

# Stockbrokers MONTHLY

MEMBERSHIP • iLEARNING • EVENTS • EDUCATION • POLICY & REGULATORY ISSUES



**Stockbrokers**  
Association of Australia.

Joe Hockey opens  
**NEW ASX CENTRE**



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## Joe Hockey sees bright future for Australian financial services industry

*The Treasurer, the Hon. Joe Hockey MP, gave an upbeat assessment of Australia's financial services industry when he officially opened the new ASX Customer Support Centre in Sydney on April 24th, 2015.*

"To all of you who employ so many people, the financial services industry is the second-largest industry in Australia after health," said Mr Hockey. "In GDP term, larger than minerals and resources, yet we represent only a fraction of our exports ..... Australia is on the cusp of its greatest ever opportunity.

"Services represent 70 percent of our economy but only 17 percent of our exports.

"We're privileged to bear witness to the greatest transformation of the greatest number of people in the history of humanity in our region.

"....prosperity is not the want but the demand of the 2 billion people that are going into the middle class in Asia over the next 30 years...

"....our financial services industry is better prepared to deliver the opportunities and deliver on the expectations of that middle class, than any other financial services industry in Asia.

"So the question is how high do we look? How far do we reach? I have absolute confidence that the financial services industry in Australia could become a great exporter, delivering financial security, financial advice and financial services more generally to the growing consumer class of Asia.

"We've got the skill-set, we've certainly got the sophistication, we've got the right regulatory regime and, looking around us, we have the tools.

"....we need a transparent exchange, we need an exchange that is well regulated, but also we need to have people running the exchange who possess in their hearts and in their minds great integrity. I have absolutely no doubt the team at the ASX has that.

"So congratulations on this investment. Well done, and it's my enormous pleasure to officially open the new ASX, the heart of Australia's financial markets centre." ■



Andrew Green

### So much more than just a Customer Support Centre

The new ASX Customer Support Centre is the virtual hub of the ASX, bringing together technology, operations and market surveillance teams.

Speaking at the opening, Elmer Funke Kupper, the ASX CEO said that, "In designing the Centre, we not only referenced financial markets around the world. We also looked at leaders in other industries that need to deliver 24-hour, real-time services and communications. Examples in Australia that we looked at included Qantas, Rio Tinto and the Rural Fire Service.

"So far we have invested \$45 million in this building which also houses our data centre and co-location facilities. And its activity and performance are impressive.

"This Centre has enough power to generate electricity for 5,000 homes. The uninterrupted power supply solution is the most advanced in the world and we can run at full capacity for five days without needing to refuel.

"We're surrounded by 600 kilometres of cable, enough to stretch from Sydney to Albury. The accumulated bandwidth of all connections adds up to about three million megabits per second. We can reach Singapore and back in 98 milliseconds, and London and back in 259 milliseconds.

"The establishment of the Australian Liquidity Centre and now our Customer Support Centre underlines our commitment to invest in our business. And we are not stopping here. In February we announced a four-year investment program that will see us upgrade all our major trading and post-trade platforms. We look forward to working with all of you to ensure that Australia's markets continue to be globally competitive." ■



The Treasurer, The Hon. Joe Hockey MP inspecting the new ASX facility.  
From left to right: ASX CEO Elmer Funke Kupper, The Treasurer, ASX General Manager David Raper and ASX Chairman Rick Holliday-Smith



