 0 per cent tax or up to 46.5 per cent tax. If you are not in there, you are missing out.

"People are scared that super is always changing. It is, but generally speaking, it's changing for the better.

"A lot of people say the rules are too generous and the Government will take them away. I don't. That, politically, would be suicide."

Sexy Super? can be downloaded as an e-book at www.sexysuper.com.au and costs \$19.95, with all proceeds going to children's charities.

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