

FINANCIAL SERVICES GUIDE - PART TWO

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This document is incorporated with and must be read in conjunction with the Financial Services Guide - Part 1, issued by HLB Mann Judd Wealth Pty Ltd (HLBMJW). When read together, the Financial Services Guide will explain to you how I can provide services to you as an authorised representative of HLBMJW.

My authorisation

I am authorised by HLBMJW under its Australian Financial Services Licence to provide financial advice. My ASIC authorisation number is 241022.

The areas in which I can provide financial planning services

I am authorised by HLBMJW to provide financial services including advice or services in the following areas:

- Superannuation
- Retirement Planning
- Managed Investments
- Gearing
- Cashflow and debt management
- Personal Risk Insurance
- Business Protection Insurance
- Aged Care
- Direct Equities
- Specific aspects of Self Managed Superannuation Funds (suitability, comparison with other types of superannuation vehicles, general structure, investments and personal risk insurances)

If you require services that are outside the areas stated above, which I am not authorised to provide advice on, I can provide a referral to a professional who can assist.

If I receive a specific fee for this referral, it is disclosed below. It will also be disclosed in an advice document such as a Statement of Advice

(SoA) or Record of advice (ROA), if I provide you with personal advice.

Remuneration or other benefits arising from my referral arrangements

I have no particular referral arrangements with other professionals, but if I do receive a benefit as a result of referring you to another person or pay a benefit as a result of you being referred to me by another person, written disclosure of full particulars shall be provided to you in an SoA or RoA.

How the fees you pay are shared between me and my employer

I receive a salary as an Employee. I could also receive a performance bonus which may be based upon the amount of revenue I generate for HLBMJW as well as other performance measures including compliance.

Fees that you pay for the financial services I provide

All fees shown below are inclusive of GST.

Initial advice fees

Fees are charged for my initial advice and the preparation of an SoA. Fees are based on the complexity of the advice provided and range from \$895 (minimum) to \$5,000 (maximum). I will confirm the exact amount, which we will agree on before commencing any work.

You will be sent an invoice and payment is required within 14 days from the invoice date. Please note that my initial advice fees still apply where you decide not to implement my advice.

Implementation fees

If you proceed with the advice given and additional work is required for implementing that advice, I may charge to cover the costs associated with implementing the recommendations in your SoA. The fee could range from 0.50% to 2.00% of the funds under advice. For example, if you have \$100,000 to invest, and my implementation fee is 1.00% of your portfolio, the fee will be \$1,000.

For share transactions, I may receive up to 1.00% of the brokerage cost incurred. For example, if the total share trade is \$100,000 and the brokerage cost is 1% (\$100,000 x 1% = \$1,000).

Execution-only service or ad hoc advice fees

Fees for execution-only services and ad hoc advice may be charged at an hourly rate in the range of \$90 to \$425 per hour depending on the complexity of the work involved. An estimate of the time required will be provided and agreed upon prior to commencing the work. You will be invoiced for these fees after the service is provided and payment is required within 14 from the invoice date.

Ongoing service fees

Once your financial plan is implemented, you may choose to participate in an ongoing review service.

Fees for ongoing services and reviews are all based on an annual fee, ranging from 0.30% to 1.00% of the funds under advice. For example, if you have \$100,000 invested, and my annual fee is 1.00% of your portfolio, the fee will be \$1,000. The agreed ongoing service will comprise review meetings (with the frequency and number of reviews per annum agreed with you) and other ancillary services such as invitations to educational seminars and newsletters. Full details of the services offered in the ongoing service package will be provided at the time my advice is given.

Methods of payment for my fees include

- Invoice directly to you
- Deducted from your investments (where this option is available and your authorisation to do so is obtained)

Full details of all fees and commissions for my financial services will be provided to you in an SoA or RoA and Product Disclosure Statements at the time of receiving any recommendation.

Other benefits and payments which may be (directly or indirectly) received because of the services provided to you

Insurance Products

Where we arrange a life insurance product, the insurer pays us an upfront commission and an ongoing commission when the product is renewed each year. The rate of upfront commission payable ranges from 0% up to 66% of the base premium. The rate of ongoing commission payable ranges from 0% - 22%. Importantly, the choice of commission payment arrangements does not affect the amount of premium payable.

For example, if you purchase a life insurance policy with an annual premium of \$1,500 HLBMJW may receive an initial payment of up to \$990, calculated as $\$1,500 \times 66\% = \990 ; and an ongoing commission of \$330 calculated as $\$1,500 \times 22\% = \330 .

You should also refer to Part 1 of the FSG “The benefits or payments which may be (directly or indirectly) received by us because of the provision of financial planning services” for details of payments and benefits which my licensee may receive in consequence of individual services provided by me to you.

Alternative benefits that I may receive

From time to time, I may receive alternative forms of non-monetary benefits from product providers or other parties which have a value of less than \$300. These may include hospitality or education and training in relation to my professional development. Details of any alternative benefits I receive are maintained on a register. A copy of the register is available upon request.



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