ASX Customer Service Centre.  
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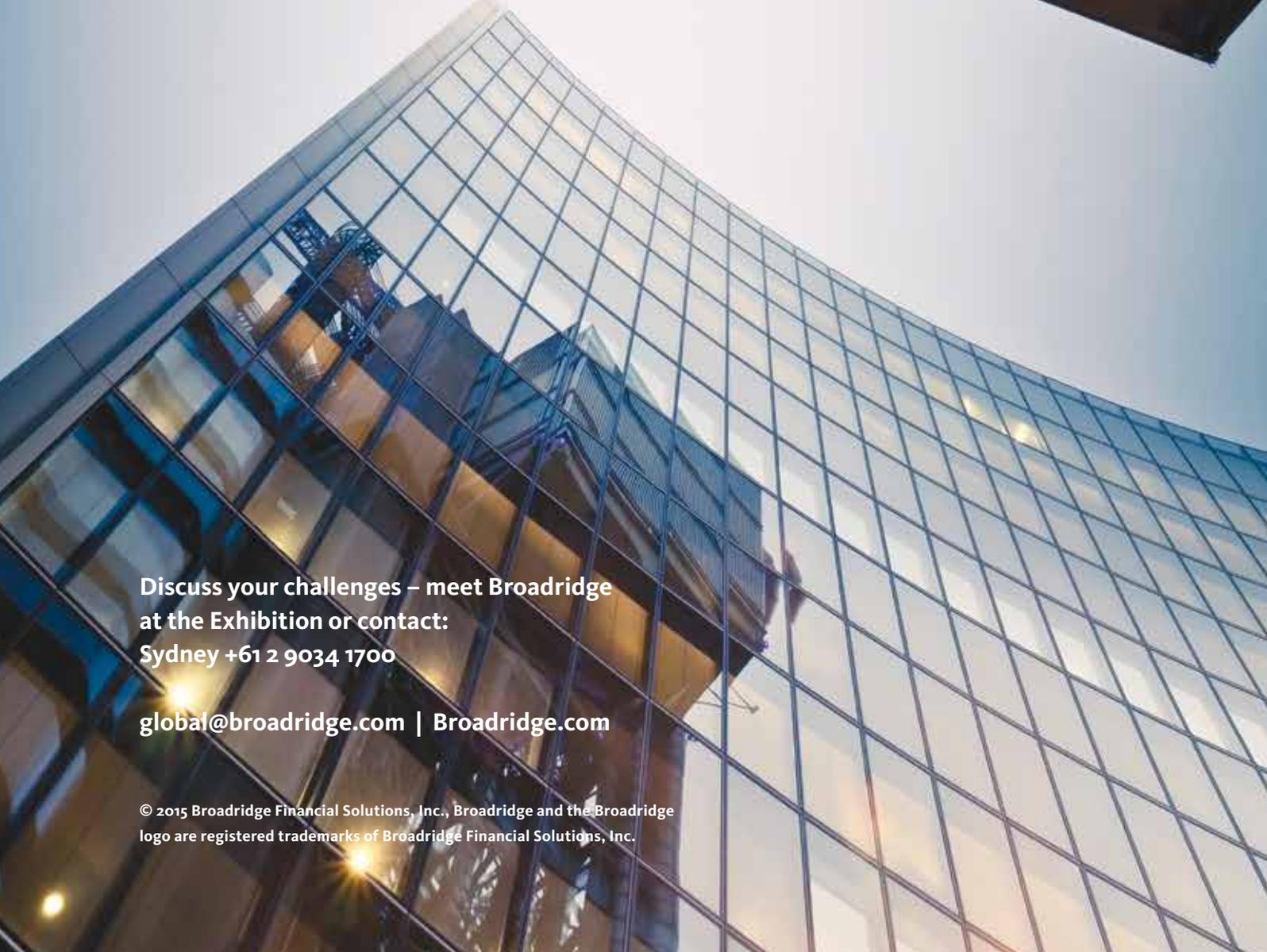
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## Committee News

Recent and upcoming meetings of Stockbrokers Association Committees, Working Groups and Advisory Panels, and major issues discussed:

### **New Individual Practitioner Master (MSAA) Membership applications approved:**

- Hamish Bonifant
- Nicholas Dunning
- Kenneth Neale Wright

### **New Individual Practitioner Member (MESAA) Membership applications approved:**

- |                     |                          |                  |
|---------------------|--------------------------|------------------|
| – Angus Bligh       | – Arthur Garipoli        | – Troy McGeachie |
| – John Lamont Brown | – Angelos Giannakopoulos | – Martine Shaw   |
| – Frank Cerra       | – Lloyd Harris           | – Wayne Smith    |
| – Boe Champion      | – Biruta Jaugietis       | – Rohan Talwar   |
| – Jon Cousins       | – Stewart Laughton       | – Darryl Watt    |
| – Stephen Donohoe   | – Paul Lewis             | – Simon Wood     |



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# Policy & Regulatory Issues

## FOFA: Wholesale / Retail Issue; Adviser Register

**Wholesale / Retail Definitions:** while some measures announced in December have fixed some of the non-controversial issues with FOFA, like restoring the 2 year expiry on accountants' certificates, other matters were not addressed. These matters date from the 2005 *FSR Refinements*, which extended the definition of wholesale client, giving the ability to include a client's companies, trusts and related parties and their assets, in the assessment of the client's status as wholesale or retail.

Accordingly, as the law now stands, licensees can no longer include income or assets of a company or trust controlled by the client in the calculation of assets or income to fulfil the test for a wholesale client in Part 7.7A of the Act, which contains the main FOFA provisions. Licensees had been able to do this from December 2005 to July 2014, and had established systems and procedures to do so.

