

## BEST CASH-BACK PROVIDERS

### GOLD WINNER YOURSHARE

You can reclaim hidden fees imposed on everyday financial products

PROVIDER	COMMISSION & FEE REBATES, MANAGED FUNDS <sup>1</sup>	REBATED PRODUCTS							PHONE SERVICE
		MGD FNDIS	MARGIN LNS	CMIS TRG	SH	INS	HOME LOAN	PERS LOAN	
1 YourShare	50% of first \$590; 100% of rest	✓	✓	✓	✓	✓	✓	✓	✓
2 Refund Easy <sup>2</sup>	60% of first \$700; 100% of rest	✓	✓	✓	✓	✓	✓	✓	✓
3 iRefund	50% of first \$790; 100% of rest	✓	✓	X	✓	✓	✓	X	✓

Source: CANSTAR-CANEX. <sup>1</sup>Commissions and ongoing fees, entry fees are 100% rebated by all providers and take the form of extra units where possible. <sup>2</sup>Rebates paid quarterly. <sup>3</sup>YourShare and iRefund pay yearly. <sup>4</sup>On all personal insurances; the other two providers also rebate on home and contents and car insurance.

**The winners...**  
were ranked by scores for services, features and rebates.

### DEFINITIONS

If you have insurance, super or managed funds you might be indirectly paying commissions to a financial planner who is not providing you with any service, and whom you may never even have met. If you transfer your broker authority to a cash-back provider you will stop paying for something you are not getting.

**Y**ou may be costing yourself thousands of dollars a year paying entry fees and commissions on a range of everyday products including superannuation and insurance. Because these fees are deducted from your contributions or premiums, you do not see the money going out.

It's relatively easy to put a halt to that situation, and reclaim your booty, by nominating a cash-back provider as your broker. These companies, which usually offer a no-advice service, contact your product providers to ask that your entry fees be reduced (normally to zero) and future trail commissions paid to them instead of your present adviser. The cash-back provider then shares these payments with you.

For the third year running **YourShare** ([www.yourshare.com.au](http://www.yourshare.com.au))

has taken the gold medal. "It won because it continues to offer rebates on the most comprehensive range of product types," says Peter Arnold, a financial analyst with research house Canstar Canex, which ranked the cash-back providers for Money.

"YourShare not only offers rebates on the main product areas of managed funds, home loans and life insurance, they also cover areas such as car, home and travel insurance, share trading, and income protection insurance."

"YourShare is always looking for new ways and products that enable us to collect and deliver cash back to our clients," says founder Paul Brady. "Our newest project, Commissions for Charity, will enable clients to donate their annual trailing commission

cash-back cheque to a cancer research charity. People can make a contribution by dipping into the resources of financial institutions - not their own back pocket." And the donation will provide a tax deduction for the client. YourShare rebates all entry fees and keeps 50% of the first \$590 you receive in commissions each year. The rest is yours and you get paid each year. Donate 100% of commission cheque to charity and the company will reduce its fee from \$295 to \$225.

**Refund Easy** ([www.refundeasy.com.au](http://www.refundeasy.com.au)) moved up from third place last year to second. It reduces to zero or rebates entry fees and refunds 60% of the first \$700 of commission plus all further commission. It refunds quarterly and offers fee-for-service financial planning advice. "Refund Easy is of note because it processes couples under the one income threshold, maximising the refund returned to couples," says Arnold.

**iRefund** ([www.irefund.com.au](http://www.irefund.com.au)) in third place, also reduces entry fees to zero and rebates 50% of the first \$790 commission plus all other commissions.

# The average family can reclaim \$1,700 per year!

And it's so easy...



Get cash back from:

**SUPER | MORTGAGES | MARGIN LOANS | INSURANCE POLICIES | MANAGED FUNDS**  
and many more

*"It's a no brainer. The reason YourShare won our best rebate service for Money Magazine is that there is no downside"*

Paul Clitheroe



**YourShare**  
THE COMMISSION REBATE SPECIALIST

CALL 1300 554 774 OR VISIT [yourshare.com.au](http://yourshare.com.au)

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What will you spend your Yearly Cash-Back cheque on?

### FACT FILE

#### What you can expect to get back

The average Aussie with two cars, super, a mortgage and home and contents insurance will score about \$1700 a year by reclaiming the hidden trailing fees levied on their everyday financial products, says YourShare founder Paul Brady.

Alex Sherrard is a fairly typical client. Last year he earned \$859 from a personal insurance policy, a cash management trust and income protection insurance. This year his payment will rise to \$1965 as he has taken out a mortgage using YourShare as his broker.

Alex says he decided to give YourShare a go after reading about cash-back providers. "All I did was fill out some forms, no problems and then in 12 months I got a surprise when a cheque arrived for \$859. I had been expecting a couple of hundred dollars."