



MASTERCLASS 2026

A little today. *A lifetime ahead.*

Helping financial advisers lead the conversations
that can turn intention into legacy.

Outthinking today.





KEY OUTCOMES

By the end of this session

01 Challenges and emerging themes

02 Why estate planning conversations matter now

03 Breaking through the barriers to family wealth decisions

04 How to turn a client's estate planning intentions into practical structures

INTRODUCING GENERATION LIFE

A track record built since 2004

Investment Bonds¹

\$5.95B+

Funds under management
(as at 30 June 2026)

#1

Provider of investment bonds
in Australia²

59%

Market share of annual
investment bond inflows²

2004

Pioneer of Australia's first truly
flexible investment bond

Money Magazine Investment Bond Provider of the Year, 2022, 2023, 2024, 2025 and 2026.

Chant West 5 Apples — Highly Recommended (Investment Bonds, rating relates to LifeBuilder and ChildBuilder)

1. Rating relate to LifeBuilder and ChildBuilder investment bond products
2. Plan for Life, Investment Bonds Market Report for period ended 30 June 2026.



02

Emerging themes

The challenges your clients are facing



EMERGING THEMES

Four shifts changing the conversation

Cost pressures**Getting started is getting harder**

Rising living, housing and education costs are making it harder for the next generation to reach significant life milestones.

Lifetime support**Families want to help sooner**

More parents and grandparents are looking beyond inheritance to provide support while they are still alive.

Family complexity**Every family looks different**

Blended families and changing relationships are making decisions around fairness, timing and legacy more complex.

New landscape**The rules are evolving**

An evolving tax and investment environment is prompting families to reconsider how they structure and transfer wealth.

EMERGING THEMES

Intergenerational wealth challenges

Complexities and uncertainties around estate planning

1 Modern day families

Blended families, differing needs and unequal inheritances can make defining what is fair increasingly complex.

2 Discretionary trust

At the discretion of the trustee. Reforms on the horizon.

3 Unintended tax consequences

Inadequate planning can expose unexpected tax liabilities, such as the death benefit taxes.

4 Wills and Estate

Require ongoing maintenance as personal and family circumstances continually evolve.

5 Often managed by lawyers

Their focus and objectives are different to financial advisers.

6 Timing and certainty

Clients want money to reach the right people, at the right time.



03

Why now

There's no better time to rethink how families transfer wealth.



WHY NOW

The opportunity for advisers

Where advisers make the difference

01

Pass on more than money

Opportunity to bring family values, intentions and legacy into the conversation.

02

Create generational wealth

Ability to build something that lasts, creating legacies across generations.

03

Support earlier

Option to bring the next generation earlier – creating multigenerational advice.

04

Start early with confidence

Make it an ongoing conversation as part of your regular reviews.

05

Turning structures into intentions

Flexibility to leverage structures available to meet different intergenerational wealth goals.

EMERGING PRACTICES

Continuity starts with engaging the next generation

Engaging the next generation is critical to retaining relationships when wealth transfers.

2 in 3 of FUA lost | Only 1/3 retained¹

1 Start the conversation early

Build relationships before wealth changes hands.

40%

of financial advisers say intergenerational wealth transfer threatens their business²

2 Bring in the next generation

Create continuity by involving spouses and adult children.

71%

of advisers retain assets when a spouse inherits – but only 38% when children inherit²

3 Demonstrate your value

Adapt your advice to the priorities of each generation.

45%

of advisers fear losing assets from clients' spouses or children²

1. Generation Life – Locking In The Next Generation by Core Data 2022

2. Natixis Investment Managers, Impending Great Wealth Transfer Threat to Advisers, 2024, accessed 24 March 2026, <https://www.moneymanagement.com.au/the-3-2-trillion-shift-advisers-cant-afford-to-miss>

CONVERSATION STARTERS

How do I start the **estate planning** conversation?



Seven questions to
open the
conversation

Q1

What does your client want their wealth to achieve?

Q2

Who would your client most like to benefit from what they have built?

Q3

Where could expectations or family dynamics create tension?

Q4

Who else could be affected by the decision?

Q5

Have they considered the tax implications?

Q6

What personal values or motivations sit behind their decision?

Q7

Do they want to help the next generation while they're still alive?



A GENERATION LIFE CASE STUDY

A legacy across a blended family

Passing on wealth with certainty





GENERATION LIFE'S INVESTMENT BONDS

Investment bonds – opening the door to multigenerational advice

Help meet your clients’ evolving needs and create opportunities for advice across generations.



Bringing clarity to complex families

Flexibility to create distinct pathways for a partner, children and grandchildren, helping clients provide for the people they care about.



Protecting family harmony

Ability to clearly nominate intended beneficiaries with certainty, helping reduce potential conflict.



Preserving more for loved ones

A tax-effective structure for accumulating wealth and passing it on to the next generation.



Keeping wealth outside the estate

Option to structure the investment bond as a non-estate asset.



Putting clients in control

Transfer wealth with full control – when or how the transfer occurs.



Creating a legacy across generations

Ability to create a legacy for children or grandchildren that can continue to grow with flexibility, tax-effectively.

GENERATION LIFE'S INVESTMENT BONDS

Investment bond estate planning features

Tax-free death benefits

Death benefit proceeds are paid tax-free, including when received by non-dependants.

Tax Optimised

Access to Generation Life Tax Optimised investment series – effective tax rate of 10% - 15%.¹

Beneficiary nomination

Ability to nominate anyone to receive investment proceeds.



Future Event Transfer

Option to nominate a future event that will trigger the transfer of ownership.

Timing of transfer

Choose for ownership to transfer at a specified age, on a selected date or following death.

Controlled access

Place controls around withdrawals, including co-signatory authorisation.

1. Indicative effective average tax rates represent the estimated average annual tax as a percentage of earnings for each 12-month period over a future period of 15 years. Actual tax amounts payable are not guaranteed and may vary from year to year based on, amongst other things, the earnings of an investment option.

Meet Maria and her family



THE SITUATION

Maria's financial situation

\$3.5 million in super

\$2 million pension

Richard nominated as reversionary beneficiary.