While some measures announced in December have fixed some of the non-controversial issues with FOFA, like restoring the 2 year expiry on accountants' certificates, other matters were not addressed.

The anomaly is exacerbated by the fact that licensees can continue to include the client's income and assets from related or controlled companies or trusts in the context of the prospectus and product disclosure provisions of the Act.

ASIC, who alerted us to these issues, has indicated that while clearly unintended, these are not matters likely to be remedied by the use of its relief powers or no-action positions. Accordingly, we have raised these issues with the Government as a matter of urgency, seeking further regulations to restore the law to its pre-1 July 2014 position. We hope to be able to report back to Members on this issue shortly.

**Adviser Register:** the new Register of Advisers was launched in March. Only advisers who provide personal advice to retail clients will have to be registered. Initially the Register includes the following details:

- Name
- Date of Birth
- AFSL details, and controlling entity of the AFSL, if applicable

- History – last 5 years history for each adviser
- Date commenced giving advice
- Financial Products authorised to advise upon.

From May, the register will include:

- Adviser Qualifications
- Professional body memberships.

In April, ASIC released details about the additional information to be included in May. ASIC Connect will be available to register the additional information from 25 May, which should be done by 30 May, and the public website will be live from 31 May.

For up-to-date details, please see the dedicated ASIC website which has been established with information about the register.

## PJC Report on Professional Standards

In December 2014, the Parliamentary Joint Committee on Corporations and Financial Services released its Report into lifting the professional, ethical and education standards in the financial services industry.

The 85-page Report contains 14 detailed recommendations. Those most relevant to stockbroking are:

- **Professional standards:** to be a retail adviser, you should be registered with ASIC, but you can't be registered unless you've completed a *Professional Standards Council* (PSC) accredited Association's professional year and entrance exam. A new standard-setting body, the *Finance Professionals Education Council* comprising PSC-accredited associations, academics and consumers, would set the curriculum for the exam and CPD. Associations would have until 1 Jan 17 to register with PSC, and advisers would have until 1 Jan 19 to be registered
- **Education Standards:** the mandatory minimum educational standard for financial advisers should be increased to a degree qualification (Australian Qualification Framework level seven)
- **Adviser register:** the new adviser register is supported and all information including misconduct should be included
- **General Advice:** the term 'general advice' in the *Corporations Act* should be replaced with the term 'product sales information' to better reflect the nature of that information
- **Personal Advice:** the term 'personal advice' in the Act should be replaced with 'financial advice' to better reflect the nature of that advice
- **ASIC Cost Recovery:** proposals to increase fees for organisational licensees should be considered to reflect the scale of ASIC's financial advice operations, in the context of

a broader review of ASIC's fees and charges.

The Government's response to the PJC Report is now being formulated. A Consultation Paper has been released and industry roundtables are being held with the Assistant Treasurer. We have written to all CEOs for their views. We urge Members to provide input to this project, which will be crucial to both Members and the Association itself, as it sets course for the future structure of regulation of advice. Written submissions are due 7 May.

**Senate Scrutiny of Financial Advice Inquiry:** in addition to the work around the PJC Report, we also await the report of the Senate Economics References Committee inquiry into the *Scrutiny of Financial Advice*, including measures to stop unethical and misleading advice, regulatory oversight, compensation, and action where professional standards are breached. The Association made a Submission to this Inquiry in December. The Committee is currently conducting public hearings, and is due to report by July 2015.

### ASIC Market Supervision Report July – December 2014

In March, ASIC released its market supervision report for the second half of 2014. In the report, ASIC has flagged the following issues of interest and concern which are likely to attract further regulatory attention:

- DTR and Adviser oversight
- Compliance resourcing
- Branch and Remote office supervision
- Conflicts of interest
- Staff trading
- Use of client information
- Facilitation trading
- General v. Personal advice
- Discretionary trading
- Suspicious activity reporting
- Outsourcing

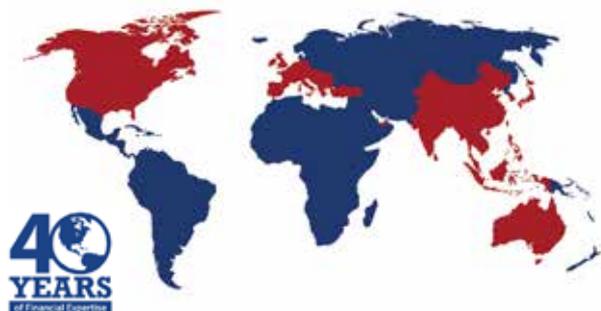
(ASIC Report 425 March 2015)

### Further Review of Competition in Clearing Australian Cash Equities

As the two-year moratorium on allowing competition in clearing of cash equities came to an end, in February the Government announced a further review by the *Council of Financial Regulators* (RBA, ASIC, APRA & Treasury). After a series of meetings with Members, the Council, ASX and other interested parties, our written submission was made in March. Some of the key points made were:

- in-principle, everyone supports competition, and the potential for financial benefits, including efficiencies and innovation, that competition may bring
- the regulatory framework must not shut Australia out from these potential benefits

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- however, the benefits of introducing competition must clearly exceed the costs that would be involved, and
- financial stability and investor confidence must not be undermined.

