



AUSSIE WEALTHY LIFE

ACN 162 829 030

Aussie Wealthy Life

FINANCIAL SERVICES GUIDE

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Your Adviser

Nav Singh

Authorised Representative Number 341315

Aussie Wealthy Life ABN 57 162 829 030

Corporate Authorised Representative Number 436734

Hunter Green Pty Ltd AFSL No. 225962

Head Office Postal Address: Po Box 465 Sunnybank, QLD 4109

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This guide contains important information about:

- The services we offer you
- How we, our licensee and our associates are paid
- What associations or relationships we have with financial product issuers
- Our internal and external dispute resolution procedures and how you access them

About your Adviser

Your Adviser is Nav Singh. Nav has more 8 years of experience providing advice to clients. He is degree qualified (Bachelor of Financial Planning) and specialises in everyday clients from low to high income families. Your Adviser is employed by Aussie Wealthy Life, a Corporate Authorised Representative of Hunter Green.

Education, Qualifications and Memberships

- Bachelor of Commerce in Financial Planning & Accounting (Griffith University)
- Registered tax (financial) adviser
- Member of the Financial Planning Association of Australia

What services do we offer?

Aussie Wealthy Life offers a broad range of financial planning advice to all of our clients from low to high income earners. We work with each of our clients to understand their financial goals and build a customised target plan to assist them in reaching their goals.

Areas of Advice we can cover:

Cash flow and Debt management

- Salary packaging advice

Tax effective investing

- Wealth creation strategies for high income earners
- Portfolio construction and management
- Advice on managed investments

Superannuation

- Strategic advice regarding superannuation legislation
- Contribution (getting money into super) strategies
- Superannuation specific investment advice

Retirement planning

- Retirement lifestyle planning
- Strategies to minimise or eliminate tax in retirement
- Superannuation pensions / lifetime income streams
- Investment portfolios specific to funding retirement income

Wealth protection and Estate planning

- Life insurance, TPD, trauma and income protection advice

Strategies for business owners

- Financial planning strategies specific to business owners

Other Services

- Dealing with disability payouts tax effectively

Who is our Licensee?

To provide financial advice requires the adviser to either hold an Australian Financial Services Licence (AFSL) or be authorised to provide advice by an AFSL holder. We have chosen to be licensed by Hunter Green Pty Ltd. **Hunter Green is 100% privately owned and holds its own AFSL.** Hunter Green is responsible for ensuring the advice we provide meets the various legal and regulatory requirements, and provides us with Professional Indemnity insurance and dispute resolution systems.

For Hunter Green's services, systems and insurances we pay a monthly fee and may also pay an amount equivalent to up to 2.75% of any remuneration or commissions they, or we, receive for providing you with our advice or services.

HUNTER GREEN PTY LTD

Level 5, 320 Adelaide Street, Brisbane, QLD 4000

Telephone (07) 3532 4051

www.huntergreen.com.au

Email: invest@huntergreen.com.au

Australian Financial Services License No. 225962

Do we have any relationships or associations with Financial Product issuers?

Associations

We at Aussie Wealthy Life and Hunter Green Pty Ltd are privately owned and are not part of any company which issues financial products. There are no ownership ties or other relationships with any financial service product provider which might unduly influence which financial products we are authorized by Hunter Green to recommend.

Commissions

Hunter Green and its advisers are in receipt of commissions paid by investment and superannuation product providers in relation to Some investment and insurance products held by clients that were in place prior to 1 July 2013.

Referral Arrangements

Aussie Wealthy Life has an agreement with Top Drawer Finance Pty Ltd ABN 68 602 083 590, However there are no referral payments/fees associated with this agreement.

Alternative Forms of Remuneration Register

Licensees and their representatives are required to maintain a register of any form of alternative remuneration paid or received with a value between \$100 and \$300. This register is available for your inspection on request.

What kinds of financial products are we authorised to provide?