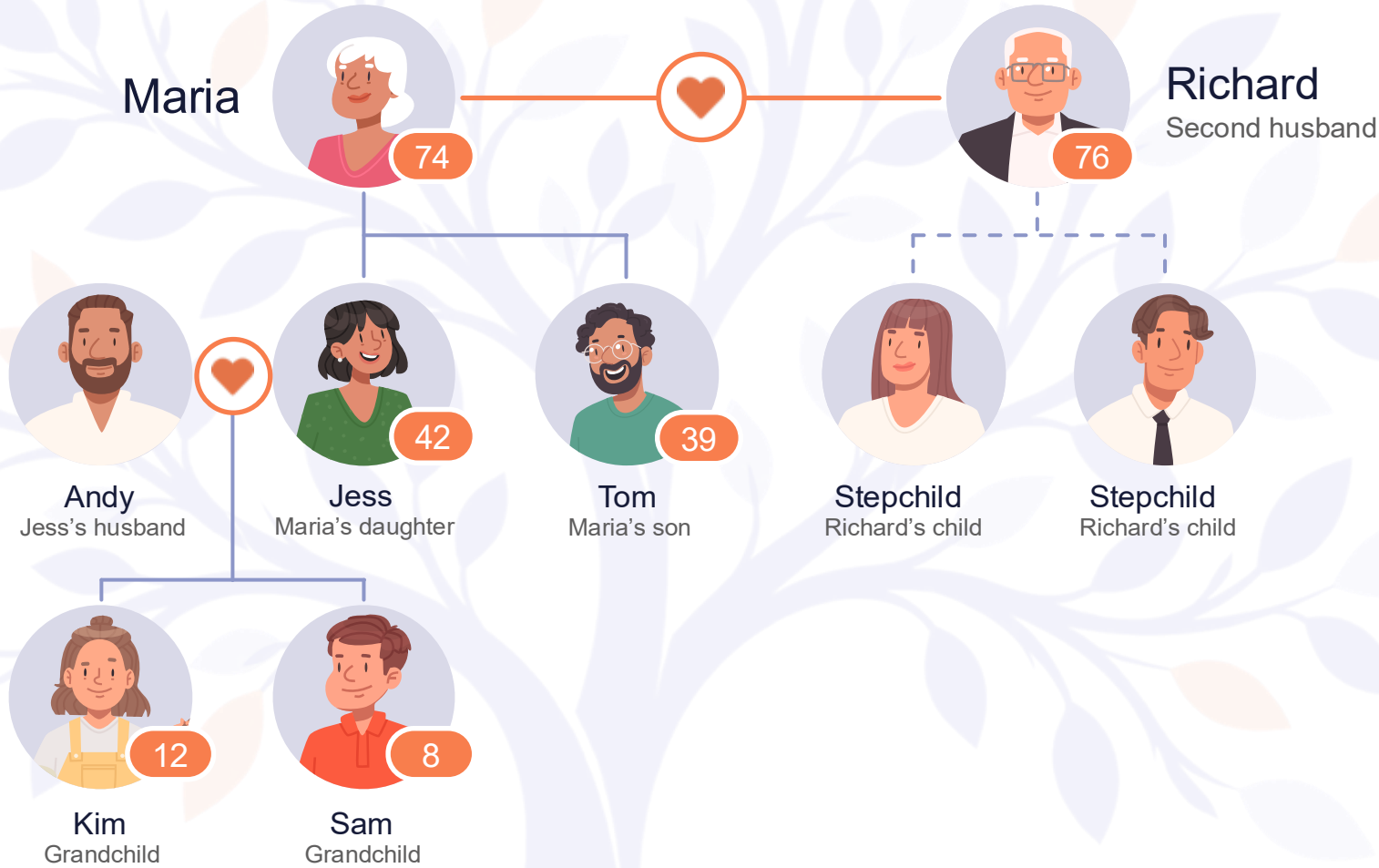
\$1.5 million accumulation

Tom and Jess nominated as SIS beneficiaries with a 70% taxable component.

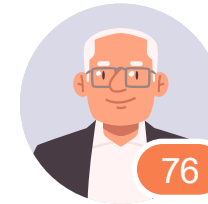
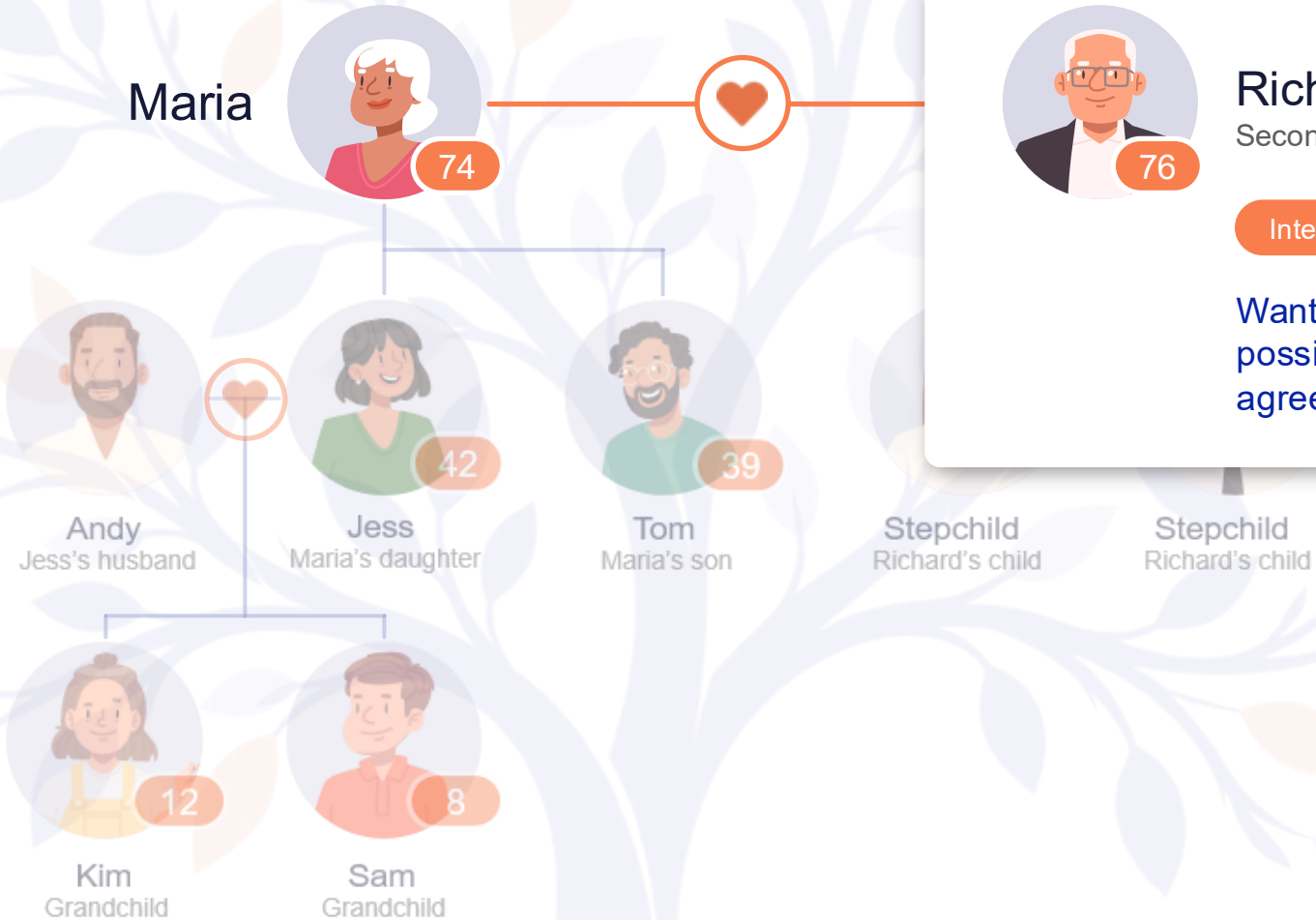


THE OBJECTIVES

Let's look at Maria's **intention**...