While there is no imminent threat of competition in clearing, in the absence of another deal on the table, most Members think that there is little incentive to open the floodgates in the short to medium term if ASX can offer a meaningful reduction in clearing fees.

We noted that there is a real lack of data available on the costs and benefits of possible clearing competition in order to put a compelling case either way. It would be of benefit to all parties if some feasible independent research could be undertaken, which takes into account internal costs to participants as well as headline clearing costs charged by CCPs.

If there is to be a further moratorium on competition, during that moratorium period there needs to be further work completed – including the research suggested above, so that another consultation process does not have to start afresh at the end.

## ASX Red Tape reduction measures – No more ASX Clear REs from June

In October 2014, ASX released a discussion paper on proposed red-tape reduction measures. The proposals include:

- Streamlining admission requirements
- Simplifying notification requirements, and
- Removing the ASX Clear Responsible Executive requirements.

In late February 2015, ASX released a summary of the results of its consultation. We were pleased to see that ASX has taken up the Association's suggestions that ASX should streamline its (ASX Clear) rule on PI insurance notification, and its (ASX Settlement) rule which requires ASX consent to sending letters to clients on the bulk transfer of HINs. ASX is also proceeding with its proposal to remove the ASX Clear requirement for

Responsible Executives. The new rules commence on 1 June 2015.

## Access to and use of Share Registers

One of the unintended consequences of the 2010 amendments to the *Corporations Act* to restrict unsolicited off-market share offers, was to restrict stockbrokers from accessing registers to send research reports to shareholders, while allowing shadow brokers specifically to do so. Once again, we wrote to the Government in September 2014 seeking a resolution to this issue. We raised this issue in Canberra again in February and will advise progress. This is an ideal opportunity for a Government that espouses deregulation to remove unjustifiable regulation and to reduce red tape.

## Best Execution

ASIC announced at its recent Regional Liaison Committee meeting held on 31 March 2015 that it would be conducting a review of the implementation of Best Execution by market participants. The catalyst for the review was a Report by the Financial Conduct Authority of the UK (FCA) released on 31 July 2014 into the delivery of in that country.

The FCA concluded that there was a "significant risk that best execution is not being delivered to all clients on a consistent basis". Some of the key findings by the FCA in its report include:

- A lack of understanding of key aspects of the best execution obligation by many service providers
- Most firms were not doing enough to deliver best execution through adequate management focus, front office business practices or supporting controls.

In the light of this Report, ASIC has determined to conduct its own post implementation review of best execution to ensure that similar issues were not being encountered here.

The Stockbrokers Association considers that there are significant differences

between the UK and Australian situations such that it should not be inferred that the UK experience would be similarly likely to be replicated here. The Association is confident that the types of conclusions noted in the UK report are not likely to arise in the ASIC review. Notwithstanding this, a review by ASIC at an appropriate stage after the introduction of best execution was to be expected.

## FATCA Update

Stockbroking firms that have determined that they fall under the ambit of FATCA should take note that the first FATCA report (with respect to the information required for the 2014 year) is due to be lodged with the ATO by 31 July 2015.

The ATO has also notified that it maintains detailed guidance on FATCA on the ATO's FATCA webpage. The ATO has advised that it recently updated its detailed guidance, to address issues including:

- Links to ATO guidance on IT systems for reporting FATCA information and relevant IRS information
- The Local Client Base exception in Annex II of the FATCA Agreement (section 1.22)
- The examples of reporting arrangements within collective investment schemes (section 4.1)
- Significant non-compliance (section 4.4)
- Account balance aggregation – expanded examples and aggregation of different types of financial accounts (section 4.14) ■

### SUBMISSIONS

Members can view submissions at [www.stockbrokers.org.au](http://www.stockbrokers.org.au)

### POLICY ENQUIRIES

Doug Clark MSA, Policy Executive  
[dclark@stockbrokers.org.au](mailto:dclark@stockbrokers.org.au)

