



Webinar:
**5 key documents to help you
with the super reforms**

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Success story (member case study)

- City-based financial planning & accounting business with 150 SMSFs
- Adding approx. 25 new SMSFs each year
- Was using desktop software to administer SMSFs
- Was initially evaluating cloud-based SMSF software options (cost vs. benefit analysis)
- ‘Generalist’ approach to SMSF work
 - Annual compliance approach, time-based billing
 - Various deeds, pension & compliance documents

 COLLINS HOUSE

Sam Campisi

Director, Collins House Pty Ltd
Principal, Collins House Accountants

Success story

Challenges:

- Making sure the team understood the impact of the super reforms, client issue & opportunities
- Needing to identify the processes that required change due to the super reforms (e.g. Trust deed updates, TBC commutations, CGT relief, pensions, compliance minutes)

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Initially though..

Feeling:

- Lost and unsure that the team at Collins House were dealing with the technical issues correctly?
 - **Lack of support** – where do I turn to for technical help?
- Whether implementation was being processed properly?
 - **Questioning yourself** - am I doing things right?





There has to be a smarter way?

Show you today 5 key SMSF documents used by Collins House to work through the super reforms

5 key SMSF documents to help with the super reforms

1. SMSF Deeds – importance of the setting the foundation
 - **Going through the upgrade process**
2. Commutations to comply with the transfer balance cap
 - **Understanding the two-step process**
3. Applying CGT Relief
 - **Segregated & Proportionate methods**
4. Post 1 July 2017 income streams (existing & new)
 - **Including TRISs to Retirement Phase**
5. Taking more than the minimum pension
 - **The new way of dealing with benefit payments**

STEP 1:

Aligning your client's governing rules (trust deed updates)

1 SMSF Trust Deed

Importance of laying the 'foundation' - critical for what the fund can and can't do...

For the client	For Collins House (business)
Ensures compliance with the new super reforms <i>(peace of mind)</i>	Consistency in Trust Deed – explicit knowledge of the governing rules to apply across all clients
Ensures that advice from Collins House will maximise retirement savings under new rules	Minimises risk for the advisers in discussing strategies where governing rules may not allow <i>(business de-risk)</i>
Confidence in Collins House that they are on top of the changes that impact their clients <i>(seen as pro-active)</i>	Efficient process to upgrade with SMSF software integration <i>(saved time & increased revenue)</i>
	Leverage technical expertise from The SMSF Academy with specific client issues <i>(ongoing support)</i>