THE OBJECTIVES

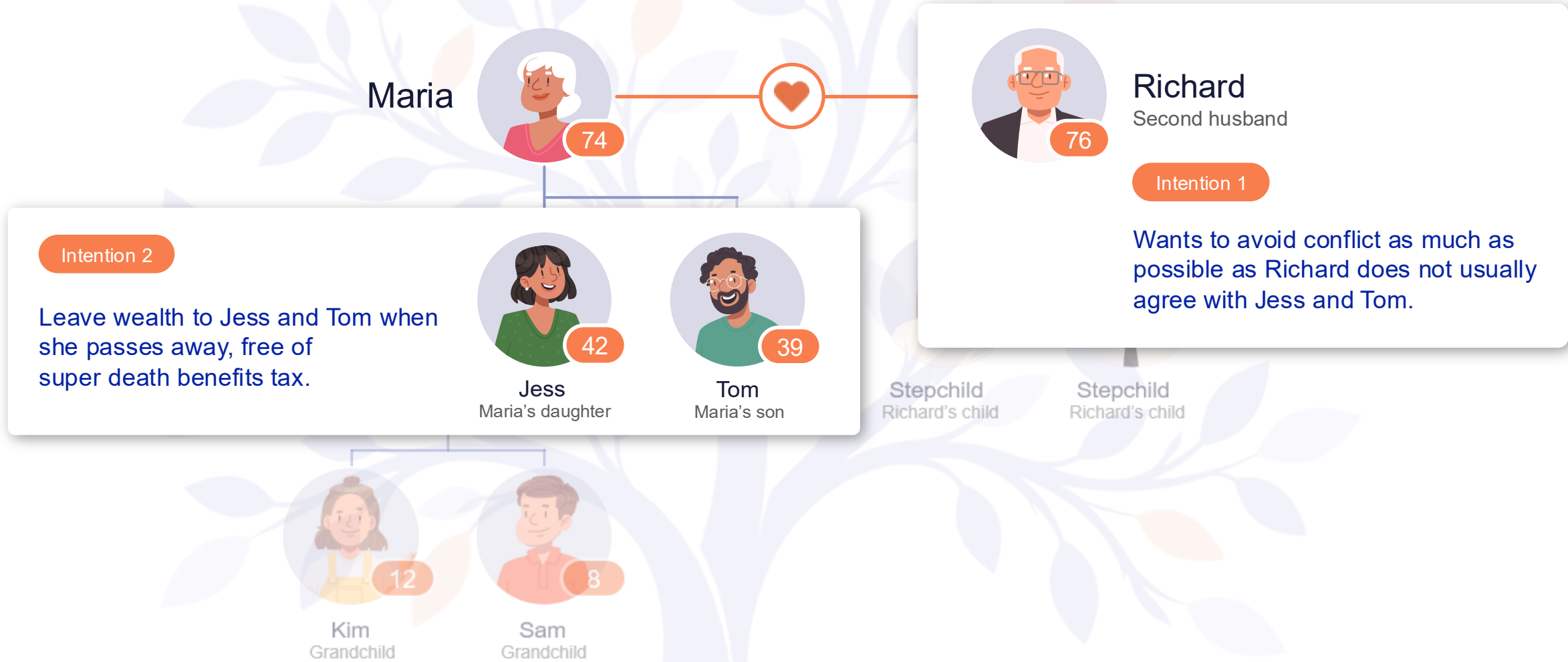
Let's look at Maria's **intention**...**Richard**

Second husband

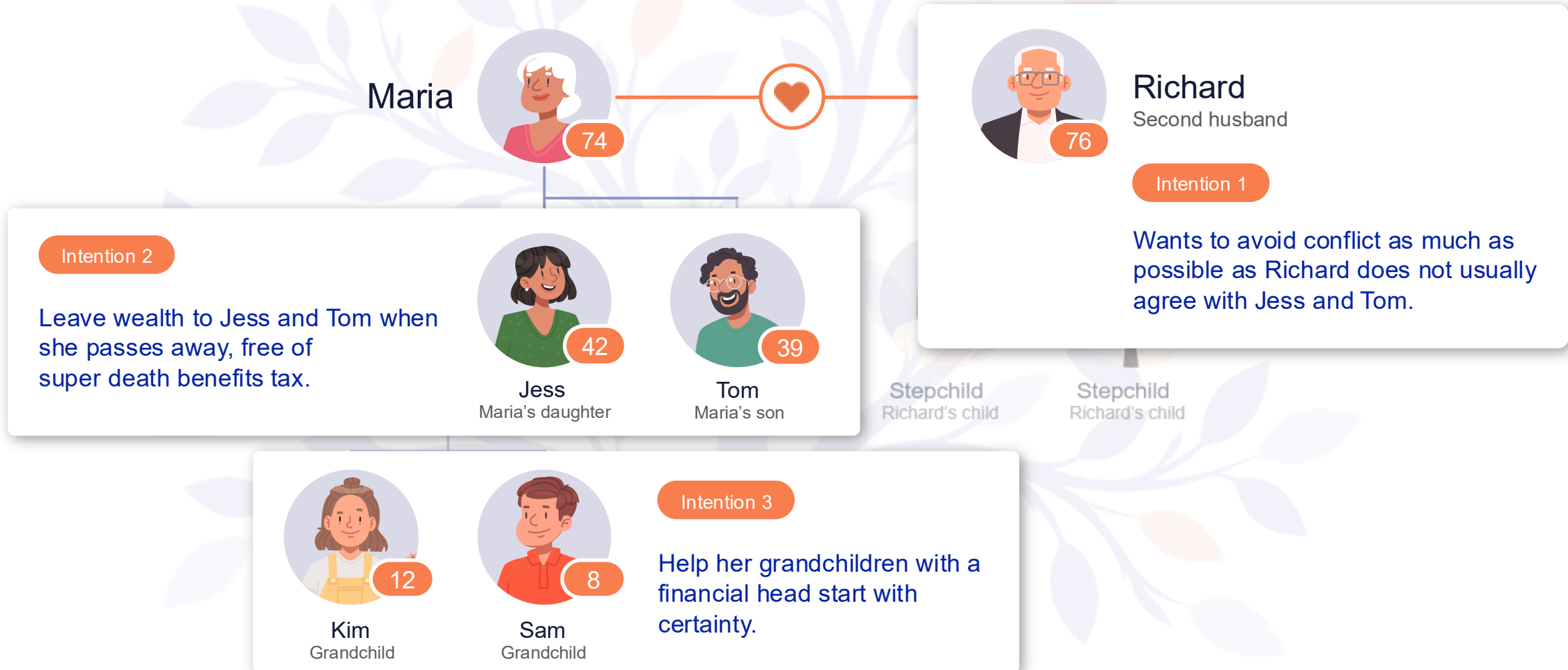
Intention 1

Wants to avoid conflict as much as possible as Richard does not usually agree with Jess and Tom.

THE OBJECTIVES

Let's look at Maria's **intention**...

THE OBJECTIVES

Let's look at Maria's **intention**...

THE CONCERN

Maria's concerns go beyond money.

How can Maria provide for everyone without losing control of her intentions?

☐ Keeping things fair

Support her family without creating an imbalance between her children and grandchildren.

☐ Losing control of her legacy

Worried that if entire wealth passes to Richard, this may not reach her grandchildren as intended as they are not Maria's SIS dependants.

☐ Family tension as getting in the way

Concerned about potential disputes over her wealth, given tensions between Jess, Tom and Richard.

☐ Tax burdens

Concerned that super death benefits tax could significantly reduce the wealth passed on to her family.



THE ADVISER RECOMMENDATION

From family complexity to a **clear plan**

By understanding what matters to Maria, her adviser creates a distinct strategy for each generation of her family.

Second husband

Richard



Providing for her loved one

Continues as reversionary beneficiary of Maria's **account-based pension of \$2m.**

Children

Jess and Tom



Create a direct legacy

Using **\$1.1 million in accumulation**, establishes **two investment bonds of \$550k each** that transfer directly to Jess and Tom upon death, outside of the estate.

Grandchildren

Kim and Sam



Build their future today

Using **remaining \$400k in accumulation**, establishes **two investment bonds of \$200k each** with a future transfer date at age 25 for her two non-SIS dependant grandchildren.

THE OUTCOME

Clarity today. Certainty across generations.

 Avoiding family conflict

Reduces the potential for disputes usually seen with estates, between Richard, Jess and Tom.

