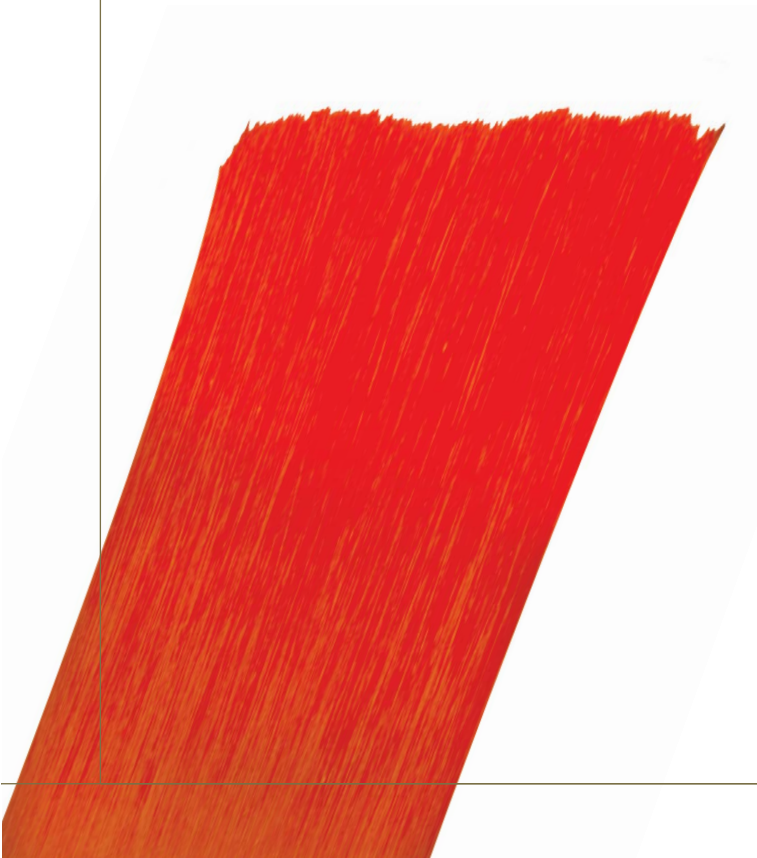




Hillross

Susan Ray

the fine art  
of investing  
or collecting





# Hillross

## Investing in art for love or money?

Whether you are collecting art for the love of it or for investment, you need to be aware of important legislative and tax implications.

You can collect art as an individual or through a company, trust or self managed super fund.

Investing in art is like any other investment, it has the opportunity for high returns but not without risks. While a sound knowledge of the art scene can help you become a successful investor it won't be enough on its own.

The issues to consider when investing in art are similar to any other asset:

- What is the most suitable “structure” for investments?
- What are the tax implications of any “structure” for you and your estate?
- How do you minimise tax and maximise your return?
- Is a self managed super fund a logical and effective option for your investments and estate planning objectives?

As a financial planner, I can help you assess your current financial situation, identify where you want to be and plan a strategy to get you there. I can work with your solicitor, accountant, stockbroker or art dealer to achieve your goals and ensure financial security for you and your dependants.

# Investing in art within a self managed super fund

For many, one of the greatest benefits of establishing a self managed super fund is that it allows you to combine your passion and knowledge of art in a flexible fund that you control.

Investing in art within a self managed super fund can provide strong growth prospects which can provide the basis for a retirement plan.

However, self managed super funds are governed by strict regulations and failure to comply with these can result in fines of up to \$220,000 or even imprisonment. The Australian Taxation Office (ATO) plans to audit every fund within the next 4 years.

To ensure you comply some of the key issues you need to be aware of include:

- What you can and can't do within your super fund
- The rules regarding the display and storage of artworks
- The development and documentation of an appropriate investment strategy for your fund
- The 90 trustee responsibilities apart from accounting

I will work closely with you to give you the best advice on how to set up, maintain and control a self managed super fund so that it meets both your current and future needs and complies with the ever changing superannuation legislation.

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# Investing in art Inheritance

## - An asset or liability?

While it's important to have a strategy in place for purchasing works of art for investment, it's just as important to have an estate planning strategy in place should something unexpected happen to you.

There are important issues that must be considered:

- What will happen to your collection after you die?
- What if your beneficiaries don't want your collection?
- How do you protect your collection and other assets should your beneficiaries become bankrupt, divorced or incapacitated?
- How to ensure your beneficiaries don't inherit a tax liability
- How do you distribute your assets fairly?
- How do you protect your business partners and family from legal disputes over your estate?

As you acquire assets and your circumstances in life change, it makes sense to review your estate plans regularly. A good estate plan requires the involvement of skilled legal and financial specialists.

I will work with you to develop an estate plan that will ensure that the right funds and assets are passed onto the right people at the right time.

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# Investing in art getting the right advice

The ATO is targeting art investors which is why professional advice is so important. The right advice and right investment structure will minimise tax and give you the opportunity of achieving the best returns.

I am a fully qualified Hillross Financial Planner specialising in the financial issues affecting art investors. Whether your requirements are simple or complex I will discuss your needs and goals and develop a strategy which includes your passion for art as part of an overall financial plan.

My unique experience in art and financial planning allows me to bridge both worlds with specialist expertise for art investors with the backing of the resources of Hillross.

Hillross Financial Services is one of Australia's largest financial planning groups managing over \$7 billion of clients' funds, providing quality advice to affluent investors seeking professional financial advice. Hillross is a Principal member of the Financial Planning Association of Australia (FPA).

Susan's services include:

- Strategies
    - to create and preserve wealth
    - to minimise your tax
    - to achieve a secure retirement
    - to protect your business and personal assets and beneficiaries
    - for self managed super funds
    - for gearing
  - Full review service of strategies and portfolios
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# Susan Ray

art lover and  
senior financial planner

Susan has been providing professional financial advice since 1991 and was nominated Money Management Magazine 'Financial Planner of the Year' in 1998.

Prior to this Susan was a lecturer at the University of NSW in the "Expressive and Performing Arts".

She has a strong association with leading art dealers and is a sought after lecturer on the financial aspects of purchasing and investing in art.

She is a 'Contemporary Collection Benefactor' of the Art Gallery of NSW.

**"I approach financial planning from a holistic perspective. My relationship with my clients is one of true partnership - working together with their other professional advisers to achieve their goals. I attribute my success to knowing and growing with people, being involved with their changing needs and circumstances."** Susan Ray

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