

# Financial Services Guide Part One

Version 5.2 | 30 July 2018 | GENERAL DETAILS | Issued with authority of AIW DEALER SERVICES PTY LTD.

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

## Why should you read this?

This Financial Services Guide (FSG) provides information about:

- AIW, its relationship with your Financial Adviser and other entities.
- Other documents you may receive.
- Financial services we provide, as well our general fee structures.
- Collecting your personal information and providing instructions.
- How we resolve complaints.

## About AIW Dealer Services Pty Ltd

AIW Dealer Services Pty Ltd ("Astute") operates under AFSL No. 414256. Astute is 100% privately owned and originally founded in early 2010 by leading mortgage aggregator Astute Financial Management Pty Ltd ("AFM"). AFM is a related entity to AIW Dealer Services Pty Ltd, Astute Insurance Pty Ltd and Astute Insurance & Wealth Pty Ltd.

The financial advice that you receive is provided by Astute's Financial Advisers. Information about your Financial Adviser is included in Part 2 (Financial Adviser Details) of this FSG.

## The services we offer

Astute is authorised to provide financial advice on, and deal with, the following products:

- Deposit;
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment and Risk;
- Managed investment Schemes;
- Securities;
- Retirement Savings Account;
- Superannuation; and
- Standard Margin Lending Facilities.

The scope of services that your Financial Adviser can provide on our behalf is outlined in Part 2 (Financial Adviser Details) of this FSG.

## Preparing Your Financial Plan\*

<p><b>1</b> Defining the Scope Of Engagement</p> <p>Your Astute Financial Adviser will explain the process, find out what your needs are and make sure they can meet them. You can ask them about their background, how they work and how they charge.</p>	<p><b>2</b> Identifying Your Goals</p> <p>You work with your Astute Financial Adviser to identify your short and long term financial goals – this stage serves as a foundation for developing your financial plan.</p>	<p><b>3</b> Assessing Your Financial Situation</p> <p>Your Astute Financial Adviser will take a good look at your position – your assets, liabilities, insurance coverage and investment or tax strategies.</p>	<p><b>4</b> Preparing Your Financial Plan</p> <p>Your Astute Financial Adviser will recommend suitable strategies, products and services, and answers any questions you have.</p>	<p><b>5</b> Implementing Recommendations</p> <p>When ready, your financial plan will be put into action; where appropriate, your Astute Financial Adviser may work with specialist professionals, such as an accountant or solicitor.</p>	<p><b>6</b> Reviewing the Plan</p> <p>It is important your financial plan is regularly reviewed, to keep you on track. By opting-in to our ongoing review service, your Astute Financial Adviser will review your strategies ensuring your plan stays up to date as your life changes.</p>
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\* Based on FPA's "How does financial planning work?"

## Your financial plan

Each financial plan that we prepare is unique since it is based on your circumstances and designed to meet your own personal and financial goals.

If we provide you with financial advice, your Financial Adviser will present to you a written Statement of Advice (SoA) which is your financial plan. For any subsequent advice, your Financial Adviser may provide you with either another SoA or a copy of a Record of Advice (RoA).

Your Financial Adviser will also give you the applicable Product Disclosure Statements (PDS) for all recommended financial products to help you decide.

We will also provide you with the details of the previous 12 months' fees that were paid by you to us through an annual Fee Disclosure Statement.

## Remuneration and benefits

Financial Advisers are remunerated by way of fee for service, commission or a combination of the two. The remuneration is neither linked to the provision of advice in any areas, nor is it linked to recommendations related to specific financial products.

Astute and/or its representatives may receive sponsorship support or rewards from Fund Managers or Life Companies. This money is paid out of the Fund Managers' and/or Life Companies' own resources and is not an additional cost to you. Sponsorship is paid to Astute to further educate and enable professional development of Financial Advisers.

If you were referred to us by another person, that person may be paid a fee, commission or benefit in relation to that referral. Again, this is not an additional charge to you. An outline of any such arrangements is provided in Part 2 (Financial Adviser Details) of this FSG, with more detailed information provided when you receive the relevant advice document.

## Privacy collection statement

### Collecting your information

We collect personal information about you when you meet with your Financial Adviser, request or use our services, email us, phone us or visit our website. This information may include:

- your personal objectives
- details of your current situation
- other relevant information.

