

latest developments and product offerings that affect your business



MTAA TACKLES INADEQUATE RETIREMENT SOLUTIONS

MTAA Super, in

conjunction with **MetLife Australia**, has launched a guaranteed income for life product, offering protection against market and longevity risk.

"The launch of MTAA Super RetireSafe is a response to the current inadequate solutions to protect retiring Australians from the uncertainty of market fluctuations and longevity risk," Metlife Australia chief executive Marc Lieberman said.

Lifetime monthly pension payments continue to be made, even when an account balance reaches zero. The product will also offer members the potential for growth when markets are strong, protection against negative investment performance, access to capital and a death benefit.

The product is open to all Australians aged 60 and over and with a superannuation account balance of \$50,000 or greater.



NEW CONSULTING SERVICE FOR HIGH NET WORTH CLIENTS

MLC has launched a new consulting service

for ultra-high net worth (UHNW) clients and smaller institutional investors, offering tailored investment strategies for wealth protection.

Portfolio Solutions will target clients who have moved beyond the accumulation phase of their wealth strategy.

With market volatility expected to continue in 2013, the consulting service will look to a diversified portfolio of credit, equity income and absolute return strategies, alongside traditional safe assets such as term deposits, to generate income.

The service will also provide stress testing and risk analysis for portfolios.

Portfolio Solutions will be available to individual and institutional investors with more than \$3 million in investable assets (and is already available through MLC-aligned and NAB Private Wealth advisers).



WEALTHTRAC ADMIN SERVICE INCREASES EFFICIENCY

Wealthtrac has moved one step further

to becoming a full-service distribution and administration service for independent advisers.

Developed in conjunction with Melbourne-based **JC Consulting**, a new back-office administration outsourced service has been launched, with staff in Australia and Thailand.

Wealthtrac managing director and chief executive Matthew Johnson said the service would be particularly beneficial for sole practitioners and boutique advisory firms.

JC Consulting Asia lets independent advisers outsource several time-intensive but low revenue generating activities to trained personnel based in Thailand.

The Thai business is closely managed by Australia-trained general manager Mookdarin Sommark and director Richella Daly.



SUPER FUND MEMBERS TO GET ONLINE ADVICE TOOL

Bravura has partnered with **Rice Warner**

to provide an integrated online tool for superannuation fund members.

Bravura's ePASS business application, teamed with Rice Warner's tools and calculators, aims to deliver super fund members 'actionable advice', executable via the service.

Funds will be able to provide statements of advice for transaction purposes if the fund has an Australian Financial Services Licence, without the need for any adviser intervention.

Under the new Future of Financial Advice reforms, Bravura and Rice Warner expect a demand for scaled advice from funds, which members will be able to access through the integrated tool.

The service will also provide tailored e-marketing campaigns, access to calculators, transaction capabilities and follow-ups on advice through phone, email or SMS prompts.



GBST LAUNCHES AUTOMATED TRADE MATCHING

GBST Holdings has announced that an

automated trade matching solution joint offering with **Omgeo** has gone live with its first institutional brokerage client.

Securities transaction and fund administration software specialist GBST had previously been using the Omgeo solution, OASYS GlobalSM.

The new integrated solution links GBST Shares, a back-office equities system, with post-trade processing specialist Omgeo's Central Trade ManagerSM, an automated solution for the central matching of tradeable assets. These include cross-border and domestic equity, fixed income, exchange traded derivative and contracts for difference trades.

Clients will be able to access Omgeo's functionality directly through the GBST Shares system, with same-day affirmation rates, real-time central matching capabilities and increased capacity.



LONSEC RELEASES SUPER COMPARATOR TOOL

Specialist investment research provider

Lonsec, in partnership with superannuation research company **SuperRatings**, has released the Lonsec super comparator tool.

The online tool lets advisers compare easily all types of superannuation offering based on a range of factors, including fees and other costs, fund size, service providers, insurance features and investment options.

The tool spans all superannuation funds and allocated pension products, including master trusts, industry funds, corporate funds, and government funds.

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