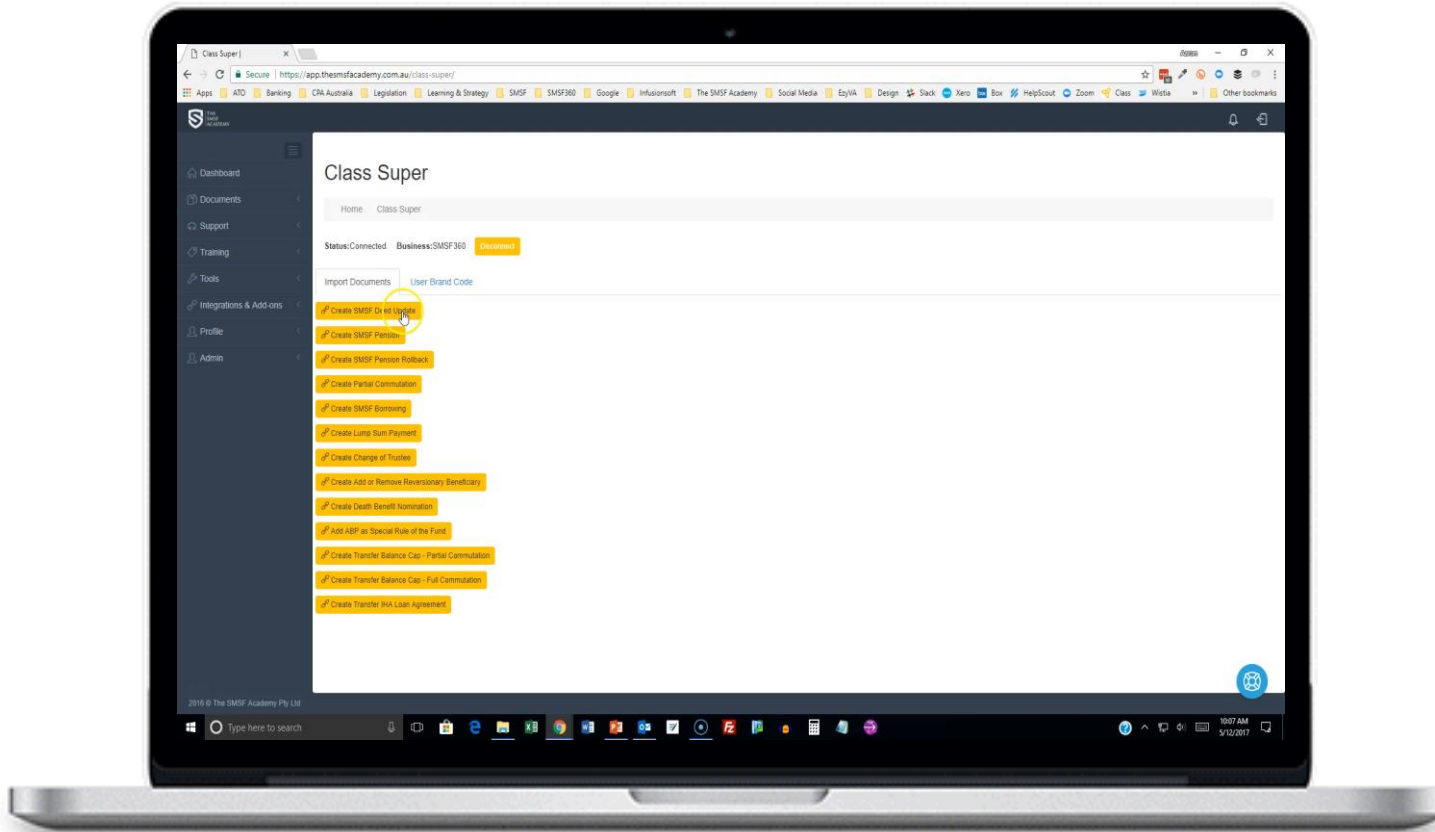
1 SMSF Trust Deed

- Requirements to update the deed to reflect changes from 1 July 2017
 - Concept of 'Retirement Phase'
 - TRIS changes (e.g. options where condition of release met)
 - Transfer Balance Cap & Accounts
 - Dealing with excess transfer balance amounts
 - Total Superannuation Balance – impact on eligibility for authorised contributions
 - Transfer In/Out of Death Benefit Pension Rollovers
 - Dealing with ATO reporting requirements (i.e. TBAR reporting)

1 SMSF Trust Deed

- Strategic considerations also implemented into the Deed as a result of the reforms:
 - Ability to add Special Rules to the Fund
 - E.g. Commencement of an Income Stream, Add ABP as a Special Rule
 - Ability to change terms and conditions for income stream(s)
 - E.g. Add or remove a reversionary beneficiary
 - Paramount document – providing certainty on which whether auto-reversionary income stream or BDBN should take precedent

1 Trust Deed Upgrade



- Use Class Super or Simple Fund 360 integration to seamlessly upgrade existing deeds
- [View Trust Deed upgrade documents](#)

Have more than 50 SMSFs that require a trust deed upgrade?
Ask us about our special membership offer

STEP 2:

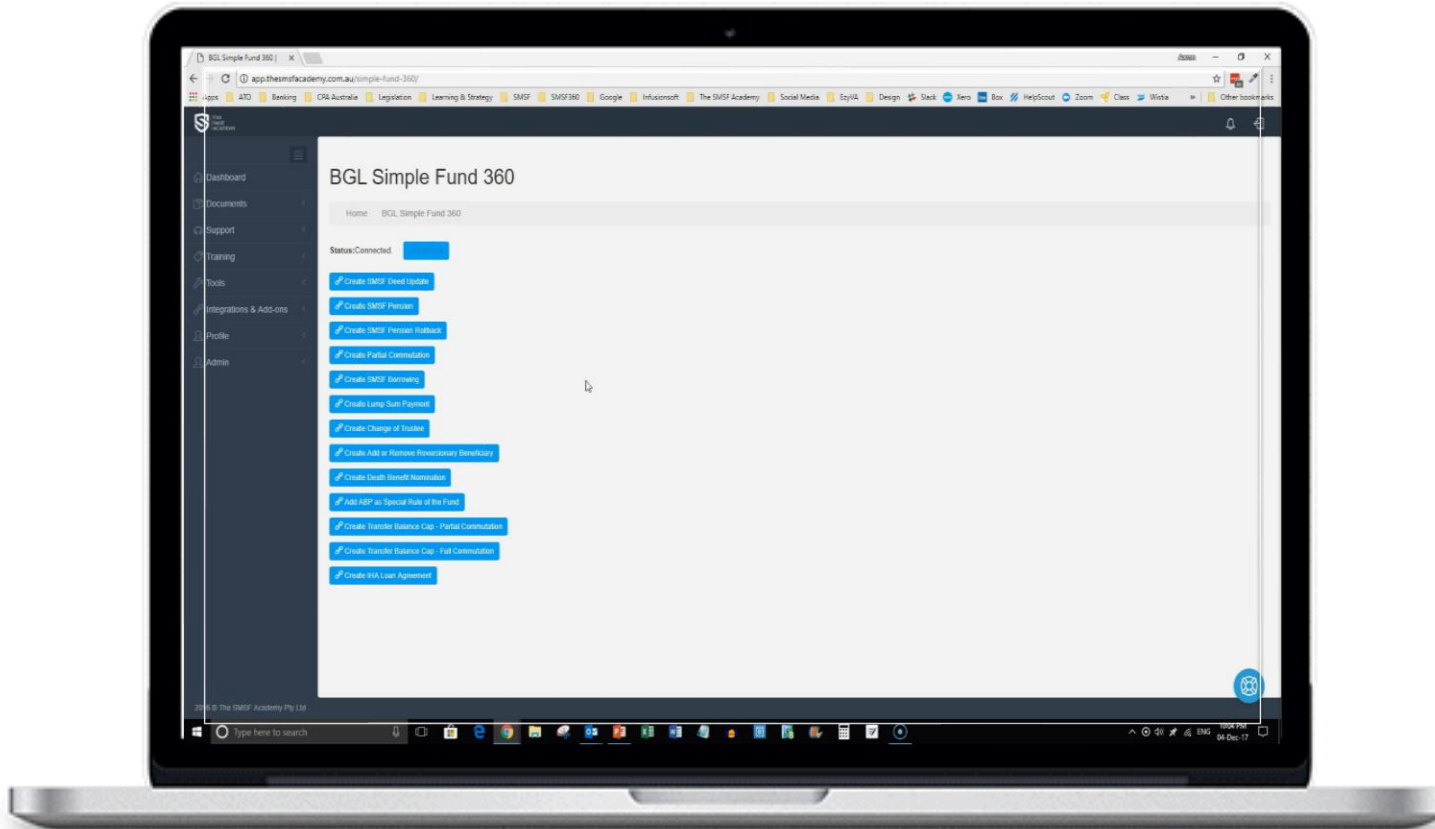
Complying with introduction of the new super reforms

2 TBC Commutations

- Range of clients that required to comply with:
 - Introduction of the transfer balance cap; or
 - TRIS reforms
- ATO set out the steps required to comply with the transfer balance cap via PCG 2017/5
- Impact of valid commutations is **significant**
 - e.g. eligibility to claim CGT relief
- Needed to advise clients in timely manner of the actions to be taken initially before 1 July 2017
- Complete second step with paperwork as part of fund's year end accounts

2 TBC commutations

Compliance with the introduction of the transfer balance cap



- **Two-step** process:
 - Member request and trustee acceptance before 1 July 2017
 - Trustee meeting and notification to member upon completion of financials & tax return
- [View partial commutation document](#)

STEP 3:

Identify clients eligible for CGT relief

3 CGT relief

- Significant issue in the advice process for a range of Collins House clients need to comply with the TBC or receiving TRISs
- Initially required a solid understand of the requirements:
 - Object of CGT relief
 - Conditions of segregated vs. proportionate methods for CGT relief
 - Decisions for income tax purposes (i.e. switching methods)
 - Documenting decisions and record keeping

Doesn't my
SMSF software
do this for me?