Peter Stepek MESAA, Policy Executive  
[pstepek@stockbrokers.org.au](mailto:pstepek@stockbrokers.org.au)

## KEY SPEAKERS INCLUDE



**Mr Xinchuang Li**  
President  
China Metallurgical Industry Planning & Research Institute



**The Hon Josh Frydenberg MP**  
Assistant Treasurer



**Peter Botten**  
Managing Director  
Oil Search Limited



**Greg Medcraft**  
Chairman  
ASIC



**Ashish Chauhan**  
Managing Director & Chief Executive Officer  
BSE Limited



**Rosemary Vilgan**  
Chief Executive Officer  
QSuper



**Ashok Jacob**  
Chairman & Chief Investment Officer  
Ellerston Capital Limited



**Elmer Funke Kupper**  
Managing Director & Chief Executive Officer  
ASX Limited



**James Nunn-Price**  
National Lead Partner – Cyber  
Deloitte



**Mike Hirst**  
Managing Director & Chief Executive Officer  
Bendigo & Adelaide Bank Limited



**Mick McCormack**  
Managing Director & Chief Executive Officer  
APA Group



**The Hon Bernie Ripoll MP**  
Shadow Minister for Financial Services & Superannuation



**Craig Lazzara**  
Global Head of Index Investment Strategy  
S&P Dow Jones Indices



**John Fildes MSA**  
Chief Executive Officer  
Chi-X Australia



**John Borghetti**  
Chief Executive Officer & Managing Director  
Virgin Australia Group



**Denis Orrock**  
Chief Executive Officer, Capital Markets  
GBST



**David Robb**  
Managing Director & Chief Executive Officer  
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## SPONSORS



# Markets Participants contribute to effective market regulation

*ASIC Relationship Managers represent an important link between the regulator and Market Participants. They are the first point of contact for Participant queries and a source of knowledge about regulatory obligations and developments for Participants. Likewise, Participants are a vital source of business and industry intelligence for ASIC.*



Relationship Managers gather information from Participants in two main ways. These are Risk Assessment Detection and Response visits (RADARs) and Compliance Liaison visits. Both involve a voluntary request for information, rather than the exercise of ASIC's statutory information gathering powers. However, in ASIC's experience, Participants are wholly understanding of the need for these meetings and willingly participate.

RADARs are conducted with all Participants on a three-year cycle (although they may occur more frequently if circumstances necessitate). The objective of these visits is to gather information about each Participant's risk framework, compliance systems, processes and culture by interviewing key staff.

RADARs ordinarily take place at the Participant's primary business office and last approximately two hours. [Dates and times for these visits are agreed in advance to minimise potential disruption to the Participant's business]. During the RADAR, the Relationship Manager asks representatives from the Participant (usually senior compliance staff and various of heads of business) a series of questions about their:

- organisational structure
- directors and employees
- clients, products and services

- corporate advisory work
- participation on multiple exchanges
- authorised representatives
- compliance and risk frameworks
- corporate governance
- policies and procedures
- training
- staff trading
- settlement & clearing
- technology, and
- client money handling and capital adequacy.

After completing the RADAR, the Relationship Manager may send the Participant a letter containing their observations and recommendations, which may include suggestions for improving compliance practices where concerns have been identified. This can lead to improvements in Participants' compliance frameworks and an increased awareness of their compliance obligations.

Compliance Liaison visits are conducted with each Participant approximately once per calendar year. The information gathered during these visits informs ASIC's risk based approach to markets regulation.

Like RADARs, these visits ordinarily take place at the Participant's business, although they are shorter. During the

visit, the Relationship Manager asks the Participant questions about their business and the industry, with a particular focus on any risks and trends the Participant has observed and developments they are anticipating. The Relationship Manager may also canvass the Participant's views on various 'issues of the day' involving financial markets.

Both RADARs and Compliance Liaison visits also provide an opportunity for the Relationship Manager to update Participants about areas of focus for ASIC in market supervision and surveillance. ASIC may use the information gathered during RADARs and Compliance Liaison visits to identify issues or behaviours which warrant monitoring or surveillance. These may be specific to an individual firm or more general in nature.

The reciprocal nature of the relationship between Relationship Managers and Participants assists ASIC to identify, monitor and respond to key risks and trends in Australia's financial markets. We are grateful for the level of co-operation and assistance we receive from Participants in conducting these meetings. ■

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## SUPER SNIPPETS

# Investing for retirement

By Peter Grace

*Recent research by a large wealth manager has identified that greatest concern for retirees was how to get income without the volatility and without the constant fear of losing their capital.*

The manager designed a new portfolio combining ASX200 dividend paying shares, call options to increase income and put options to reduce downside risk. The portfolio has been successful at producing the promised income returns even though it charges relatively high fees and underperformed the market as a whole.