We may also collect information about you from others, such as service providers, agents, advisers, brokers, employers or family members.

Where collecting sensitive information such as health and lifestyle information, usually for insurance purposes, we will ask you for your consent.

You do not have to disclose all of your personal information, however without it your Financial Adviser may not be able to provide advice that is appropriate for your objectives, financial situation and needs.

### Exchanging your information

We may exchange your personal information with Financial institutions for the provision of financial products such as mortgages, investments, life insurance and superannuation. Together with third parties as permitted by law or for the uses listed below. Third parties include service providers where we outsource activities, persons acting on your behalf, other financial institutions, auditors, insurers and government agencies. Some of which may be located overseas

### Using your information

We collect, exchange and use your information so that we can:

- provide advice that is appropriate for your objectives, financial situation and needs;
- manage our relationship with you;
- price, design and administer our services or inform you about other services that may be of interest to you; manage our risks;
- help identify and investigate illegal activity; and
- comply with our legal obligations and assist Government and law enforcement Agencies.

The law requires us to establish your identity and assess applications for products and services by confirming its accuracy. In particular, your Financial Adviser will need to verify your full name, date of birth and residential address and to do so, they will need to sight and maintain records of various identification documents such as a driver licence or passport.

### Respecting your privacy

We are committed to assuring the privacy and security of your personal information. As part of our continuing commitment to client service and maintenance of client confidentiality, we have adopted the principles set out in the Privacy Act. Our Privacy Policy will assist you in ascertaining how to access the personal information, how to complain, how your complaint is dealt with and provide further information on our personal information handling practices. Please refer to Astute's Privacy Policy available at [www.astutefinancial.com.au](http://www.astutefinancial.com.au), or request it from your Financial Adviser.

## Fees

The cost of our services to you will be calculated based on the time that needs to be taken and how complicated your situation is. As a guide the following fee structure applies:

- The initial fees you pay will be determined by the services you select, the complexity of the advice and specific products you purchase.
- There may be a fee for the provision of initial advice, preparing a personalised SoA as well as the implementation of any recommendations contained within the SoA. Your Financial Adviser will disclose the exact fee to you prior to the preparation process.
- We may also charge an ongoing service fee for all personal advice given. The cost will depend on the review agreement between you and your Financial Adviser. This fee and the payment options will be disclosed in the SoA provided to you, or in a separate Ongoing Service Agreement, and before any work is undertaken.
- From time to time you may require other services from us. We may charge you on an hourly rate for these services. With respect to brokerage for ASX transactions, you will be charged for the actual cost of the share trading transactions. The charge will depend on the broker used. We will disclose to you the exact costs before executing the trades.

### Ongoing review

Your Financial Adviser can help you review your financial situation at least annually or when your personal circumstances change to ensure that the advice remains appropriate for you.

### Instructing us

You may instruct your Financial Adviser to buy or sell financial products on your behalf through telephone, fax, email or other means. We will, however, require email or written confirmation from you at all times. FSG Part 2 (Financial Adviser Details) contains the contact details of your Financial Adviser.

## Commissions

We may continue to receive commissions on some products under existing arrangements permitted by law. 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 amount of the commission we may receive in the advice document we give you.

Please note that commissions from investment products are no longer made on new investments after the 30<sup>th</sup> of June 2013 but may continue on existing investments.

### Other disclosures

Astute is the model manager of Astute Separately Managed Accounts (SMA) and may receive up to 0.24 percent (after deducting the Responsible Entity's share) of the amount invested in the fund. For example, for an investment of \$1000, Astute will receive up to \$2.40. Where the Astute SMA is recommended, full details of any benefits received will be detailed to you in a Statement of Advice.

Astute (and/or related entities) has referral arrangements with groups who specialise in General Insurance products and advice and also Private Health Insurance (Astute Simplicity Health). If your Financial Adviser refers you under our arrangement for General Insurance advice provided under Astute Insurance Pty Ltd, they may receive a referral fee of up to 30% of policy commission received by the General Insurance Broker; and if referred for Private Health Insurance they may receive a referral fee of up to 7% of your policy commission. These referral fees are at no additional cost to you and are paid to the Astute Group (and/or related entities) from either the General Insurance Broker or the Health Insurer.

