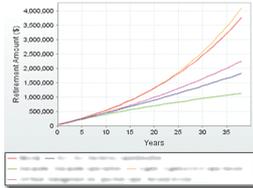




## Member Benefit Comparator

### What is the Member Benefit Comparator?



The Member Benefit Comparator has been designed to allow individuals (with the aid of a financial planner) to compare the attributes of their employers "default" fund with alternative funds/products, taking into account member's current age, proposed retirement age, actual annual contribution and current fund balance based on actual fees and charges applying to the "default" fund.

Unlike other comparison-type products available on the market today which rate products generically, the Member Benefit Comparator takes every individual's circumstances into account – such as individual's employer default fund's fees and provisions.

### How to use the Member Benefit Comparator

1. Subscribers to the Member Benefit Comparator module gain access via the left-hand menu. Navigate to the 'Member Benefit Comparator' to begin. Please read the Disclaimer when displayed. By clicking the 'Accept' button you will be taken to the Member Benefit Comparator module. If you do not accept the terms of the Disclaimer, please click the 'Decline' option to return to the Heron Advisor homepage. For convenience, you are only required to view and accept this Disclaimer once a session. A session is valid until you log out (either manually or 1 hour automatic timeout) or close your Internet Browser (e.g. Internet Explorer, Netscape Navigator).
2. Start gathering information by entering the details of your client's current superannuation, insurance and salary information to allow the system to customise the comparison based on your client's specific circumstance(s). This includes the client's Corporate Default Fund, Expected Retirement Age, Date of Birth and Gross Salary. Details of Accumulated Balance, Tax Deductible Contributions, Non-tax Deductible Contributions and Crediting Rate (net of taxes but before fees) should be entered into the relevant Growth, Balanced/Growth and/or Balanced columns. The total is automatically calculated. Enter an Inflation rate (default provided) and select Include Government Co-contributions (default option).



## Member Comparison

Start by entering the details of your current superannuation, insurance and salary information to allow the system to customise the comparison based on your specific circumstances.

Member Details				
Corporate Default Fund:	-- Select One --			
Expected Retirement Age:				
Date Of Birth:	(dd/mm/yyyy)			
Gross Salary:	\$		per year	
	Growth 80% 80% growth assets	Balanced Growth 65% 70% growth assets	Balanced 45% 50% growth assets	Total
Accumulated Balance	\$0	\$0	\$0	\$0
Tax Deductible Contributions per year	\$0	\$0	\$0	\$0
Non-tax Deductible Contributions per year	\$0	\$0	\$0	\$0
Crediting rate (net of taxes but before fees)	8.5 %	8.0 %	7.5 %	
Inflation	2.5 %			
Include Government Co-contributions:	<input checked="" type="checkbox"/>			

Tax Deductible Contributions are subject to 15% contribution tax and include:

- Employer Mandatory Contribution (9%)
- Additional Employer Contribution
- Salary Sacrificed Contribution
- Spouse Employer Contribution (if this fund has this provision)

Non-Tax Deductible Contributions are not subject to 15% contribution tax and include:

- Member Undeducted (Non Salary Sacrifice)
- Spouse Contribution (Rebatable)
- Co-Contribution - Self
- Co-Contribution - Spouse (if this fund has this provision)

Cancel    Next >

Click 'Next' to submit this information and continue.

### 3. **Step 1 – Criteria**

Products may be limited by filters (Type of fund, Scored well for, Has features) to restrict the display of matching products, which is beneficial if you have specific product criteria you wish to compare.

**Type of fund** - Can be limited to Retail, Industry or All (Retail and Industry) funds.

**Scored well for** – This drop down list can be limited to Insurance, Communication, Ancillary Benefits, Contributions or Investments. Selecting an item in this filter will return a maximum of 10 results (as assessed and rated by Heron Advisor) depending on what options have been selected in the Type of fund and Has features filters. For example, selecting a Retail (Type of Fund), Insurance (Scored Well For) and Direct Shares (Has Features) filter will return the top ten products for Retail funds with Direct Shares that scored well for Insurance.

**Has Features** - Checkboxes that can be selected are Salary Continuance Insurance, Non-commutable Pension Available and Direct Shares.