 Certainty of her legacy

Knowing that her wealth will be passed on to her grandchildren with certainty.

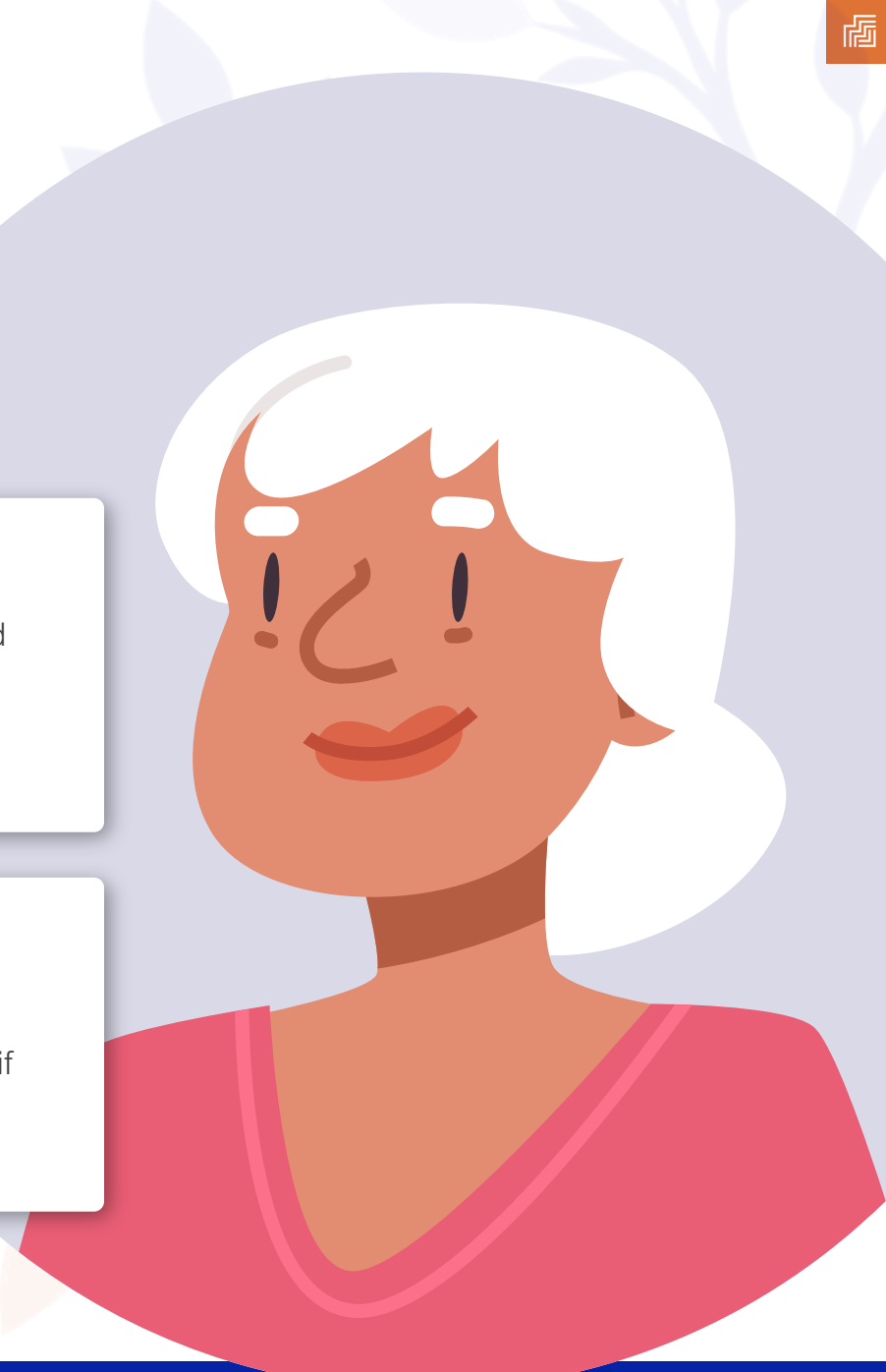
 Providing a financial headstart

Able to help her grandchildren fund future life events, such as home deposit, wedding or helping future generations.

 Minimising the impact of tax

Able to transfer her wealth free of super death benefits tax of **\$472,302** if she passes away at age 90.

Assumptions: Estimated death benefits tax if she passes away at age 90 and her \$1.5m super balance (70% taxable component), invested in a 50/50 growth/income portfolio (assumed return 7.9% p.a. over 16 years), is paid to non-dependant beneficiaries, with the taxable component taxed at 17% including Medicare levy. Illustrative only and not guaranteed.





A GENERATION LIFE CASE STUDY

Blended families with unequal inheritances



CASE STUDY

Meet Henry

Age

70

Family

Henry has been married twice and has a child, Stacy with his ex-wife. His second wife recently passed away leaving him with two step-children Paul and Sandra.

Assets

Estimated at \$3m - this will be distributed amongst his daughter Stacy, and his two step-children Paul and Sandra.

Henry wants to leave a bequest to his daughter, Stacy, ideally an extra \$400,000.



THE GOALS

Henry's goals...



1 Provide for his daughter, Stacy.

2 Avoid conflict amongst his family.

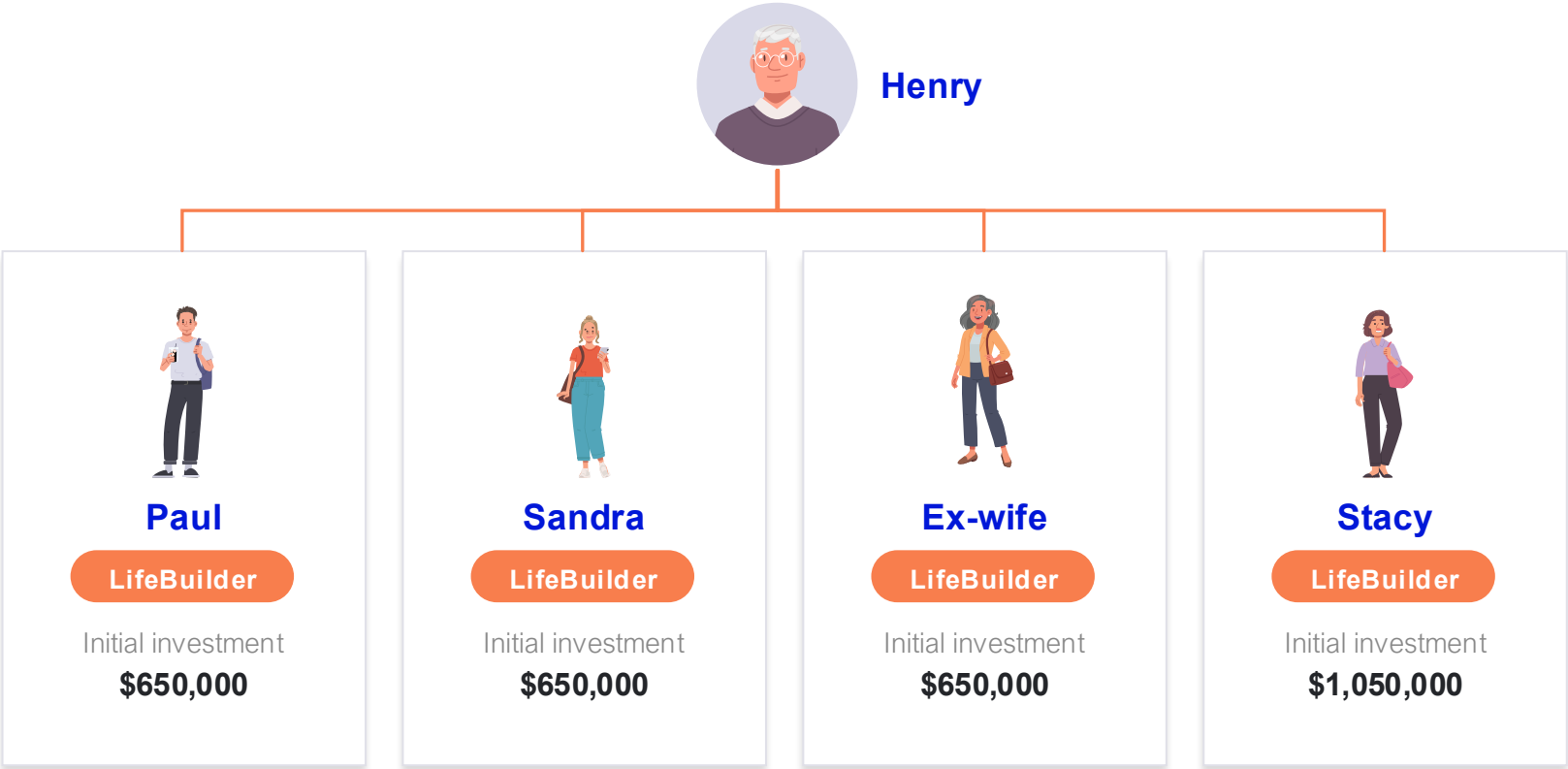
3 Simplicity.



