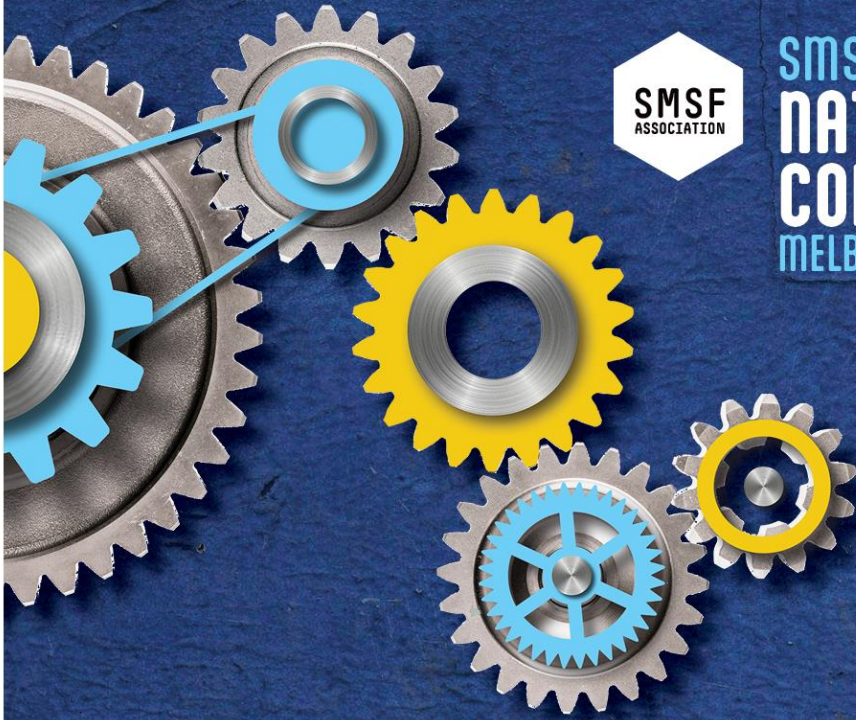




SMSF ASSOCIATION
**NATIONAL
CONFERENCE 2025**
MELBOURNE 19—21 FEB



CASE STUDY

2025 Case Study

Russ

Russ is a professor of archaeology with a stable income. Russ is disciplined about savings and has a conservative approach to investment, mostly interested in stable, long-term growth assets like property, blue-chip shares and bonds.

He has had a turbulent personal life with multiple marriages and divorces. These have had financial implications, including settlement costs and ongoing child support. He has children from different relationships and must consider their future in his financial and estate plans.

He is keen to reach an agreement with his ex-wife Carla, and split assets so that he can focus on rebuilding his wealth. What's making things difficult is that he is in a three member SMSF with Carla and Suzi (Carla's new wife). The main asset of the Unagi SMSF is a farming property which was purchased when Russ was the sole member/trustee of the SMSF given his appreciation for agricultural changes over time and soil science.

Post-divorce, Russ is keen to maximize his super contributions and consider alternative investment vehicles. He also wants advice on insurance and estate plans to make sure he looks after his children.

Racquelle

Racquelle is a fashion enthusiast who progressed from a waitress to an executive in the fashion industry.

Racquelle's income has increased significantly since her days as a waitress, but she is concerned that as a casual employee she did not accumulate any superannuation. She is also worried that she enjoys a luxurious lifestyle and is often drawn to more trendy and potentially volatile investments.

She has a daughter, Ella, with Russ, which necessitates careful planning for her long-term financial security, especially since she is a single mother.

As she navigates her career highs and lows in the high-stress environment of the fashion industry Racquelle is also worried about her mental health although things have been a lot better since she started dating Dr Ray and they are already discussing a future together.

Dr Ray

Dr Ray is a very successful and wealthy neurosurgeon. He has always led his life drawn to high-risk, high-reward investments which have paid off over the years but having met Racquelle he wants to settle down and simplify his complex financial structures, perhaps even start an SMSF.

Ray also comes from a large Italian family and knows that as one of eight children, he is worried that his future inheritance might need to be divided among all the siblings, bringing up dispute issues related to estate division, taxes, and family dynamics.

Marsha & Chester

Marsha is known for her culinary skills and a career as a chef that has had its ups and downs. Known for her frugality, Marsha is a saver and very particular about where her money goes but has been known to make some bad investment decisions in the past.

Marsha runs a 50's style diner with her long-time friend and business partner Phyllis. The diner has struggled to stay profitable over the years.

Marsha is married to Chester.

Chester, having worked in a steady corporate job in IT, accumulated superannuation savings and established the Bing-a-Ling SMSF some years ago. Once married to Marsha, she too became a member of the Bing-a-Ling SMSF. Chester had a love for property investments and convinced Marsha to buy the diner premises through the SMSF.

Since the birth of their adopted twins, Jake Jnr and Erin, they had focused on contribution strategies to help them grow and equalise their super balances to maximise their retirement savings.

Sadly, Chester was recently in a fatal car crash, and it is unclear if he even had a Will or left any instructions to the SMSF trustees. The only discussion Marsha recalls is Chester appointing his flamboyant father Charlie, as his Enduring Power of Attorney sometime after they were married.

Jake and June

Jake and June are the parents of Russ and Marsha. They are financially stable and are both in receipt of a pension from the Yeller SMSF. They are debt free with a lovely seaside home and a unit in the heart of the city which their daughter, Marsha, lives in.

Jake is reasonably healthy but did suffer a heart attack a couple of years ago. June is starting to show the onset of dementia.

Jake is willing to explore aged care options as it is all very overwhelming.

Sandy and Leo

Sandy and Leo are Racquelle's parents, whose marriage ended in a bitter divorce. Together, they have three daughters, and coming from a world of luxury, they often use money to vie for their daughters' affections.

Leo, a successful neurosurgeon, mentored Dr. Ray and ultimately introduced him to Racquelle after winning a regatta on one of his luxury sailboats. Though he has a taste for the finer things, Leo is also surprisingly frugal, often worrying about his retirement savings—concerns that have only grown since a recent heart attack has left him wanting to slow down and work less.

Sandy, meanwhile, has fully embraced her independence, diving into self-help books, meditation, and wellness trends and eagerly sharing her "insights" with Racquelle whenever she can. Now living a lavish lifestyle thanks to her favourable divorce settlement, she enjoys a comfortable life, always well-dressed, social, and ready to take on new hobbies.

Phyllis

A masseuse and beautician with a mix of variable income streams, Phyllis is not driven by material wealth, always preferring to donate to philanthropic causes.

Her grandmother, Fran recently passed away and Phyllis inherited a large sum plus an apartment and a taxi licence. Having very little accumulated in super, she sees this as an opportunity to save for her retirement and she has set up the Smelly Cat SMSF.

Phyllis believes she is now financially stable. Her goal is to smoothly disengage from her business dealings with Marsha in an effort to salvage their friendship.