### **Step 2 – Products Available**

Allows you to click on the provider name and select the products you are interested in. You may select up to 4 products to consider in this comparison. This limit is imposed to ensure printed reports are presented in a readable manner.

### **Step 3 – Your Selected Products**

Lists the provider(s) you selected in Step 2. If you have made an error, the 'Clear Selection' button allows you to re-select products.



## Product Comparison - Select Funds

### 1. Criteria

You may apply any combination of the following filters to only show matching products.

Type of fund	<input type="radio"/> All <input type="radio"/> Retail <input type="radio"/> Corporate <input type="radio"/> Industry
Scored well for	--- Select One ---
Has features	<input type="checkbox"/> Salary Continuance Insurance <input type="checkbox"/> Non-commutable Pension Available <input type="checkbox"/> Direct Shares

### 2. Products Available

Click on the provider name and select the checkbox for the products you are interested in. You may select up to 5 products to consider in this comparison.

<input type="checkbox"/>	AMG Universal Super - Employer
<input type="checkbox"/>	AMG Universal Super - Pension
<input type="checkbox"/>	AMG Universal Super - Personal
<input type="checkbox"/>	AMP - CustomSuper
<input type="checkbox"/>	AMP - Flexible Lifetime Super
<input type="checkbox"/>	AMP - SignatureSuper
<input type="checkbox"/>	ANZ - Corporate Super MT
<input type="checkbox"/>	AON - Aon Master Trust
<input type="checkbox"/>	AON - Aon Master Trust - Personal Division
<input type="checkbox"/>	ARF - ARF Employer Sponsored Fund
<input type="checkbox"/>	ARF - ARF Personal Super
<input type="checkbox"/>	ASSET - Asset Super
<input type="checkbox"/>	AXA - Generations
<input type="checkbox"/>	AXA - Summit

### 3. Your Selected Products

The following products will appear on your comparison report.

No product selected

[Next >](#)  
[Clear Selection](#)

Click 'Next' to submit this information and continue.

- Certain products may contain certain fees that can be negotiated by the adviser. You may wish to override the default fee values provided, such as the Adviser Fee, Adviser Insurance Fee, Adviser Service Fee and Contribution Fee. The default fees shown are defaulted to the maximum fee amount.

## Override Fees

The following products have indicated that certain fees can be negotiated by the adviser. Please enter the values for fees you want to override.

### AXA - Generations

Fee	Amount
Adviser Fee	0.6 % (Between 0 and 0.6%)
Adviser Insurance Fee	20 % (Between 0 and 20%)
Adviser Service Fee	1.54 % (Between 0 and 1.54%)
Contribution Fee	4.1 % (Between 0 and 4.1%)

[Next >](#)

Click 'Next' to submit this information and receive Member Comparison results.

- The Member Comparison results display the impacts of fees in a graph and scores each product in tabular format. Fees directly impact upon a member's benefit – i.e. the higher the fees, the lower the benefit you will receive. Holding your mouse over different points on the graph will display underlying data.

## Score Weightings

Scores are generated based on default weighted features (which have been set by Heron Advisor):

- Insurance (Weighting 30%)
- Communication (Weighting 5%)
- Ancillary Benefits (Weighting 5%)
- Contributions (Weighting 5%)
- Investments (Weighting 55%)



Each feature is scored out of a maximum of 10 – the highest scoring feature for each product is shaded in green. Based on the default weightings, each product is then given total score – with the highest scoring product shaded in pink.



Users have the ability to alter the weightings to reflect more accurately upon the different circumstances and goals to every adviser and individual. This feature tailors very specifically to the needs of the client as it can often change ultimate outcomes and dramatically affects recommendations. Weighting adjustments are entered into the system and results appear immediately.

**Change default weightings** - You may change the default weightings by clicking the "Show weighted scores" button. The weightings for each feature are displayed in a textbox and you may enter the weighted percentages that apply to you. After changing weightings, please click "Refresh Graph" to update the report and ensure that exporting the reports in PDF and MS Word format include the updated weightings.

**Use your own weightings** – You may "Save" the weightings you have entered by selecting the "Always use these weightings" button.

**Show Default Weightings** – You may restore default weightings by clicking the "Show Default Weightings" button.

**Hide Weightings** – You may hide the weightings textboxes by clicking the "Show raw scores" button

## Commentary and Features

Clicking on a heading under the Commentary or Features list will return detailed comparative information.