Retirees are frightened by the media, advisers and commentators who warn about loss of capital and encourage investment in more conservative portfolios. The trouble with this of course is more conservative assets will not produce enough income or build the portfolio to last 20-30 years into retirement.

## Lump sum mentality

For many years Australia has had a lump sum mentality as far as superannuation is concerned. The focus has been on building a 'pot of gold' by age 60 or 65. If the client wanted to cash in their super and spend it, then moving to a conservative portfolio close to retirement is a sensible strategy.

## Focus on income

For a client with a sizeable lump sum who wants it to provide a long term income stream, then the reliability of the income becomes more important than short term capital stability. An investment approach

that has been successful for many SMSFs and some APRA regulated super funds uses the 'three buckets approach'.

Bucket 1 is a cash account and holds at least one year's pension needs. The cash account receives

Retirees are frightened by the media, advisers and commentators who warn about loss of capital and encourage investment in more conservative portfolios.

distributions and dividends from buckets 2 and 3. Bucket 2 is a stable account invested in fixed interest assets holding three years pension needs. Bucket 3 is a growth account holding a diversified portfolio of growth assets. The cash and stable accounts mean that the pension income can always be paid without having to sell down growth assets at an inappropriate time.

The adviser meets with the client at least annually to review the three buckets. The key questions will be 'what income do you need next year?' and 'do you need any lump sums?' Then the three buckets can be rebalanced. A more conservative client might like to hold more than three years worth of pension in the stable account. A more aggressive client might want to use geared share funds or



instalment warrants to boost returns in the growth account.

The key message for the retiree is that the pension income is secure but the growth account will be volatile. The retiree's capital will fluctuate because the valuation of the growth assets will vary over time just as they did when they were employed. ■

*Our RG146 Superannuation course is an elective in our Professional Stockbroker's Program. It provides the necessary qualifications for anyone who advises on securities in self managed or other superannuation funds. Each month we publish a short article covering a current superannuation topic written by Peter Grace the author of the course. Peter can be contacted at [wordsandtraining@bigpond.com](mailto:wordsandtraining@bigpond.com)*

# ACCREDITATION & TRAINING May, June & July

**Responsible Executive (RE) Series Workshops**

<p><b>RE REFRESHER – 4 CPD (COMPLIANCE)</b></p> <p>This workshop provides a refresher on the requirements applicable to REs and reviews some of the main topics in The ASIC Market Integrity Rules (ASX Markets) 2010 and/or The ASX Clear Operating Rules (Clearing &amp; Settlement) Responsible Executive Examination. Intended as a refresher course for existing REs who have already passed the Exam(s), this workshop could also be of interest to potential REs. Topics include RE Management &amp; Supervision Requirements (&amp; ASIC RM comparisons); Capital Adequacy, Records, Trust; Dealing &amp; Client relations rules; Disciplinary Processes; Corporations Act requirements.</p>	<p>SYD: Tues 23 Jun   9am – 1pm MELB: Tues 21 Jul   9:30am – 1:30pm</p>
<p><b>RE EXAM PREPARATION COURSE – 10 CPD (COMPLIANCE)</b></p> <p>This 2 x 3-hour intensive workshop (conducted over 2 days) covers the ASIC/ASX Markets &amp; ASX Clear (Clearing &amp; Settlement) RE exam syllabus in detail, ensuring that candidates are well prepared for the exam(s) and know what to expect on the day, with sample questions and a practice exam.</p>	<p>MELB: Wed 10 &amp; Thurs 11 Jun   9:30am – 12:30pm SYD: Mon 27 &amp; Tues 28 Jul   9am – 12pm</p>
<p><b>RE EXAM PREPARATION 'SHORT COURSE' – 4 CPD (COMPLIANCE)</b></p> <p>This 4-hour intensive workshop is a condensed version of the Stockbrokers Association 2-day RE Exam Preparation Workshop. It covers The ASIC Market Integrity Rules (ASX Markets) 2010 and/or The ASX Clear Operating Rules (Clearing &amp; Settlement) Responsible Executive exam syllabuses in detail, with 7 subject areas and 2 assessments during class time.</p>	<p>SYD: Mon 22 Jun   9am – 1pm MELB: Mon 20 Jul   9:30am – 1:30pm</p>

