

Financial Services Guide

1 March 2024

Version 6

Part Two

This document is part of a Financial Services and Credit Guide (“Guide”) and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 24, dated 1 March 2024.

This section is designed to provide you with enough information to decide whether to obtain financial advice (or any other financial service) from us. It’s an important document that will introduce your adviser, Leanne Rowley, and provide you with the information you need to consider before you engage us to provide you with advice or services.

This document complements Part 1 that provided information about our Licensee and the types of documents – Statements of Advice, Records of Advice and Product Disclosure Statements – that you will receive if we provide you with personal advice. Part 1 also explained how you can provide information to us, our compensation arrangements and who to contact if you want to provide feedback or complain about our advice or services.

We’ve tried to be as clear and direct as possible but if you have any questions, we’re happy to answer them.

Authorised Representative Profile

Your adviser is Leanne Rowley, an Authorised Representative of Paragem. Leanne’s ASIC Authorised Representative number is 223142.

Leanne has over 22 years’ experience in the Financial Planning Industry. With over 11 years as a Financial Adviser offering advice to individual clients. Leanne has held various roles within financial organisations, including Operations Manager, Relationship Manager and Adviser. Leanne holds a Graduate Diploma in Financial Planning from Kaplan University, she is also a CERTIFIED FINANCIAL PLANNER® or CFP® Practitioner. She also holds an Advanced Diploma of Financial Planning and Certificate IV in Mortgage Broking and is a member of the Financial Planning Association of Australia Limited.

Leanne’s employer is HLB Wealth Pty Ltd ABN (13 151 833 082), which is a Corporate Authorised Representative (CAR no. 428645) of Paragem.

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Leanne is authorised by Paragem to advise and deal in the following financial products:

- Deposit products (cash and Term Deposits)
- Debentures, stock and bonds issued by a government
- Life Insurance risk products
- Life Insurance investment products
- Managed Investment Schemes (Unit Trusts)
- Securities (shares)
- Superannuation
- Retirement Savings Accounts
- Self-managed Superannuation Funds
- Standard Margin Lending Facility

Remuneration

Financial advice has value, but it also involves fees and charges. We are committed to transparency because we believe it's important that you're able to make an informed decision about our advice and its benefits. You may pay a fee for a service, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Rest assured that the relevant costs or fees will be discussed with you by your adviser before any services are provided.

Paragem will pay HLB Wealth Pty Ltd 100% of the fees and or commissions detailed in this schedule. Paragem will charge HLB Wealth Pty Ltd for licensee services and is not linked to client revenue.

Leanne Rowley is an employee of HLB Wealth Pty Ltd and is remunerated by salary from this company HLB Wealth Pty Ltd.

Employees may receive a performance bonus from HLB Wealth Pty Ltd. There is no remuneration, or rewards, for recommending particular products or strategies.

Advice Fees

We are predominantly a Fee for Service organisation. There are set fees for each service that I provide to you, and these fees will be agreed upon and confirmed to you prior to any service being provided. Current fees and charges are detailed below and are GST inclusive:

Advice Preparation/Statement of Advice Fees/Implementation Fees: Fees for the preparation and implementation of your advice may range from \$1,100 to \$22,000.

Implementation Fees: for the implementation of your advice may be a set fee between \$1,100 and \$5,500.

Ongoing Advice Fees / Annual Service Fees: Service fees may be charged as an annual fixed fee between \$880 and \$55,000 and are based upon time complexity and the number of structures/entities involved payable as one lump sum or instalments.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

Commissions

Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or the policy cost is reduced in the first year and 60% clawback of commission in the second year.

Where we receive a level commission rate from the insurer. The rate is between 27.5% and 30% of the annual premium initially and every year the policy is renewed.

For example, if the annual premium is \$550 then the commission will be between \$151.25 and \$165.

Potential Conflicts of Interest

Ownership

Paragem is a wholly owned subsidiary of Count Limited, ABN 111 26 990 832 ("Count"). Count has subsidiaries and associates that provide accounting and financial advice services. Many of the Count subsidiaries and associates that provide financial advice services do so as authorised representatives of Count Financial.

Paragem was previously owned by HUB24 as such if you use the HUB24 platform, some of Paragem's employees and representatives (our advisers) may benefit financially by virtue of being shareholders in the company. This will be disclosed to you below and in the Statement of Advice if you wish to receive advice, where applicable.

We are obliged to always act in a client's best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

Referral Payments

We do not receive any form of referral payments.