THE SOLUTION

Henry’s solution

Henry establishes four investment bonds for Paul, Sandra, Stacy and his ex-wife. He also contributes an extra \$400,000 into Stacy’s investment bond.



THE OUTCOME

Henry's outcomes...

**Avoiding family disputes**

Able to reduce the potential of the risk of disputes amongst his daughter, step-children and ex-wife.

**Clarity and control**

Henry has clarity and control over how his wealth will be ultimately distributed.

**Family harmony**

Should maintain family harmony whilst providing a larger bequest to his daughter, Stacy.





A GENERATION LIFE CASE STUDY

Superannuation and Estate Planning





CASE STUDY

Meet Jack

Age	76
Family	He has 2 children, James and Joanna, and 5 grandchildren
House	\$3,000,000
Superannuation	\$4,000,000 (80% taxable component)
Term deposits	\$100,000
Investments	2 investment properties totalling \$2m and plus a rental yield of 4.5% p.a.



THE WORRY

Jack's concerns...

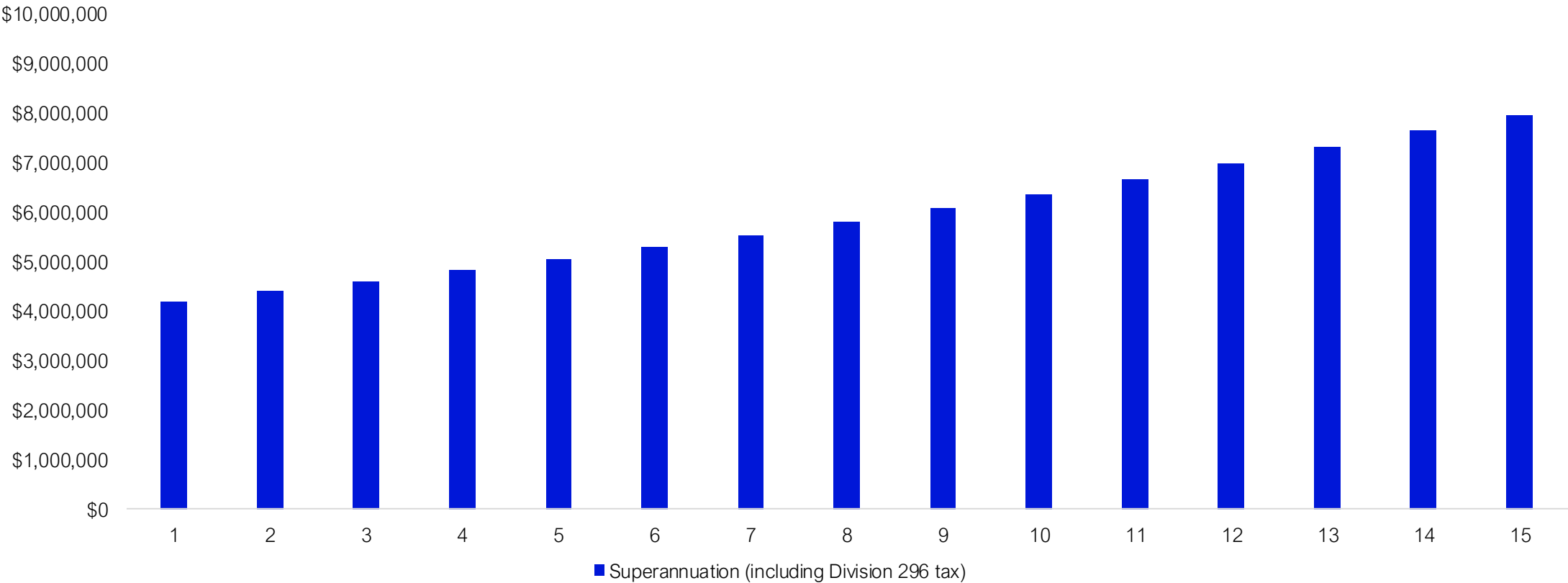


- 1 Jack would like to have \$85,000 p.a. to maintain his lifestyle.
- 2 Concerned that James' wife is only still married to him for his inheritance from Jack.
- 3 He would also like to help his grandchildren by giving them a financial head start in life.



