

CONSULTUM APPOINTED FINANCIAL ADVISOR TO IT SUPER

The ITCRA Board has appointed leading Australian financial advice group **Consultum** its advisor to its superannuation fund - **IT Super**.

Consultum was established in 2006 following the merger of two leading Australian financial planning groups: Winchcombe Carson Financial Planning and Financial Partnership. Established in 1979, Winchcombe was one of Australia's pioneering financial planning groups. Financial Partnership, launched in 2002, was one of Australia's first lifestyle financial planning groups, seeking strong ongoing relationships with its clients throughout every life-stage.

Consultum has the backing and resourcing of its parent company The IOOF Group, an ASX 200 listed company that has been looking after the financial security of Australians for over 160 years. The Consultum group's head office is located in Melbourne, but its network of over 100 financial advisers is located around Australia.

ITCRA Executive Director, Norman Lacy said, "I am delighted that Consultum has agreed to enter into this partnership with us for the next three years. We have agreed to some challenging performance targets over this period, which I am sure that Consultum, with their substantial resources and commitment to excellence, is going to be able to achieve".

The deliverables of the agreement include:

- the development of an advice, marketing and promotional plan,
- visiting each of the ITCRA member companies annually to enlist their involvement as employer sites and support them by training their recruitment consultants,
- 12 education seminars per annum (approximately 2 in each state) for fund members,
- a quarterly newsletter, Q & A adviser material and webcasts of events for publication on the IT Super website,
- research and analysis of different superannuation funds in the market.

"Consultum will provide the equivalent of one dedicated fulltime Adviser as the primary contact for ITCRA and IT Super fund members. As well it will appoint suitably qualified financial advisers as its representatives from within its dealer group to provide a localised service to member companies and fund members in Sydney, Melbourne, Brisbane, Perth, Adelaide and Canberra for those members that require face to face financial planning advice", Mr Lacy said.