

MONEY MATTERS

Easy way to boost super

People often say if something sounds too good to be true it probably is. But the proposition offered by fund supermarket YourShare is a notable exception.

By registering your investments with the site, from super to managed funds, life assurance, margin loans, even pensions that are already paying an income, customers can receive refunded commission, which can total thousands of dollars over time.

For example, say you put money into a managed fund or super. Typically, around five per cent of that money is eaten up in upfront commissions, and a further one per cent or so is paid out each year in trail commission.

However, simply by nominating YourShare as your nominated broker, it will refund all upfront commissions back to you, and then give you 50-70 per cent of all trail commissions each year.

It really is that simple. "I didn't think that persuading people to take money for nothing would be so difficult," said Paul Brady, founder of yourshare.com.au "But once people have received their first cheque and realise there are no catches, they recommend it to all of their friends and family."

"I spend one day a month doing nothing but writing cheques to people. This



Danger: Consultant Margot Cairnes says the economic meltdown is causing rash decisions month the smallest was for \$25 and the biggest was for \$4500."

The service works for almost any investment that pays a commission. Yourshare.com.au is a free service that does not change any of the policies, funds or accounts from the institutions they are currently with; they simply become the nominated broker for all of these accounts. There are no risks or penalties associated with using the service.

Take the following example: Joanne is aged 40, and has \$80,000 invested in a

per cent per annum, and that Joanne retires at age 65 then, over the next 25 years, the total yearly cash back received by Joanne will be \$34,061. Plus, the additional savings in entry fees reinvested into Joanne's superannuation will total another \$27,765.

YourShare will save this client \$61,826 (and when Joanne rolls this over into a pension, the YourShare savings will keep accumulating).

For details, visit www.yourshare.com.au

superannuation fund. She adds \$791 a month to the fund and the trail commission on the account is 0.54 per cent a year. YourShare lodged the broker nomination with the fund manager and reduced the initial commission paid on all regular contributions from four per cent to zero per cent, meaning an additional \$31.65 was added to Joanne's superannuation savings each month.

Assume conservatively that Joanne does not increase her monthly contribution amount, that the funds grow at 7.5