THE SITUATION

Jack’s superannuation balance after Division 296 tax

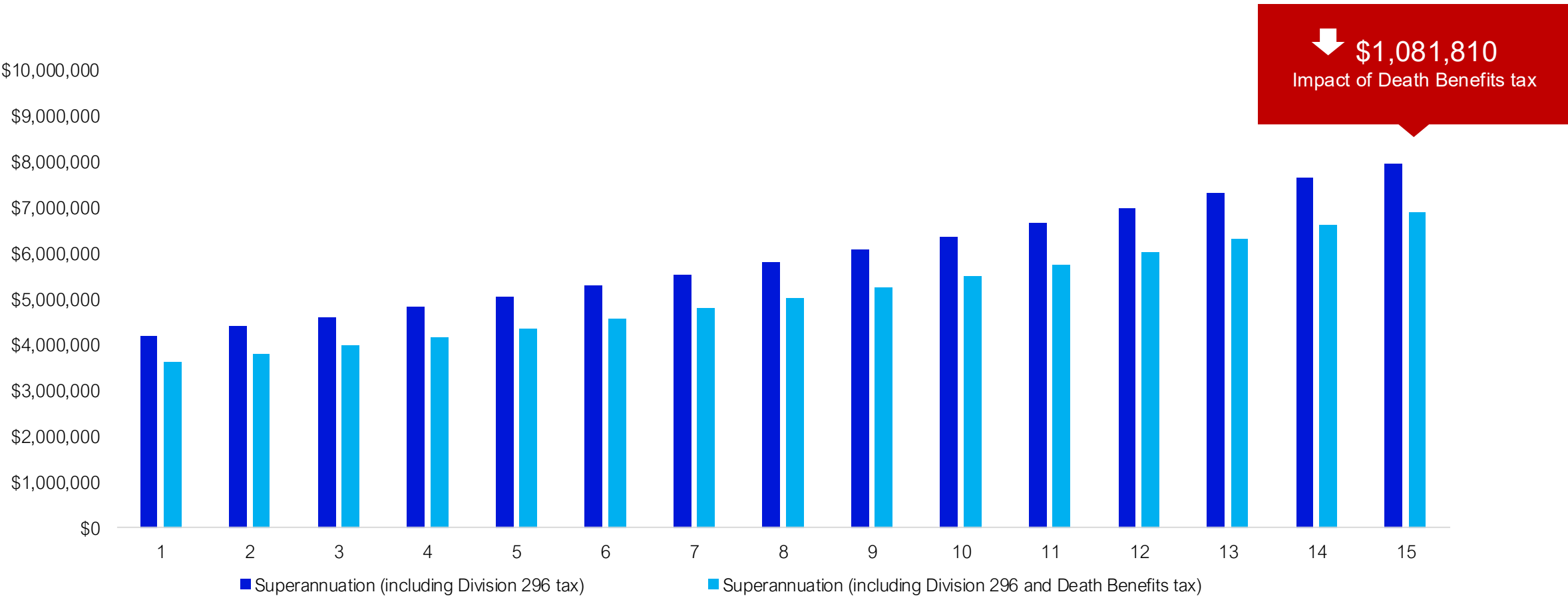


The graph above illustrates the comparative outcomes on a \$3m holding reflecting invested in a Super accumulation account subject to Division 296 taxes and Generation Life investment bonds. The pre-tax investment returns for a balanced portfolio assume a total return of 4.9% p.a., comprising a total income return of 3.8% p.a. and total growth return of 1.2% p.a., a franking level of 66.8% and excludes the impact of administration fees for both super and investment bond accounts. The Division 296 tax illustration considers the TSB value at the end of each financial year and assumes that the payment of tax happens at the end of the financial year from the super account balance. Taxable Division 296 income is assumed to be grossed up (i.e. including franking credits and other tax offsets applicable) and realised gains earnings are discounted by 33.33%. TSB thresholds are assumed to be indexed in line with Division 296 indexation levels assuming an annual CPI rate of 3%. Taxable super component of 80% is assumed. Benefits are assumed to be paid to non-tax dependants with a death benefit tax rate of 15% plus 2% Medicare Levy. The illustration is based on Generation Life’s understanding of the Division 296 tax legislation. Actual outcomes may vary depending on investment performances, the assumptions actually occurring, tax legislation and regulation, and individual investor circumstances. Past performance does not indicate future performance.



THE SITUATION

What if Jack passes on wealth through superannuation to non-dependants?

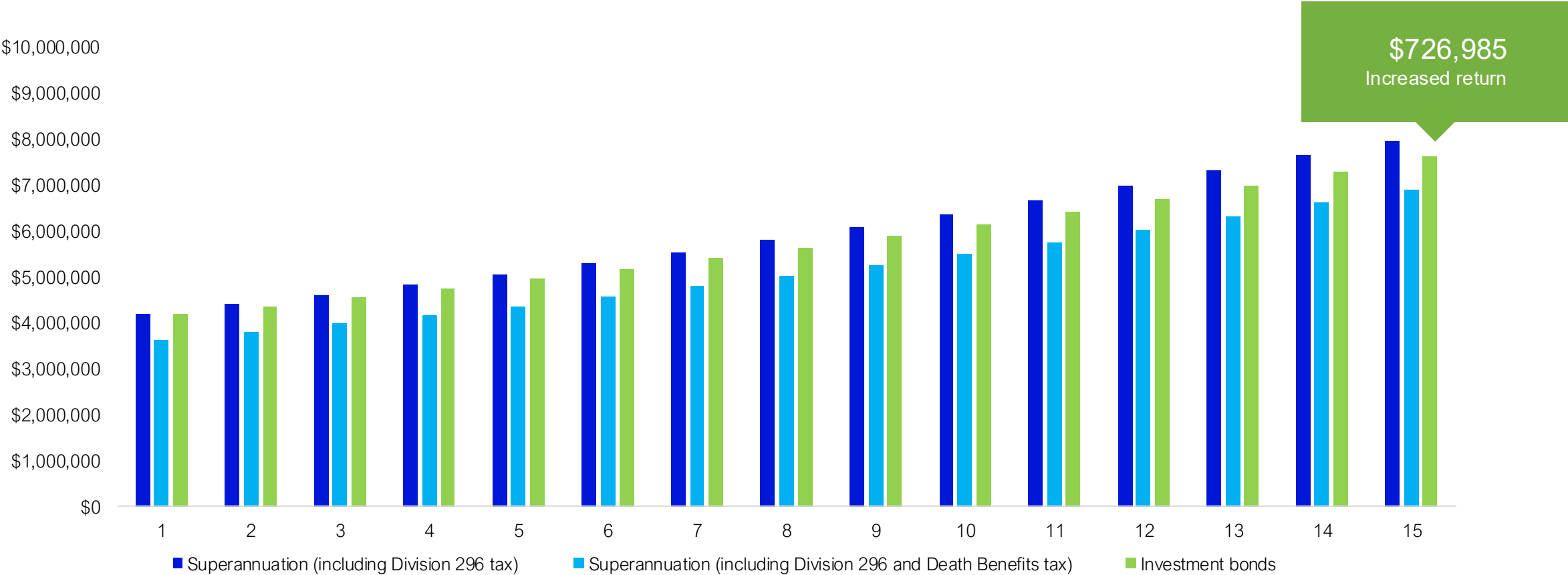


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THE SITUATION

What if Jack passes on wealth through an investment bond?



The graph above illustrates the comparative outcomes on a \$3m holding reflecting invested in a Super accumulation account subject to Division 296 taxes and Generation Life investment bonds. The pre-tax investment returns for a balanced portfolio assume a total return of 4.9% p.a., comprising a total income return of 3.8% p.a. and total growth return of 1.2% p.a., a franking level of 66.8% and excludes the impact of administration fees for both super and investment bond accounts. The Division 296 tax illustration considers the TSB value at the end of each financial year and assumes that the payment of tax happens at the end of the financial year from the super account balance. Taxable Division 296 income is assumed to be grossed up (i.e. including franking credits and other tax offsets applicable) and realised gains earnings are discounted by 33.33%. TSB thresholds are assumed to be indexed in line with Division 296 indexation levels assuming an annual CPI rate of 3%. Taxable super component of 80% is assumed. Benefits are assumed to be paid to non-tax dependants with a death benefit tax rate of 15% plus 2% Medicare Levy. The illustration is based on Generation Life's understanding of the Division 296 tax legislation. Actual outcomes may vary depending on investment performances, the assumptions actually occurring, tax legislation and regulation, and individual investor circumstances. Past performance does not indicate future performance.



THE PLAN



Flexibility for Jack to transfer wealth using investment bonds

5 grandchildren



\$500,000 to establish 5 investment bonds

Future Event Transfer facility

Establish 5 investment bonds for \$100,000 each

Select Future Event Transfer facility to transfer ownership upon **Jack's** death with a Regular Income Payment of \$18,000 p.a. in the first 5 years with James and Joanna as the co-signatories.

