

# Adviser Profile

This document, the Adviser Profile, should be read in conjunction with the Financial Services Guide (FSG) already provided.

## Paul Gardiner

Paul Gardiner is a Sub-Authorised Representative (No 293140) of KH Financial Planning Pty Ltd ATF The KH Trust trading as Future Wealth Planners. KH Financial Planning Pty Ltd is a Corporate Authorised Representative (No 1243717) of Sentry Advice Pty Ltd AFSL 227748 (The Licensee).

**Business Address:** 2/149A Victoria Street, Bunbury, WA 6230  
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If you would like to make an appointment to discuss your needs and objectives in more detail, please contact me by phone number or email.

## The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and non-basic deposit products
- Debentures, stocks and or bonds issued or proposed to be issued by a government.
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services.
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Self-managed Superannuation funds
- Securities
- Standard Margin Lending
- Tax (Financial) Adviser

## How are my company and I paid?

The Licensee initially receives all fees and commissions from clients and product providers and distributes them after their fees and other expenses are deducted. The Licensee generally retains a portion of fees paid under its authorisation arrangements.

For details of other possible benefits, please refer to the FSG and/or your Advice Documents. All fees and commissions outlined below are inclusive of GST.

## Initial Consultation

This initial meeting is at no cost to you.

Our main aim is to gather information about you and to determine your primary goals and objectives in seeking advice.

At the end of this meeting, we will outline the next steps and detail any fees applicable.

## Advice preparation

You may be charged a Statement of Advice preparation fee which will depend on the complexity of your individual circumstances and type of advice you require. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The fee may range from \$2,200 - \$22,000.

## Implementation

We will outline the details of any fees, including Implementation Fees, for you to authorise before any work is carried out.

If you elect to proceed with our advice the fee will range from \$2,200 - \$22,000.

## Insurance products

My company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.

These commission payments are made by the relevant product issuers and are not an additional cost to you.

Should you cancel an insurance contract within the first two years, the company reserves the right to invoice you an amount equal to the costs we incurred as a result of the provision of financial services to you.

## Ongoing fee for advice

If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, we offer two options:

Option 1 is a fee based on a percentage of assets under advice per annum (p.a.). This percentage is set at 1.1% p.a. (excluding investments using geared funds) with a minimum of \$3,960 to a maximum of \$44,000 p.a. For example, if we charge a 1.1% ongoing service fee p.a. and you invest \$400,000; your ongoing service fee will be \$4,400 p.a. (assuming no change in value of the amount invested).

Option 2 is a fee based on the complexity of providing ongoing advice and the services provided. Complex advice requirements include the use of trusts and ownership structures, overseas assets, or incomes, executive options, or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged. The ongoing advice fee can range from \$3,960 - \$44,000 p.a.

## Ad hoc advice

Where you do not wish to participate in an ongoing advice fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of between \$330 - \$440 per hour may apply.

## Other benefits, interests, or associations

I or my company may have referral arrangements with selected referral partners. If a referral arrangement applies to you, we will provide you with further details.

## How to find me

If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on (08) 9207 3844 or via email at paul@fwplanners.com.au