**Professional Development Workshops**

<p><b>MARKET MANIPULATION AND OTHER PROHIBITED CONDUCT – 4 CPD (COMPLIANCE)</b></p> <p>This workshop covers an in-depth examination of what constitutes market manipulation and other prohibited market conduct. Involving a mix of presentation and scenario-based discussion, it is designed to suit market professionals, both front and back office, including: Sales staff/client representatives; Proprietary Traders; DTRs; Investment banking; Settlement staff; and Compliance &amp; Legal.</p>	<p>SYD: Tues 12 May   9am – 12pm MELB: Wed 17 Jun   1:30pm – 4:30pm</p>
<p><b>INSIDER TRADING – 4 CPD (COMPLIANCE)</b></p> <p>This workshop provides a thorough analysis of Insider Trading. Topics include: elements of insider trading; statutory defences; insider trading and continuous disclosure; front running; dealing with rumours; management of confidential information; how to protect yourself, including Chinese walls, internal processes; and consequences of insider trading breaches. The Workshop is designed for sales staff/client representatives; proprietary traders; research analysts; investment banking; compliance and legal; and regulatory staff.</p>	<p>SYD: Wed 10 Jun   9am – 12pm</p>
<p><b>A DAY IN THE LIFE OF A TRADE – 2 CPD (COMPLIANCE)</b></p> <p>This 2.5 hour short 'course in operations' focuses on the evolution of share and derivative trades from order placement through to execution to settlement (and later exercise/expiry where relevant) and reporting requirements. Designed for new or unfamiliar starters in the Industry or Markets, this workshop provides a comprehensive overview of the market and operational process. It provides an excellent foundation for retail desk assistants and would suit as a refresher for experienced staff as well as those staff in auxiliary and rotating roles: legal, IT, HR and other supporting roles associated with stockbroking. There is no assumed knowledge for participants of this workshop.</p>	<p>SYD: Wed 6 May   9am – 11:30am MELB: Tues 12 May   2pm – 4:30pm</p>
<p><b>DMA, ALGORITHMIC &amp; HIGH FREQUENCY TRADING – 2 CPD (COMPLIANCE)</b></p> <p><i>Are you confused by all the talk about Algorithmic Trading, High Frequency Trading and the 'May 6 Flash Crash'?</i> Rapid technological advances and market changes overseas have radically changed the nature and appearance of on-market trading and these same changes are quickly unfolding in Australia as well. This two-hour workshop looks at the growing trend of electronic trading, including Automated Order Processing (or Direct Market Access), Algorithmic Trading and High Frequency Trading. The workshop will focus on: The regulatory obligations that apply to brokers who use AOP for clients or for proprietary trading; The types of algorithmic trading and High Frequency trading strategies that are being used overseas, and increasingly in Australia; and, Potential dangers, such as the "May 6 Flash Crash", market manipulation and disorderly markets.</p>	<p>SYD: Wed 29 Jul   9am – 11am</p>



## Introductory Series Workshops

**UNDERSTANDING DERIVATIVES: OPTIONS AND WARRANTS – 4 CPD**

Derivatives are an established and essential component of global financial markets. Focusing on options and warrants, this workshop discusses how and why derivatives are used for leverage and/or manage risk. Key concepts are explained through worked examples, under the guidance of an experienced practitioner. This half day workshop is also ideal preparation for **Accredited Derivatives Adviser Level 1 - ADA1 candidates**.

MELB: Wed 17 Jun | 9am – 1:30pm  
SYD: Tues 14 Jul | 9am – 1:30pm

**THE BUSINESS OF STOCKBROKING IN AUSTRALIA – 2.5 CPD**

This workshop provides an overview of Australia's financial markets and the critical role that stockbrokers play in both retail and institutional markets. A short history of broking in Australia sets the scene for explanation of the current market structure, operations and regulation.

MELB: Thurs 4 Jun | 9:30am – 12:30pm  
SYD: Thurs 23 Jul | 9am – 12pm

**UNDERSTANDING OPTIONS: FEATURES, BENEFITS AND RISKS – 2 CPD**

This workshop focuses on equity options traded on the Australian Securities Exchange (ASX). Equity options offer investors an efficient means of managing the risks of adverse price movements in the share market. In addition, they give traders a vehicle by which to gain leveraged exposure to individual shares and selected indices. This workshop covers options pricing, basic strategies and the mechanics of trading options on the ASX.

MELB: Wed 13 May | 9:30am – 11:30am  
SYD: Fri 12 Jun | 9am – 11am  
MELB: Wed 29 Jul | 9:30am – 11:30am

**UNDERSTANDING WARRANTS: TYPES, DIFFERENCES AND RISKS – 2 CPD**

This 2 hour workshop covers the main types of warrants traded on the ASX with a particular focus on equity trading warrants and instalments. Basic warrant pricing will be discussed, and the role of the warrant issuer will be explained. Ideal for those who wish to acquire fundamental knowledge about the Australian warrants market.