Joanna
Child #1



\$1,750,000 to establish 1 investment bond

Nominated beneficiary

Establish a \$1,750,000 investment bond nominating Joanna as the beneficiary upon Jack's death

James
Child #2



\$1,750,000 to establish 2 investment bonds

Future Event Transfer facility

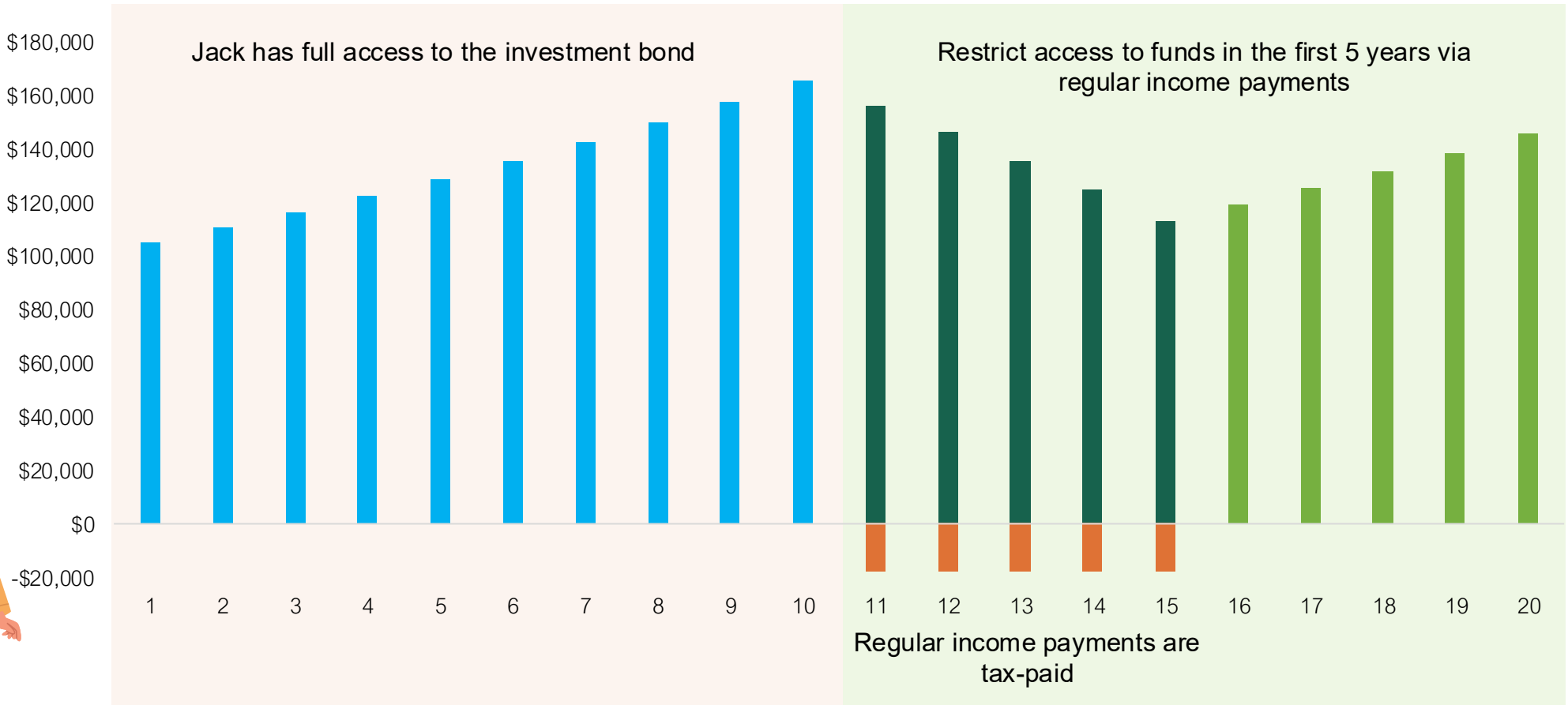
Establish a \$1,750,000 investment bond with a Future Event Transfer of ownership to James in 5 years (no present entitlement).



THE SOLUTION

Let’s look at his grandchildren’s investment bond of \$100,000 each...

What happens when Jack passes away at age 86?



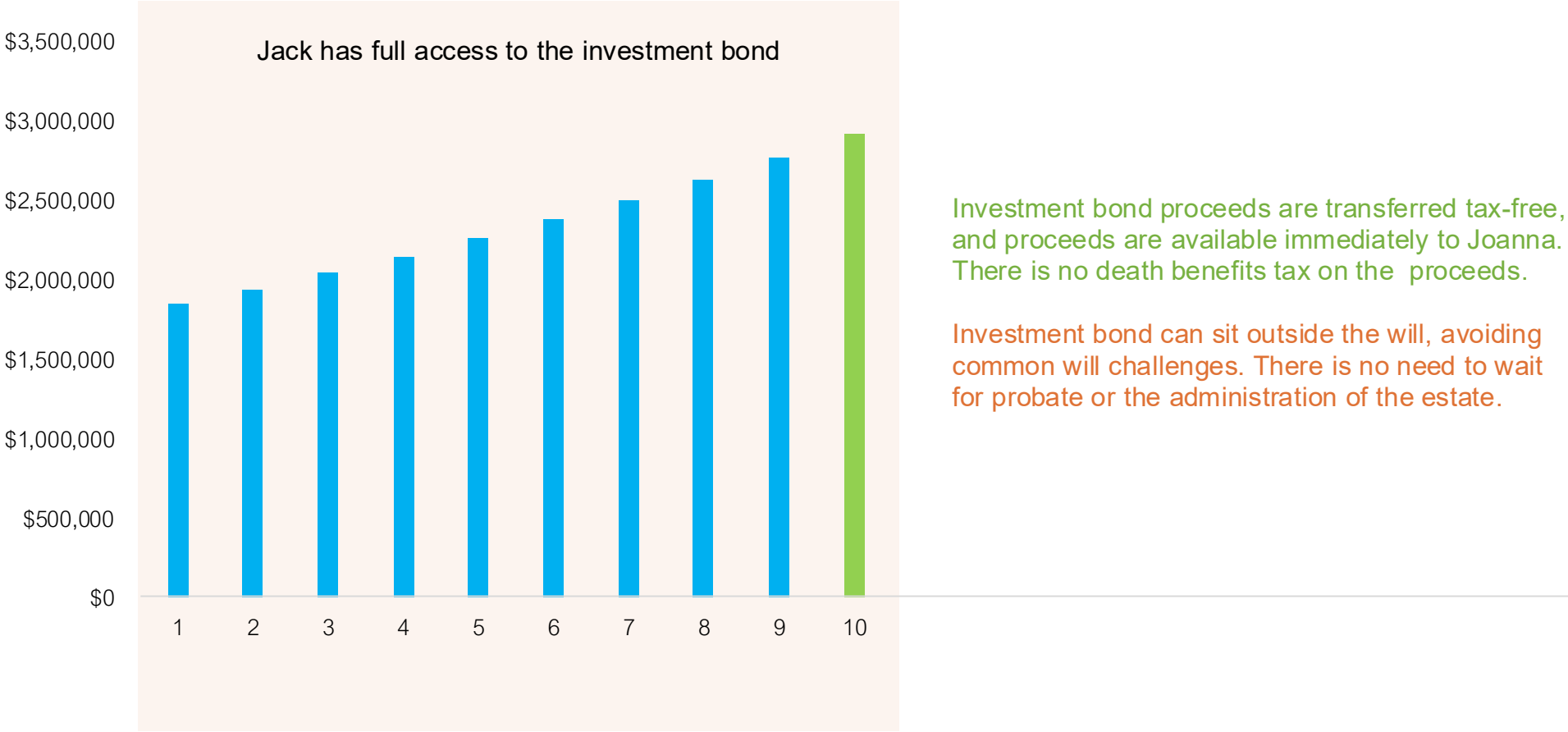
Assumption: Assuming an initial investment of \$100,000 with a total annual after-tax investment return of 5.2% p.a. Estimated average fees and costs of 0.67% p.a. over investment term with an effective bond tax rate of 15.7% p.a.