### Compensation arrangements

Astute holds professional indemnity insurance that satisfies the requirements of the *Corporations Act 2001* (Cth).

## Complaints?

**Internal Dispute Resolution** - If you are unhappy with the services provided to you, please contact us on the following:  
AIW Head Office (Complaints Manager)

**External Dispute Resolution** - If the complaint can't be resolved to your satisfaction, you have the right to refer the matter to:  
Financial Ombudsman Service (FOS)

Telephone	07 3311 1599	Telephone	1800 367 287
Email	ComplianceAIW@astutefinancial.com.au	Email	info@fos.org.au
Fax	07 3311 1598	Fax	03 9613 6399
Post	PO Box 130 Toowong DC, QLD 4066	Post	GPO Box 3 Melbourne, VIC 3001
Website	<a href="http://www.astutefinancial.com.au">www.astutefinancial.com.au</a>	Website	<a href="http://www.fos.org.au">www.fos.org.au</a>

# Financial Services Guide Part Two

Version 5.2 | 1 October 2018 | 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 Peter Coombes (Pete), an Authorised Representative of AIW Dealer Services Pty Ltd ("Astute"). Pete's ASIC Authorised Representative No. is 449528.

Pete has been in the financial services industry since 2003 and has worked for institutional financial planning firms in both adviser and corporate roles prior to establishing 20/20 Advice.

Pete is a member of the Financial Planning Association (FPA), the peak industry body for financial planners, worldwide, and holds a Master of Financial Planning in addition to a MBA (Master of Business Administration). He has extensive experience in lifestyle and technical advice strategies.

Pete is Director of 20/20 Advice Pty Ltd, which is a Corporate Authorised Representative of Astute (ASIC Authorised Representative No. 449524).

## Contact details

Pete's contact details are:

Telephone	0432 718 083
Email	<a href="mailto:pete@2020advice.com.au">pete@2020advice.com.au</a>
Post	PO Box 970 KENMORE QLD 4000
Website	<a href="http://www.2020advice.com.au">www.2020advice.com.au</a>

## Authorisations

Pete can help you with any of the following:

- Cash flow management
- Estate planning considerations
- Increasing your wealth
- Managing debt
- Personal Insurance
- Redundancy
- Retirement planning
- Social security and Centrelink
- Superannuation strategies
- Tax (financial) advice

Pete 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
- Securities (Direct Shares)

## Limits on the advice that can be provided

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

- General insurance
- Derivatives
- Foreign exchange

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

While Pete 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

Pete is an Authorised Representative under Astute's Australian Financial Services Licence (AFSL). By way of licensee fees, Astute retains 5% of the fees and commissions and pays the remaining 95% to 20/20 Advice Pty Ltd.

Pete is entitled to up to 100% of the amount paid to 20/20 Advice 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 from \$1,650 to \$38,500 (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. This fee will range from \$1,650 to \$38,500 (including GST).

### Consultation fees

From time to time 20/20 Advice Pty Ltd may be required to liaise or share information with other professional service providers concerning your personal situation. 20/20 Advice Pty Ltd reserves the right to charge an hourly rate of up to \$330 (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 25% of fees and commissions paid to 20/20 Advice Pty Ltd.

*For example, if the net amount paid to 20/20 Advice Pty Ltd was \$1,000, the amount paid to the referring party would be \$250.*

This is not an additional cost to you and is paid by 20/20 Advice Pty Ltd to the relevant referring party.

If Pete refers you to another party, he may be entitled to a referral payment or other benefits in accordance with any agreement that is in place between 20/20 Advice Pty Ltd and the other party.

Any benefits received by Pete do not form an additional cost to you and are paid to 20/20 Advice Pty Ltd by the relevant other 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.

*Examples of types of payments we may receive:*

Product	Type of payment	Percentage (each year)	Based on \$1,000 (excl. GST)
<b>Life or personal insurance</b>	Initial Fee	0% - 88%	\$0 - \$880
	Ongoing Fee	0% - 31%	\$0 - \$310
<b>Investment products</b>	Initial Fee	0% - 5%	\$0 - \$50
	Ongoing Fee	0% - 1%	\$0 - \$10
	Trail 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 Pete 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

Pete is also the Director of 20/20 Services Pty Ltd, a SMSF administration services company that we may refer you to, and receives distributions from this company.

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