

Friday, 12<sup>th</sup> February 2016

Mr Ian and Mrs Rebecca  
Address Details  
Private and Confidential

### IAN AND REBECCA'S EXPERIENCE

"Nobody tells you how much you actually pay for your super funds – it's all in little percentages which make it sound trivial. But it's not," said 52 year old Rebecca, who along with her husband Ian recently became clients of Marinis Financial Group.

"My husband Ian and I meandered our way to see Theo Marinis about our financial affairs over the course of some years of knowing him and we were quite surprised at how much he wanted to charge us: \$2,220 every year – plus a one-off fee of \$7,700 for developing the financial strategy in a Statement of Advice!

"After all, we were being charged just 2.5% on our other funds... then it dawned on us, we were actually paying our Industry Super Funds almost three times the cost that Theo quoted. That 2.5% worked out to be almost \$6,727 annually in super fund fee savings.

Ian commented that he was fairly sceptical about financial advisers and insurance because of the experiences he had had along the way.

"What really resonated with me was the basis of trust on which Theo offered his services. Yes, he charges an annual service fee – but there are no hidden commissions and the level of service we receive has been outstanding.

"I really like the business model he has adopted where transparency and decency are at its core."

Rebecca was similarly surprised by Theo's ability to deal with Ian's probing questions and his thorough knowledge of the superannuation and tax intersection.

"Our financial plan is complex because of the nature of our work as consultants and our previous financial arrangements and inevitably, as we have aged our health status has excluded us from accessing some insurances," she said.

"Using Theo's experience and understanding we have actually maintained some old Industry Fund products, with very small balances, just so we can keep some of our existing insurance in place. He also introduced us to the concepts of income protection and trauma insurances, which we hadn't considered in the past."

Ian says he does not naturally warm to the concept of insurance based on the fact that he and Rebecca are cautious people and he doesn't like sharing risk with people who don't have the same approach to life. As he better understood the financial protection available to Rebecca if something untoward happened to him, however, he was eventually persuaded. This was prudent, given his weekly interstate and annual international travel.

By removing commissions and paying only wholesale rate pricing, the insurance premium savings Theo was able to organise totalled \$6,517 per annum.

"What really amazed me was Theo's explanation that we don't have to pay these premiums upfront. He pointed out that often it is more beneficial for our cash flow for the costs to be deducted, very tax-effectively, from our super funds," Rebecca commented.

Ian, who recently turned 55 and who has just started a very senior role in NSW requiring him to commute from SA on a weekly basis, was advised by Theo to consider a Transition to Retirement (T2R) pension – even though he is not contemplating giving up work for a very long time.

"The great thing about a T2R is that the government effectively allows people of my age and above to significantly reduce their tax burden by drawing down from their super – while contributing. I am 'maxing' my super contributions, drawing a T2R pension – and able to make a spouse contribution into Rebecca's super," he said.

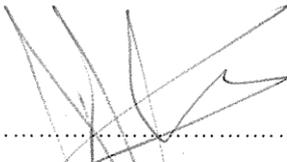
We will save approximately \$20,167 per annum in personal tax payable combined, and boost our super balances faster by \$11,805 net, combined.

Rebecca commented, "There is so much more to super than I thought. Theo made it very clear what we were being charged for and how much we were paying. Therefore not only did we reduce our total costs significantly (even allowing for Theo's ongoing adviser fee), we also have a robust financial plan which puts our retirement first. I'm actually very excited about it!"

All the fee, tax, premium savings and faster boost to super total approximately \$45,000 per annum. Knowing the value we receive from Theo and the staff at Marinis Financial Group gives us the confidence that we do not need to worry about our financial future, and allows us to just get on with life!

We would both sincerely recommend Theo Marinis and the staff at Marinis Financial Group to any of our family, friends and associates or anyone who is at a cross road in making a decision as to what to do with their financial future.

Many thanks for your services.



Mr Ian



Mrs Rebecca