3 CGT relief

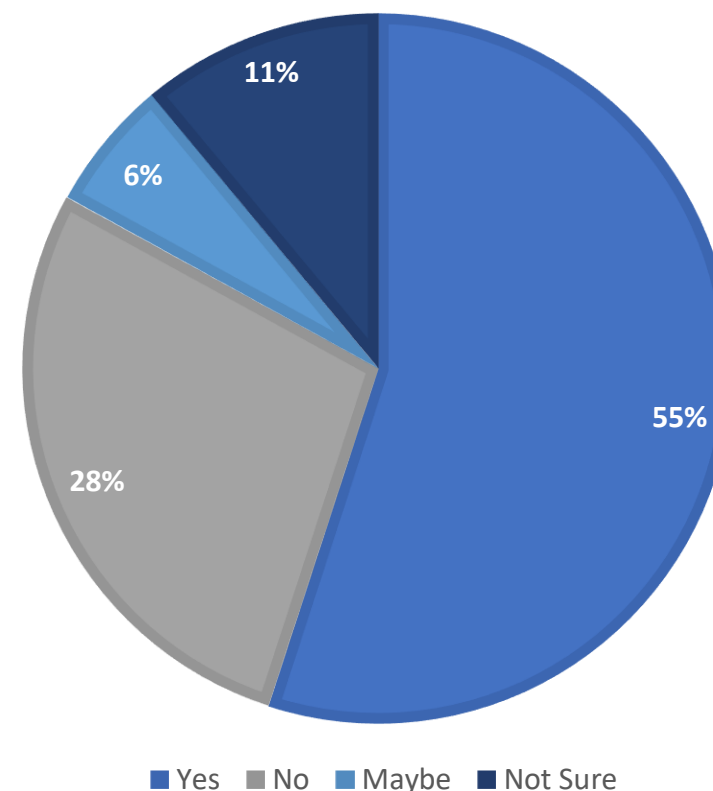
Based up proportionate & segregated method

Poll Question/Response:

Does the smsf need an actuarial certificate if it switches from the segregated method to the proportionate method at 30 June 2017?

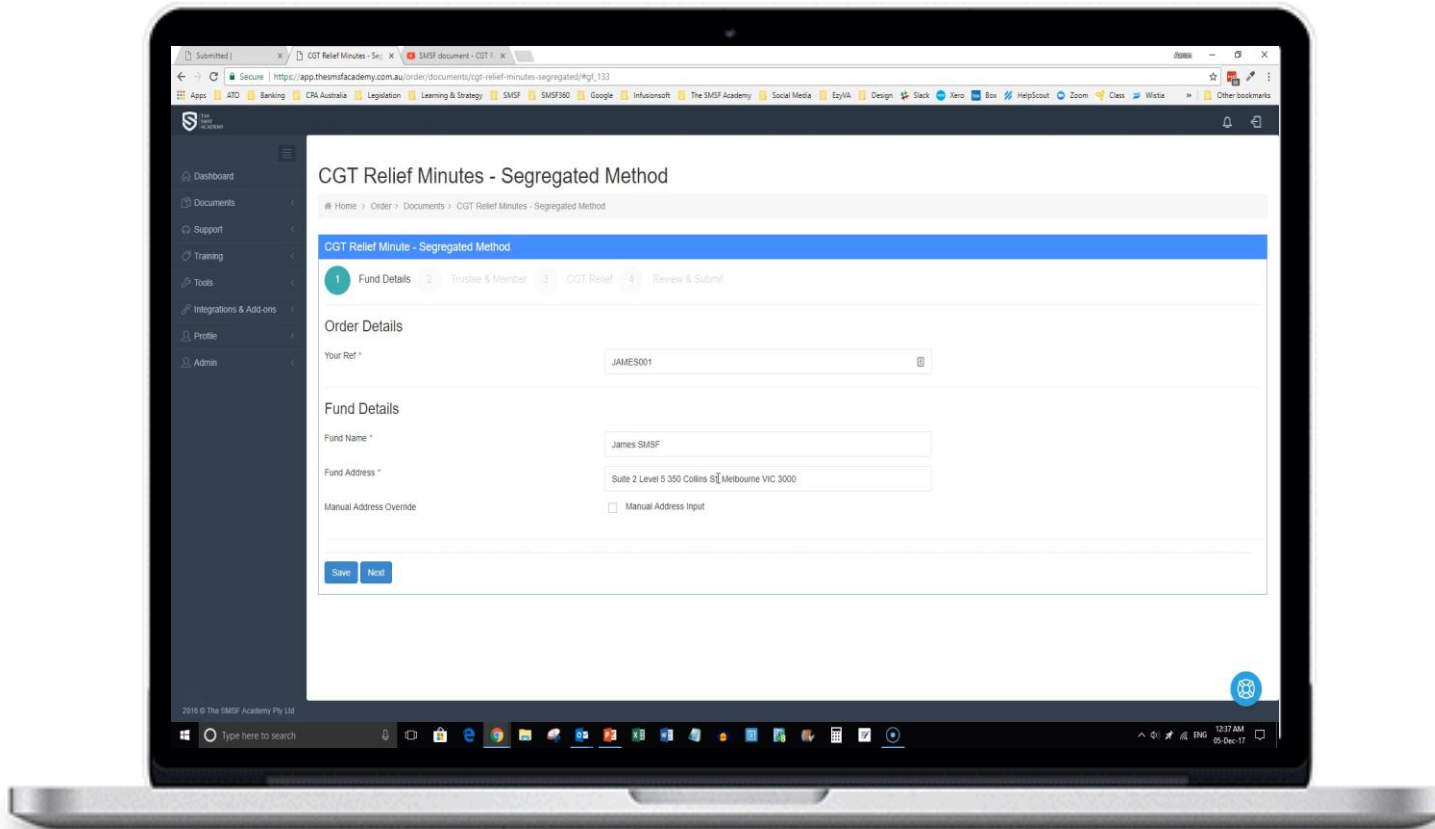
Ask yourself:

Is the software providing you with the level of knowledge required to overcome the uncertainty or confusion in whether you are doing things right or not?



3 CGT relief

Example - segregated method



Ordering process combined with training provides confidence in doing it correctly - **SMSF software provide efficiency to deliver**

- **Two decisions required**
 1. Adopting the proportionate method; and
 2. Applying CGT relief with SMSF tax return
- [View CGT relief document](#)

STEP 4:

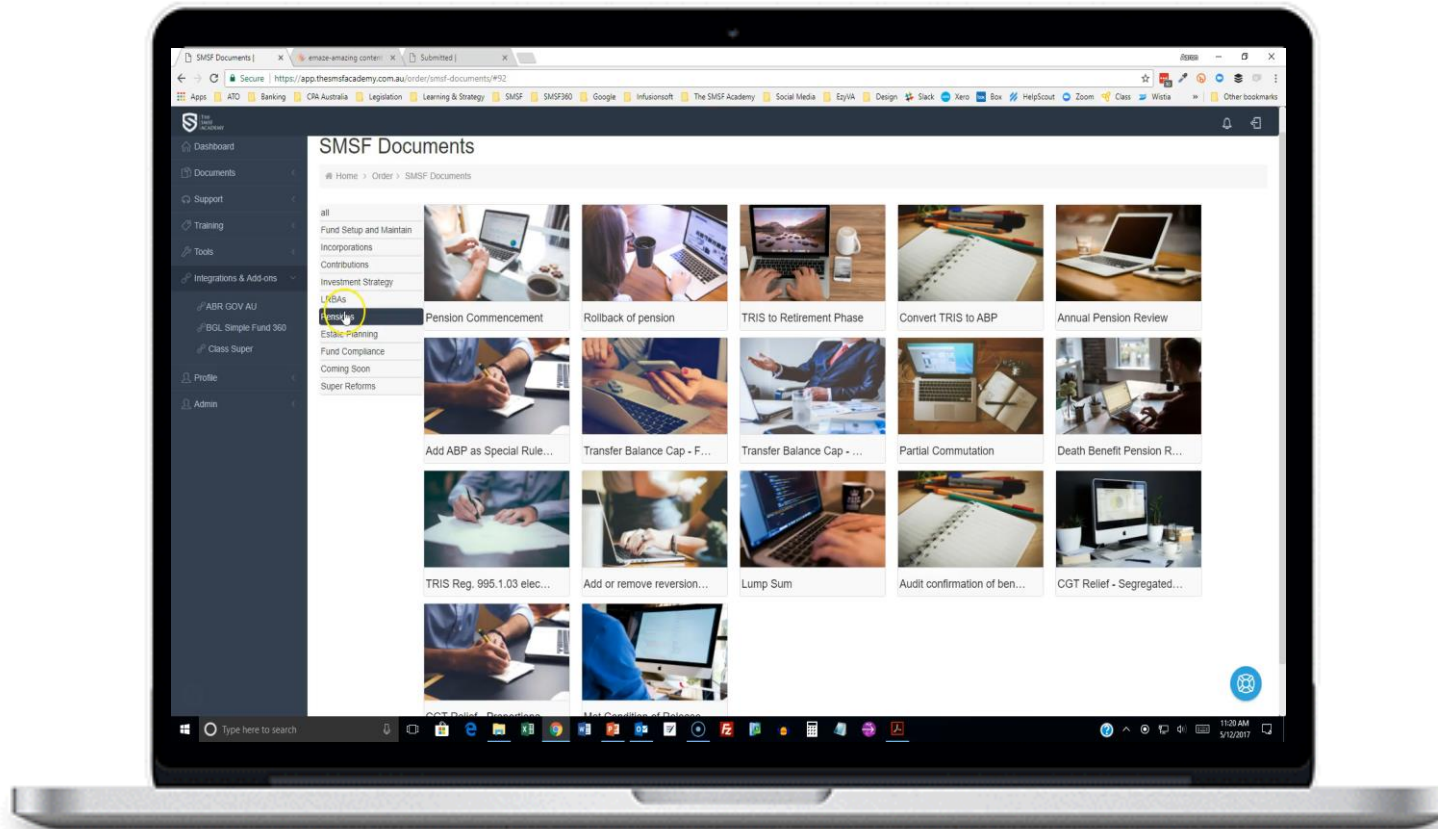
A smarter way to build income streams

4

Pension docs complying with the fund's deed

- Build uniformity in approach that complies with the fund's governing rules
- Allows for additional conditions to be built into the pension not available from within the SMSF software:
