

# Financial Services Guide Part Two

Version 4.1 | 26 June 2017 | FINANCIAL ADVISER DETAILS | Issued with authority of AIW DEALER SERVICES PTY LTD.

**This document should be read in conjunction with the Financial Services Guide Part One (General Details) which will be provided by an authorised representative of AIW Dealer Services Pty Ltd**

## Why should you read this?

This Financial Service Guide (FSG) is designed to inform you about:

- Who your Financial Adviser is and how they can be contacted.
- Financial services and products your Financial Adviser is authorised to provide.
- Fees or other costs your Financial Adviser may charge.
- How your Financial Adviser and any other relevant parties are remunerated.

## Your Financial Adviser

Your Financial Adviser is Mary Lynette Eddy (Lyn), an Authorised Representative of AIW Dealer Services Pty Ltd ("Astute"). Lyn's ASIC Authorised Representative No. is 238014.

Lyn has more than 25 years' experience in financial services with 16 years as a Senior Financial Adviser at boutique financial advice practices including over 10 years as a Director of an Australian Financial Services Licensee.

Lyn believes that the main criteria for an effective professional advice relationship with clients is building trust and rapport, and being able to communicate with clients in a meaningful way. She enjoys helping her clients achieve their lifestyle and financial goals and has several clients who have been with her for over 12 years.

For Lyn, her client's needs are always put first. This means ensuring that the strategy is beneficial to her client and that they understand the rewards, risks and costs.

Lyn is a Director of Alexmar Pty Ltd (trading as Lyn Eddy Financial), which is a Corporate Authorised Representative of Astute (ASIC Authorised Representative No. 1232782).

## Contact details

Lyn's contact details are:

Telephone	0412 710 119
Email	<a href="mailto:lyn@lyneddyfinancial.com.au">lyn@lyneddyfinancial.com.au</a>
Address:	33/139 Pring Street Hendra QLD 4011
Post	PO Box 644 Hamilton Central Qld 4007

## Authorisations

Lyn can help you with any of the following:

- Increasing your wealth
- Managing debt
- Budgeting
- Superannuation strategies
- Salary packaging
- Tax planning
- Retirement planning
- Personal Insurance
- Redundancy
- Social security, Centrelink and Aged Care
- Estate planning considerations

Lyn is authorised by Astute to advise on, and deal in, the following financial products:

- Deposit products (Cash and Term Deposits)
- Personal and Business Risk Insurance products
- Life Insurance Investment products
- Managed Investment Schemes (Managed Funds, Unit Trusts and Investments)
- Superannuation including Retirement Savings Accounts
- Superannuation including Self-Managed Superannuation Funds
- Standard Margin Lending Facilities

## Limits on the advice that can be provided

It is important to note that Lyn cannot provide advice on the following:

- General insurance
- Derivatives
- Foreign exchange
- Securities (Direct Shares)



If Lyn identifies that you require specialist advice on a particular product or service, he may refer you to a specialist who can help.

While Lyn is a Registered Tax (Financial) Adviser, we would still encourage you to seek further advice from your tax specialist about the tax consequences of the recommendations provided.

## Fees

### *Licensee fees and Adviser Remuneration*

Lyn is an Authorised Representative under Astute's Australian Financial Services Licence (AFSL). By way of licensee fees, Astute retains 7.5% of the fees and commissions and pays the remaining 92.5% to Alexmar Pty. Ltd.

Lyn is entitled to up to 100% of the amount paid to Alexmar Pty. Ltd. via upfront and ongoing Adviser fees, as well as upfront and ongoing commissions, following the deduction of fees by Astute.

### *Initial advice fees*

A fee may be charged for the provision of initial advice, preparing a personalised Statement of Advice (SoA), as well as the implementation of any recommendations contained within the SoA. This fee will range up to \$22,000 (including GST).

### *Ongoing advice fees*

Subject to you opting-in, an ongoing service fee may also be charged to manage and monitor the recommendations presented in your SoA. Fees will range up to \$25,000 per annum (including GST).

### *Consultation fees*

From time to time Alexmar Pty. Ltd. may be required to liaise or share information with other professional service providers concerning your personal situation. Financial Services Pty Ltd Alexmar Pty. Ltd. the right to charge an hourly rate of up to \$550 (including GST) to attend meetings, provide investment reports or professional advice.

### *Referral fees*

If you have been referred to us, the referring party will be entitled to receive a referral payment of up to 30% of fees and commissions paid to Alexmar Pty. Ltd.

*For example, if the net amount paid to Alexmar Pty. Ltd. was \$1,000, the amount paid to the referring party would be \$300.*

This is not an additional cost to you and is paid by Alexmar Pty. Ltd. to the relevant referring party.

## Commissions

As well as charging fees, we continue to receive commission on some products. Commission is a payment that is a percentage of either your premium (insurance products) or the amount you invest (investment products). In all cases, you will be informed about the commission that we may receive in the advice document that we give you.

Product	Type of payment	Percentage (each year)	Based on \$1,000 (excl. GST)
<b>Life or personal insurance</b>	Initial fee	22% - 130%	\$220 - \$1,300
	Ongoing fee	8.80% - 33%	\$88 - \$330
<b>Investment products</b>	Initial Fee	0% - 5%	\$0 - \$50
	Ongoing Fee*	0%- 1%	\$0 - \$10

*\*Please note that these payments are no longer made on new investments after the 30<sup>th</sup> of June 2013 but may continue on existing investments.*

## Benefits

### *Bonus payments*

Astute may receive bonus payments from certain product providers on the Astute Approved Product List under pre-existing agreements. These payments are based on the level of investments or insurance placed by Astute clients in those products and may range from 10% to 30%.

### *Other benefits*

In addition, Astute Financial Advisers may be invited to participate, sometimes with their partners, in domestic and international educational conferences and seminars arranged by Astute. It is not possible to estimate a dollar value of these benefits at this time. Their attendance may be paid for in full or subsidised by Astute, or it may be at their own cost.

Astute Financial Advisers may receive minor benefits including business lunches, tickets to sporting and cultural events, corporate promotional merchandise, and other minor benefits from Astute or product providers.

These benefits are discretionary in nature and relate to future events. It is therefore not possible to provide an estimated dollar value on these benefits at this point in time.

Any other benefits that Astute or Lyn may receive will only be accepted to a value of less than \$300 per provider per year. If other benefits over this limit are received, they will be declined or if delivery has already been made, they will be disposed of in accordance with Astute's conflict of interest policy.

### **Conflicts of interest**

Astute maintains a Conflicts of Interest register for circumstances where some or all of your interests may be inconsistent from some or all of Lyn's interests or those of Astute. If you would like to see a copy of this register, you can contact Astute.