I am authorized provide financial product advice and deal in a financial product, to retail and wholesale clients, in relation to the following financial products:

- Securities – meaning shares listed on the Australian Stock Exchange;
- Superannuation, personal super or corporate super
- Interests in managed investment schemes including investor directed portfolio services – these are managed funds, master trusts and “wrap” accounts;
- Retirement savings accounts ("RSA") products;
- Debentures, stocks or bonds issued or proposed to be issued by a government;
- Deposit and payment products; and
- life products including investment life insurance products and life risk insurance products;

I am also authorised to provide financial product advice on, and arrange, Managed Discretionary Account services not operated by Hunter Green, to retail and wholesale clients.

If you do not wish to receive our advice, we may deal on your behalf by carrying out your instructions.

If you do not obtain advice, you face the risk that the Financial Product/s you select will not fully take into account your objectives, financial situation or needs.

How do I pay for Aussie Wealthy Life advice?

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

Wealth Advice

Aussie Wealthy Life does not charge for initial meetings with prospective clients. The upfront and ongoing fees will be discussed during the initial meeting and disclosed in Statement of Advice. Where applicable, Aussie Wealthy Life charges clients an ‘annual strategy and advice fee’. This fee is based on factors such as the complexity of your situation, the areas of advice & expertise required and the estimated workload. This fee is recalculated and renewed with clients every 12 months. This fee is negotiated with you and can range from \$400 to \$4,000.

Data collection, Strategy Presentation, Advice Preparation

We will spend time with you to ensure we understand your current personal and financial position. The quality of our advice is largely governed by the quality of the information that you provide to us. This data collection can take considerable time as we seek information from external parties. Your situation may require a strategy presentation to discuss alternate strategies. Not all clients will require a strategy presentation. Should this meeting be required it will occur by mutual agreement.

If you elect to pay us a fee for advice the following fees will apply. A client engagement authority is signed prior to commencing work. The fees will depend on the size of the investment portfolio and the complexity of the advice:

The minimum fee charged is \$550 while the maximum fee is \$22,000.

If, in developing your financial plan, we identify that the nature and scope of the advice to be provided differs to that initially agreed upon, our initial fee may change. In this case, we will provide you with an upfront quote of the amount payable before we proceed further with finalising your financial plan.

Implementation (fee for advice) If you elect to pay us a fee for advice the following fees will apply. The fees will depend on the size of the investment portfolio and the complexity of the advice:

Portfolios less than \$100,000: Implementation fee of between \$330 and \$3,300
Portfolios \$100,000 - \$300,000: Implementation fee of between \$2,200 and \$7,700
Portfolios in excess of \$300,000: Implementation fee of between \$5,500 and \$20,000

If we recommend you acquire investments using borrowed funds then your implementation fee will be a minimum of \$330 and a maximum of \$10,000.

Ongoing fee for advice If you elect to pay a fee for the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided. The minimum fee is \$400 while the maximum is \$4,000.

The ongoing advice fee will be based on the level of service needed and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency of the review will also impact on the fee charged

Ad hoc advice Where you don't have an ongoing service arrangement and require ongoing advice on an ad hoc basis, a fee based on time charged at \$330 per hour may apply.

Execution only service Where we provide a financial service to facilitate buying or selling of a specific financial product as instructed by you, a one-off fee may apply.

Stamping Fees We may receive stamping fees from issuer companies for raising capital or debt on behalf of that company. If so, the amount will be disclosed to you at the time of making the investment.

Life and disability Insurance

For the strategy, setup, maintenance and review of life and disability insurance, Aussie Wealthy Life may be paid a commission. This commission is fully disclosed to the client/s and is related to the work required. Aussie Wealthy Life will usually accept a 'hybrid' commission structure.

Hybrid – Aussie Wealthy Life may be paid a commission of up to 77% of the first year's premium and up to 31.5% of ongoing years' premiums. For example, a commission on a premium of \$1,000 is up to \$770 upfront and up to \$315 per year thereafter for as long as you hold the product.