 - Adding as a special rule of the Fund
 - Can alter terms & conditions within affecting income stream
- Provides PDS that explains to client how the pension will operate post 1 July 2017
- **Coming soon** - Additional letters (licensed & non-licensed)

4 Building compliant pensions



- [View Pension Commencement \(RP\)](#)
- [View TRIS to RP documents](#)

Doesn't my
SMSF software
do this for me?



- Sure, but are they complying with the fund's governing rules?
- Remember when you could generate 'templates' for DBNs within SMSF software?

STEP 5:

Identifying client opportunities within income streams

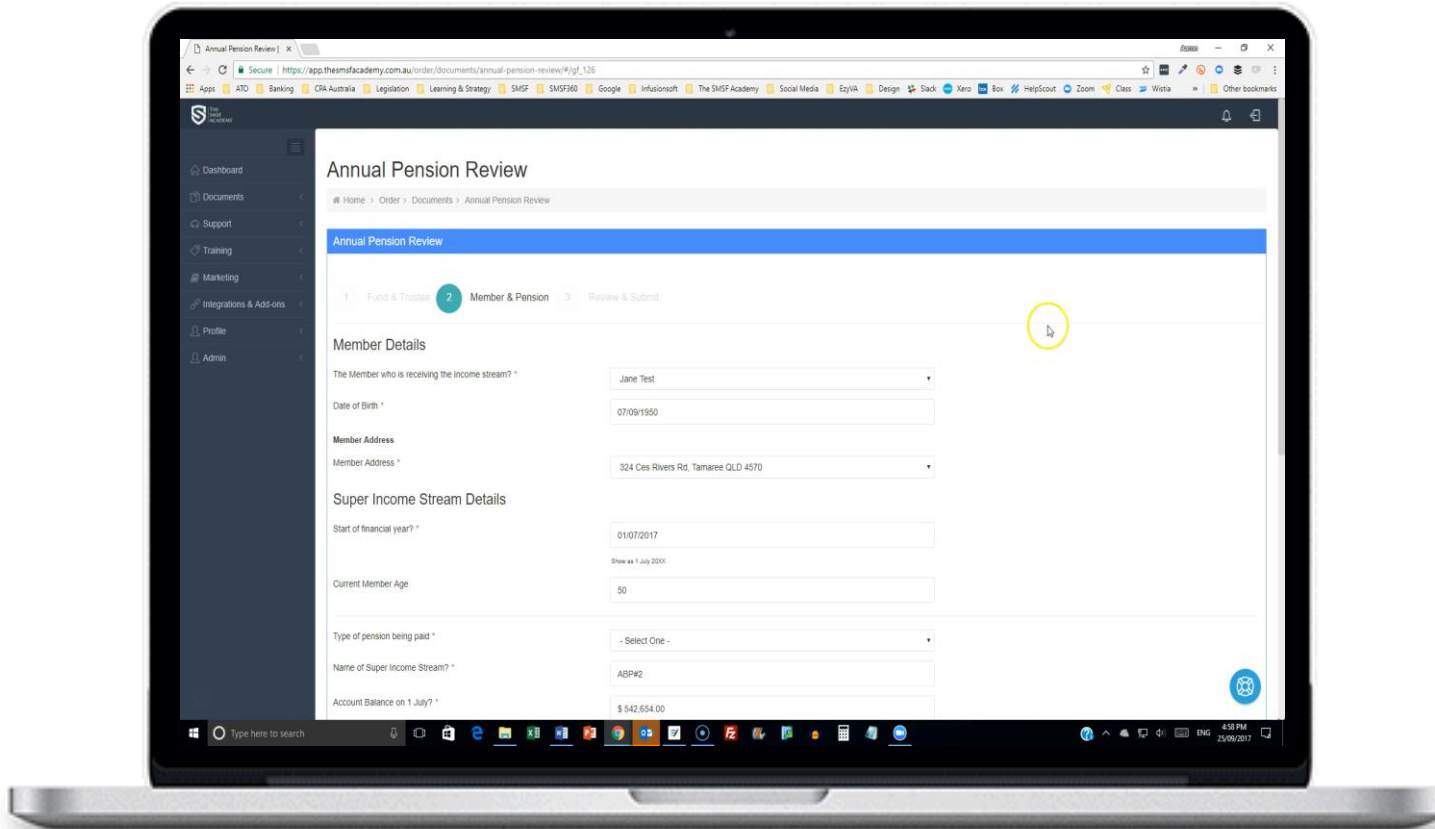
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Timing and focus on dealing with pensions