SYD: Thurs 11 Jun | 9am – 11am  
MELB: Wed 15 Jul | 9am – 11am

**INTRODUCTION TO CONTRACTS FOR DIFFERENCE (CFD) – 3 CPD**

This workshop focuses on the class of derivatives known as Contracts for Difference (CFDs). This workshop covers the different types of CFDs, their uses, risks and potential rewards.

SYD: Thurs 18 Jun | 9am – 12pm  
MELB: Thurs 23 Jul | 9am – 12pm

Professional Stockbrokers  
Program – Preparatory  
Workshops**CORE 1 (RG146) PREPARATORY WORKSHOP – 3 CPD (COMPLIANCE)**

Are you undertaking the Professional Stockbrokers Program Core 1 (RG146) Securities & Managed Investments Accreditation Assessment? Then this half-day workshop is ideal for you. Learn the syllabus in detail and key areas to focus on for your studies. Industry expert presenters and small class size for personal tuition. The Professional Stockbrokers Program Core 1 (RG146) Securities & Managed Investments Accreditation meets ASIC RG146 requirements in generic and specialist knowledge and skills in Securities and Managed Investments.

MELB: Tues 14 Jul | 9:30am – 1pm  
SYD: Wed 15 Jul | 9:30am – 1pm

For further information visit [www.stockbrokers.org.au](http://www.stockbrokers.org.au)

# Accreditation | Training Workshops | Online CPD

INCREASE YOUR KNOWLEDGE AND SKILLS IN THE STOCKBROKING INDUSTRY TODAY!

# 12<sup>th</sup> Annual Stockbrokers Charity Golf Day

Wednesday 27 May 2015 | St Michael's Golf Club, Little Bay, Sydney

The Stockbrokers Association of Australia invites you to enter a team in the 12<sup>th</sup> Annual Stockbrokers Charity Golf Day.

The 12<sup>th</sup> Annual Stockbrokers Charity Golf Day is to be held at St Michael's Golf Club, Little Bay, Sydney on Wednesday 27 May 2015.

The Stockbrokers Association Cup will be awarded to the team that finishes in first place in this Ambrose Competition. Some fantastic individual prizes can also be won by those who also enter our fundraising competitions on the day.

The Stockbrokers Association of Australia proudly supports the Heartwell Foundation, a community-based rehabilitation and education program for children with special needs. Heartwell empowers children to lead a better quality of life by developing their skills and improving their health, self esteem and confidence to participate with their peers.

## **\*\*PLACES ARE STRICTLY LIMITED - BOOK NOW\*\***

Registration and player briefing at 8.45am. Shot gun start at 9.45am. Drinks and presentation of prizes following the game, concluding at approximately 4.00pm. Fees include morning tea on arrival, light lunch and snacks on course, as well as drinks and canapés following the game. Equipment hire will be available on the day.

PROUDLY SUPPORTING



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For enquiries please call  
(02) 8080 3200

TO REGISTER, please complete the form below and return via:

Fax: (02) 8080 3299  
Post: PO Box R1461  
Royal Exchange NSW 1225  
Email: flyons@stockbrokers.org.au

## REGISTRATION FORM Dr Mr Mrs Ms Miss

Name:	Surname:		
Position:	Organisation:		
Address:	City:	State:	Postcode:
Tel:	Fax:	Email:	

NAME OF PLAYERS	Email	Phone	Handicap
1.			
2.			
3.			
4.			

REGISTRATION FEE Individual: \$250 + \$25 gst = \$275 Team: \$1000 + \$100 gst = \$1100

### METHOD OF PAYMENT

Attach cheque made payable to the Stockbrokers Association of Australia or provide credit card\* details:  Visa  MasterCard  AMEX  Diners Club

Cardholders Name:	Card Number:	
Total Amount*: \$	Expiry Date:	Signature:

CANCELLATIONS: Fees are not refundable or transferable. Substitutions can be made in writing addressed to Fran Lyons via email to flyons@stockbrokers.org.au. The Stockbrokers Association will only reimburse registration fees if the event is cancelled. The Stockbrokers Association is not responsible for any costs incurred as a result. Non-Attendance: If a player fails to attend, fees will not be refunded or allocated to another event.

\* Please note merchant fees apply to credit card payments: MasterCard or Visa 1.50%; AMEX 3.10%; Diners Club 4.00%.