On new insurance policies that come into force from 1 January 2020 the relevant insurer will pay initial commission of up to 66% of the first year's premium and up to 31.5% of ongoing year's premiums. For example, a commission on a premium of \$1,000 is up to \$660 upfront and up to \$315 per year thereafter for as long as you hold the product.

Commissions are paid to us by the product provider and are not an additional cost to you.

The basis and amount of all commissions and fees for service will be set out in the SoA and explained by your Adviser.

How can you give us instructions?

You may tell us how you would like to give us instructions. For example, by telephone, fax or other means such as e-mail.

What information should you provide to receive personalised advice?

You need to provide us with a list of your personal objectives, details of your current financial situation and any relevant information, so that we can offer you the most appropriate advice possible.

You have the right not to tell us, if you do not wish to. However, if you do not, the advice you receive may not be appropriate to your needs, objectives and financial situation.

We are also legally required to verify your identity, so we will ask to see your passport, driver's license or other identity documents. You should read the warnings contained in the *Statement of Advice* carefully before making any decision relating to Financial products.

Other documents you will be given if you receive advice from us.

When we or our Authorised Representatives give you financial advice you will be provided with a Statement of Advice (SoA) which will contain details about:

- the advice provided, including the basis on which it was given
- fees, commissions and other benefits
- any associations we have with Financial Product Issuers or other parties which may have influenced the advice we give you.

After receiving our initial advice, a Record of Advice (RoA) may be produced & retained by us or our Authorised Representative instead of an SoA if there have been no significant changes in your personal circumstances or the basis of the advice since the last SoA was provided. You can request a copy of any RoA at any time.

If we recommend to you a particular Financial Product we will give you information about the particular Financial Product—a *Product Disclosure Statement*—to help you make an informed decision about the Financial Product.

What information do we maintain in your file and can you examine it?

We will retain copies of your identity documents and we will maintain a record of your personal profile including details of your objectives, financial situation and needs. We also maintain records of any recommendations made to you, including the initial Statement of Advice, and any subsequent Statements of Additional Advice and Records of Advice provided to clients receiving our ongoing service. Copies of these can be requested either verbally or in writing.

We are committed to ensuring the privacy and security of your personal information. A copy of the relevant privacy policy is available on our licensees website or by contacting us. If you wish to examine your file, please ask us. We will make arrangements for you to do so.

What should you do if you have a complaint?

1. Contact us and explain the nature of your complaint.
2. If your complaint is not satisfactorily resolved within 20 days, please contact our Complaints Officer Greg Hunter on 07 3532 4051 or put your complaint in writing and send it to him at Hunter Green Pty Ltd's address. We will try and resolve your complaint quickly and fairly.

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- 3 Hunter Green Pty Ltd is a member of the Australian Financial Complaints Authority (formerly the Financial Ombudsman Service (FOS)). If the complaint can't be resolved to your satisfaction you have the right to lodge a complain with the Australian Financial Complaints Authority

Online: www.afca.org.au

Email: info@afca.org.au

Phone: 1800 931678

Mail: Australian Financial Complaints Authority
GPO Box 3 Melbourne VIC 3001

- 4 The Australian Securities and Investments Commission (ASIC) also has a free call Info line on 1300 300 630, which you may use to make a complaint and obtain information about your rights.

***Financial Planning
Association
Complaints Process***

As a member of the Financial Planning Association Nav Singh is bound by the FPA's Code of Professional Practice. In addition to the complaints handling procedures set out previously in this FSG you may also lodge a complaint with the FPA by contacting them at Professional.standards@fpa.asn.au or 1300 337 301. Further information is available at fpa.com.au.

Compensation Arrangements

Our licensee, Hunter Green, holds Professional Indemnity Insurance which includes cover for the work done for Hunter Green by its representatives and employees even though they may have ceased employment with Hunter Green. Hunter Green believes its PI insurance complies with the requirements of the section 912B of the Corporations Act and the relevant Regulations.

If you have any further questions about the financial services Aussie Wealthy Life provides please contact us on 07 3411 1070 or 0432 491 710. Retain this document for your reference and any future dealings with Aussie Wealthy Life.