The Commentary is composed by Heron Advisor and provides information about a product and provider. The Features list contains over 150 results for key features of a product. Heron Advisor rates and assesses these features based on actual questions and responses from product providers.

Product providers have direct access to change features or update information on their product. Heron Advisor is immediately notified of any updates the product providers have made. Whilst assessing these changes, a message will appear over the particular questions that have been updated, to indicate to users that the item is being reassessed. Once complete, Heron Advisor may alter any score and amend our commentary to reflect the change and the updated information is immediately accessible to subscribers.

## Exporting Comparison Report

**Features** (Click each heading to expand the feature info)

Organisation and Product Overview		AMP - SignatureSuper	Colonial - FirstChoice Personal Super	MLC - MLC Retirement Superannuation	REST - REST Personal Superannuation	STA - STA Personal
Issue Date of Last PDS		01/11/2004	30/05/2005	01/04/2005	01/10/2004	01/04/2005
Last Date Reviewed by Heron		05/07/2005	25/07/2005	08/08/2005	05/06/2005	05/06/2005
Name of Trustee		AMP Superannuation Ltd	Colonial First State Investments Limited	MLC Members Pty Limited	Rest Employee Superannuation Pty Limited	Savings Australia PL
Associated Companies		AMP Ltd and its subsidiary companies (eg AMP Life Limited, AMP Capital Investors Ltd)	Commonwealth Bank Australia	National Australia Bank	n/a	Superpartners, F.S. Members Study, Super Members Investments Pty Ltd
Email Address		signature@amp.com.au	contactus@colonialfirststate.com.au	retire@mlc.com.au	contact@rest.com.au	info@mail.savings.com.au
Website Address		www.amp.com.au	www.colonialfirststate.com.au	ret.com.au	www.rest.com.au	www.saver.com.au
Call Centre Phone Number		1300360219	13 13 36	132 642	1300 300 779	1300 368 118
Can a member transfer assets without first need to terminate employment - i.e. full portability available		Yes	n/a	Yes	Yes	Yes
Data Verified by Name of Position in Company		Research Manager	Manager Platform	Product Manager	Administration Manager	Product Manager
Next Date Last Verified		01/11/2004	04/07/2005	15/07/2005	11/06/2005	15/07/2005

**Insurance Arrangements**

**Communication**

**Ancillary Benefits**

**Fees and Charges**

**Contributions**

**Investment Arrangements**

**Export**

**Statement of Advice Attachment**  
 Downloads a PDF file containing all information presented in the comparison report above.  
 This file includes Heron Advisor branding and is intended to communicate an independent comparison with associated product information. This file may be included as an attachment to a Statement of Advice, and can be printed or emailed.  
 Please note that this file cannot be edited and should be provided as-is. You will need Adobe Acrobat Reader installed to view this file.

**Product Information Download**  
 Downloads a Microsoft Word™ file containing all information presented in the comparison report above.  
 This file contains all graphics, commentary and feature information and can be freely edited so that you may use this information as part of your advice in a way that best suits your purpose.  
 As such, all Heron Advisor branding is removed from this version and the responsibility for correct use of this information rests solely with the individual(s) downloading the document from this system. You will need Microsoft Word (or another RTF-capable editor) installed to view this file.

Export PDF       Export MS Word



Subscribers to the Member Benefit Comparator have the ability to download the information displayed on screen to include in Statements of Advice (PDF file) or Product Information Download (Word file).

The Statement of Advice (PDF file) cannot be edited and is intended to communicate an *independent* comparison with associated product information. This file contains Heron Advisor branding and should be provided as-is for printing or emailing. Click "Export PDF" to download the Statement of Advice. Please note that you do not need to expand each heading under the Features and Commentary section – the expanded feature lists and commentary is exported by default.

The Product Information Download (Word file) Downloads a Microsoft Word™ file containing all information presented in the comparison report above. This file contains all graphs, commentary and feature information and can be freely edited so that you may use this information as part of your advice in a way that best suits your purpose. As such, all Heron Advisor branding is removed from this version and the responsibility for compliant use of this information rests solely with the individual/company downloading the document from this system. Click "Export MS Word" to download the Product Information.