

SECURITOR OFFERS ACCOUNTANTS THE SOLUTION TO PROVIDING SMSF ADVICE IN THE 'NEW WORLD'

5 March 2012

For immediate release:

Securitor has launched a straight-forward practical solution for accountants seeking a seamless transition under the proposed regulatory framework that if implemented will lift the current "accountants exemption".

"With over 26 years of history partnering with accountants we are proud to be able to offer a genuine solution to practitioners who understandably want to be able to continue to offer the same high-standard of service that they have been providing to their clients – without compromising their business model," said head of dealer groups Matt Englund.

On 26 April 2010 the Australian Government announced that the "accountants' exemption" provided under regulation 7.1.29A of the Corporations Regulations 2001, permitting accountants to provide advice on the establishment and closure of self-managed superannuation funds (SMSF) will be withdrawn.

Securitor has built a simple solution that harnesses its successful compliance program, BT Financial Group's a-grade technical and research teams, multi-award winning technology and their second-to-none practice development managers who take great pride in delivering value to their business partners.

"This is a natural fit for us as Securitor is founded on accountancy relationships and they deeply understand our business needs and the way we provide financial services to clients," said Craig Sawyer partner with Lawler Financial Services in Newcastle.

Joining Securitor at the beginning of 2010 Mr Sawyer said "Lawler Financial Services was attracted to the strong heritage that Securitor had with accountants and their ability to support business owners meet their obligations in today's market".

"Securitor's new offer is designed to allow accountants to continue to advise their clients on SMSF strategy using our simple, compliant advice documents and tools. Better yet, we'll support them along the way.

We would encourage any accounting professional looking for a strong industry partner that understands their business and shares their passion for providing high-quality advice to clients, to register their interest," Mr Englund said.

Securitor is conducting a SMSF masterclass with speaker Meg Heffron at their Melbourne convention in April. The first 30 accountants who register for an information session with a practice development manager will be invited to attend the masterclass free of charge.

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For accountants seeking further information:

<http://securitor.com.au/our-service-experience/accountants-offer/accountants-offer.asp> or email us:
securitoroffer@btfinancialgroup.com

About Securitor

- Having chalked-up 26 years, Securitor is one of the most established licensees in the country, with over 450 advisers and 240 practices in the network.
- Over 300 Securitor authorised representatives are accountants and six Securitor practices appear in the BRW Top 100 Accounting 2011 list.
- Securitor works on a partnership model where practices can come to the group with their own distinct value proposition and receive tailored services to support their business.
- Securitor is a proactive, agile licensee that adapts to industry change and evolving adviser needs.

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