- Cloud software has put a greater focus on regular reporting for Collins House to address impact of the super reforms
- Greater visibility of levels of client pensions being taken
- Allows for pro-active approach to dealing with benefits being paid by SMSF members:
 - Ensuring tax exemption
 - Maximising tax exemption
 - Estate planning considerations (TBC)

5

Annual Pension Review



Prioritisation of taking benefits:

1. Take minimum pension
2. Target accumulation interests; and
3. Partial commutations

- [View Annual Pension Review documents](#)

Case study

Three things that have been delivered as a member:

1. Standardised processes for implementation;
2. Consistency of documentation to the fund's trust deed;
3. Level of support on technical issues – we know where to turn to for training and support

 COLLINS HOUSE

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Case study

The outcomes/benefits we have achieved as a member:

1. Better way forward using technology that saves us time
2. Provides us greater confidence in engaging with our clients around the super reforms
3. Leverages SMSF specialisation that de-risks our business
4. Improved our revenue through greater focus on our SMSF business model

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What Campus provides Collins House

- As a gold member Collins House has access to nearly 50 SMSF legal, tax and compliance documents
- Access regular ongoing training to keep up-to-date with the latest technical issues and strategic client opportunities
- They leverage the SMSF software integration for two-way sharing of information with Campus

You can also leverage the benefits of Campus through our tiered membership solution or can purchase on a Pay-As-You-Go (PAYG) basis

How you can access the SMSF docs

GOLD	SILVER	PAYG & BRONZE
Unlimited access to SMSF Legal documents	Purchase SMSF Legal documents on a PAYG basis	Purchase SMSF Legal documents on a PAYG basis
Unlimited access to SMSF pension and compliance documents	Unlimited access to SMSF pension and compliance documents	Purchase SMSF pension and compliance documents on a PAYG basis
Access to Simple Fund 360 & Class Super integrations	Access to Simple Fund 360 & Class Super integrations	-
Access to ongoing training and technical support	Access to ongoing training and technical support	Access to ongoing training and technical support
Access to ASIC & ABR integration for company orders and fund establishments	ASIC integration with company orders on a PAYG basis	ASIC integration with company orders on a PAYG basis

<http://thesmsfacademy.com.au/document-suite/>

Why us?

- Only trusted and specialist SMSF platform in Australia
- We provide a versatile offering with flexible options & pricing
- The business was founded and operated by active SMSF practitioners



Taking action

When is there
ever a right
time?



Ask yourself:

Are you focusing on the things **now** that will provide you with the free time in the future?

My offer to you...

**Schedule a
15 minute
appointment**



Who is this for?

- You are adaptive to change and see technology as an enabler
- Action takers that will implement now to create free time in the future for you and your business

Who is this not for?

- Looking for more free information to do nothing with
- Opportunity to ask a technical question
- Say something, but don't follow through

<https://calendly.com/aarondunn/15mins/>

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