THE SOLUTION

Let’s look at Joanna’s investment bond of \$1,750,000...

What happens when Jack passes away at age 86?



Investment bond proceeds are transferred tax-free, and proceeds are available immediately to Joanna. There is no death benefits tax on the proceeds.

Investment bond can sit outside the will, avoiding common will challenges. There is no need to wait for probate or the administration of the estate.

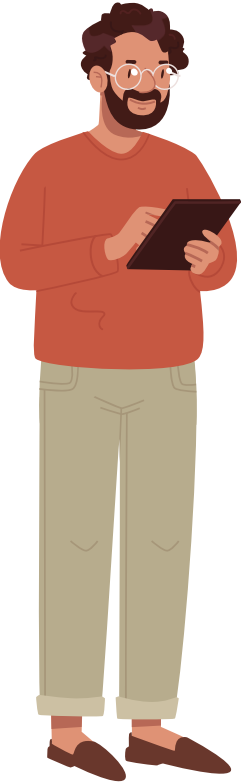
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THE SOLUTION

Let’s look at James’ investment bond of \$1,750,000...

What happens when Jack passes away at age 77?



Assumption: Assuming an initial investment of \$500,000 with a total annual after-tax investment return of 5.2% p.a. Estimated average fees and costs of 0.67% p.a. over investment term with an effective bond tax rate of 15.7% p.a. Indicative effective average tax rates represent the estimated average annual tax as a percentage of earnings for each 12-month period over a 15 year term. Actual tax amounts payable are not guaranteed and may vary from year to year based on, amongst other things, the earnings of an investment option.

THE OUTCOME

Jack's outcomes...



Automatic transfer of ownership either upon or after his death



Full ownership before transfer of ownership occurs



Can place restrictions on accessing funds, including setting up a Regular Income Payment



Can nominate Co-Signatory/ies to make once-off withdrawals as a restriction



No impact to recipient's personal tax position if investment bond is transferred to his intended recipients upon death



Beneficiaries have no death benefits tax



Generation Life

Market leaders of investment
bonds



WHY GENERATION LIFE

The key benefits of Generation Life Investment Bonds

Specialist, not generalist.



Widest available range of investment choices across all major asset classes



Tax Aware investment management



Tax Optimised Series
38 options



Exceptional estate planning and wealth transfer capabilities



Australian-based administration and servicing



Proven innovation leadership

ADVISER SUPPORT

Tools to support financial advisers

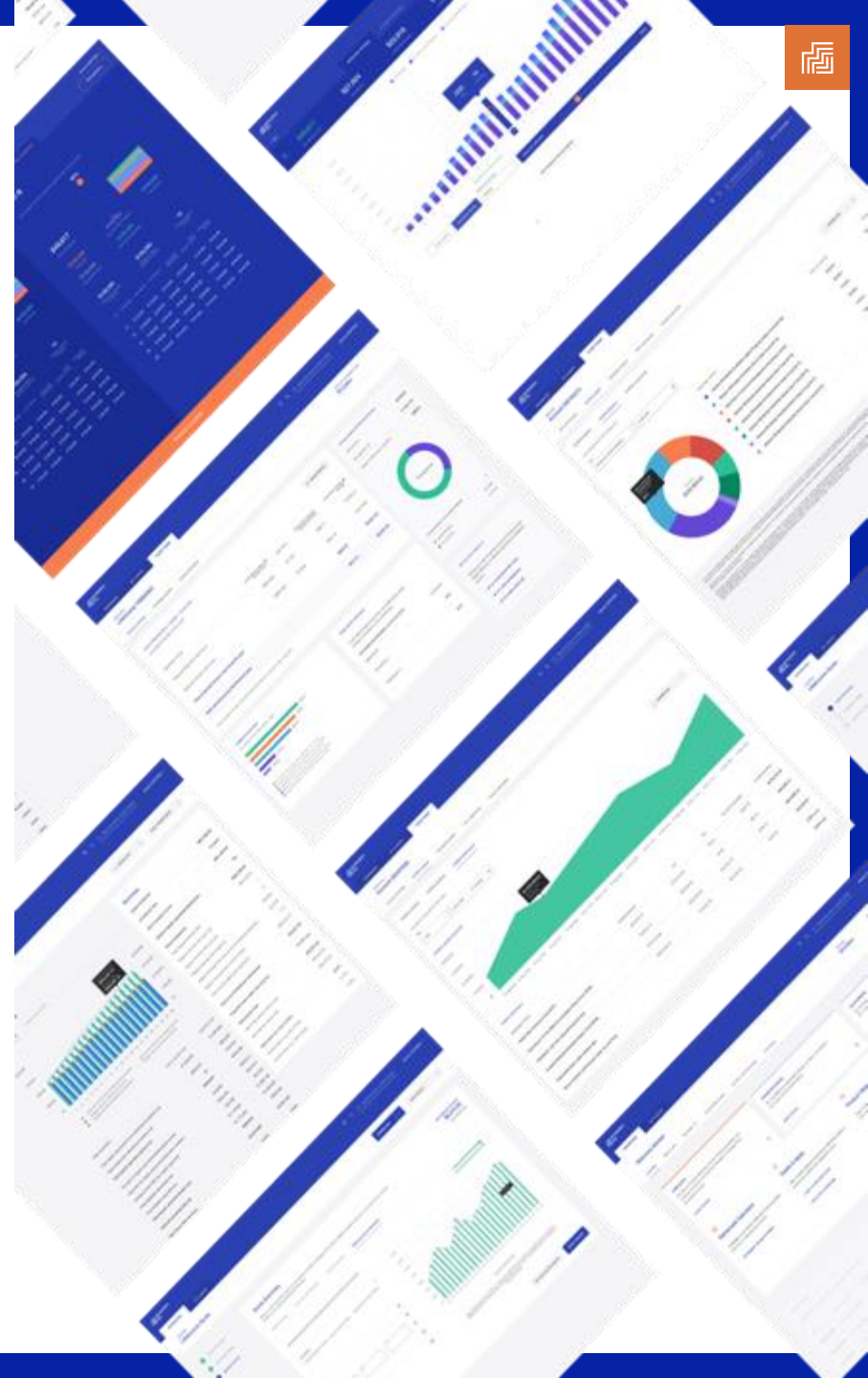
Comprehensive calculators to run projection estimates and develop client illustrations.

Resources and materials – Estate Planning Guide, Strategy Booklet, Technical Guide, and research rating reports.

Tax Aware Performance reporting

Online strategy and educational videos

Online application for a quicker and more seamless processing experience



NEXT STEPS

Which clients come to mind?

Blended families

Providing a financial headstart

Super balances over \$3m

Unequal inheritances

Second marriages

Keeping assets outside the estate

Vulnerable beneficiary

Unfavourable tax impacts

Likely impacted by discretionary trust or
CGT reforms

Family tension and disputes

Ex-spouses in the picture

Engaging the next generation



Let's start the **conversations**

Who in your client book could you be thinking about?



1

Book a follow-up

30 minutes live to work through a common client scenario together.

2

Access our toolkit

Client-ready explainers, case studies and calculators.

3

Call your Distribution Manager today

ENGAGEMENT & NEXT STEPS

Help us shape your **next steps**

Share what resonated today and the support that would help your practice most.

- 1 Open your phone camera
- 2 Scan the QR code
- 3 Complete the short form



SCAN ME

Let us know how we can help you



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