**FINANCIAL**

**SERVICES**

**GUIDE**

**PART TWO**

**ADVISER DETAILS**

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# Financial Services Guide

This is Part Two of the Crown Wealth Group Financial Services Guide (FSG), which is divided into two parts. Part One and Part Two must be read together.

Your financial adviser (‘Adviser,’ ‘I’, ‘we’ or ‘my’) is an Authorised Representative of Crown Wealth Group and provides services on behalf of Crown Wealth Group.

 General details provides information about:

* Crown Wealth Group their relationship with your Adviser and other entities.
* Other documents you may receive.
* Financial services and products we provide.
* Collecting your personal information and providing instructions.
* What you can do if you are not satisfied with our services.

Part Two – Adviser details provides information about:

* Who your Adviser is and how they can be contacted.
* Financial services and products your Adviser is authorised to provide.
* Fees or other costs your Adviser may charge.

How Crown Wealth Group, your Adviser and any other relevant parties are remunerated.

# Part Two - Adviser Details

# 1. Your Adviser and how you can contact them

I am an Authorised Representative of Crown Wealth Group and can be contacted using the following details:



WiseAdvice Financial Services Pty Ltd

ASIC adviser identification number: 250279

Address: Suite 1, 11-15 Captain Cook Drive

Caringbah NSW 2229

Telephone: 02 9524 4224

Facsimile: 02 9524 4232

E-mail: info@wiseadvice.com.au

Website: [www.wiseadvice.com.au](http://www.wiseadvice.com.au)

1800 GoWise (469473)

WiseAdvice Financial Services provides financial planning services to individuals and businesses. They have developed a reputation for helping people successfully secure their financial freedom and security.

The following individuals are authorised by Crown Wealth Group to provide personal financial advice through WiseAdvice Financial Services Pty Ltd:



**Craig Sinclair AdvDipFS(Financial planning) JP**

ASIC Adviser identification number: 250453

Email: craigsinclair@wiseadvice.com.au

Aged Care and SMSF Specialist Adviser

Craig has over 25 years financial planning experience. Starting his career in the life insurance industry with National Mutual and AXA Financial Planning. Since April 2019 I have been an authorised representative of Crown Wealth Group.

Craig holds a Advanced Diploma of Financial Services (Financial Planning), and has built up a considerable client base during his financial planning career.



**Ian Spedding CFP**

ASIC Adviser identification number: 305243

Email: ian@wiseadvice.com.au

Ian has been providing exceptional Financial Advice for over 25 years to both Individuals and Businesses as a Certified Financial Planner. Ian maintains the highest standards of professional excellence and advice to his many clients. Ian specialises in Superannuation and Retirement Planning, Wealth creation, and Self Managed Superannuation accounts.



**Andrew McNicol LLB BCA**

Aged Care and SMSF Specialist Adviser

ASIC Adviser identification number: 430286

Address: Suite 1, 11-15 Captain Cook Drive

Caringbah NSW 2229

(Ph) 02 9525 9227 (F) 02 9525 9724

Email:- andrew.mcnicol@petergclarke.com

Andrew has been an adviser with the company since 2001, and has over 25 years financial services experience recently specialising in the superannuation area.

# 2. Financial services and product types your Adviser can provide

I am authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:

* Securities\*- (eg listed securities, hybrid securities and listed property trusts)
* Managed investment schemes - (eg managed funds, unit trusts, Separately Managed Accounts and Investment Directed Portfolio Services)
* Investment and funeral bonds
* Deposit products - (eg term deposits, savings accounts)
* Government debentures, stocks and bonds
* Personal and business risk insurance - (eg income protection, total and permanent disability, trauma, life cover, business overheads insurance, and group life insurance)
* Superannuation - (eg rollovers, account based pensions and annuities)
* Margin loans
* Retirement Savings Accounts

## \* I am only permitted to deal in relation to a securities product and am not authorised to provide personal financial advice in relation to a securities product.

## Limits on the advice that can be provided

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

* General insurance
* Derivatives
* Foreign exchange

In addition, if I identify that you require specialist advice on a particular product or service, such as estate planning, I may refer you to a specialist who can help.

Please note that we are Registered Tax (Financial) Advisers.

## Securities

If I identify that you require securities advice, I may refer you to CommSec Advisory for personal advice on direct share investments or existing portfolios.  Crown Wealth Group and I may receive a fee as a result of this referral. Any referral fee that is received will be disclosed in your SoA.

Alternatively, I may seek portfolio research advice from CommSec Adviser Services and incorporate this research into the advice that they provide to you.  The cost of this advice will be incorporated into the total advice fee and detailed in your SoA.

# 3. Referrals

You do not have to consult any professional that I may refer you to. You may want to consult a professional you have an existing relationship with, or choose another. The professional you choose to consult is responsible for the advice they provide to you. Crown Wealth Group and I may receive a fee or other benefit as a result of that referral. We may also receive a referral fee or other benefit from the business that is transacted on your behalf.

# 4. Fees and other costs that may apply to you

A range of fees and other costs may be payable to Crown Wealth Group for the advice you receive and the financial products used.

Outlined below are the types of payments that you may be charged. Before I provide you with any financial advice, I will discuss these options with you and help you select the best payment method for you.

Where we are aware that you have used borrowed funds (i.e. funds that are either secured or unsecured) to invest through us, we will charge you a flat dollar advice fee.

In all cases, details of payments required for the services provided will be given to you at the time of any personal financial advice or when executing a transaction on your behalf. You will be provided with a tax invoice for any services provided and payment is generally made to Crown Wealth Group in accordance with the terms of the invoice and is payable by cheque or money order.

These amounts, where they can be determined, will be documented in your SoA. If at the time you receive your SoA the amounts cannot be determined, the manner in which they are calculated will be disclosed instead.

**Fee for Service**

Under this method of payment, there are set fees payable for each service provided to you. Those services and fees include:

* You will not be charged an initial consultation fee.
* WiseAdvice is retained via our Service agreement. This document sets out the negotiated binding fee arrangement with you.
* There is a set minimum fee of $3300.00 including GST for the preparation of an SOA.
* Where an investment or risk plan is cancelled within the first 12 months a cancellation fee may apply. This will be calculated as the greater of $3300 or 4.4% of the amount invested / or annual premium. The amount to apply will be detailed in your Statement of Advice.

**Hourly Rate Direct Charges**

I may charge an hourly rate for financial services. The current rate is $660 per hour or part thereof. Part or all of initial commissions received from a product provider may be rebated to you if this charging option is used.

Before going ahead, I will provide you an estimate of the time that I may need.

**Scale of charges**

If you pay via this method, the fees charged are calculated when new investments are made. Part or all commissions received from a product provider under this fee structure may be rebated to you. An example of how this may be calculated is set out below.

* 3.0% of the first $100, 000 invested.
* 1.5% of the next $100, 000 invested.
* 1.0% in excess of $200, 00 invested. A minimum fee of $550.00 is payable in all cases.
* An additional fee of $330.00 per year is payable if the optional service of an annual portfolio review is selected.
* An addition fee of $660.00 per year is payable if the optional service of a bi-annual review is selected.

Example: you place a total of $250, 000 in Managed Funds.

The cost to you is:

|  |  |  |
| --- | --- | --- |
| **Percentage applied** | **Amount invested** | **Fee charged** |
| 3.0% | on the first $100,000 | = $3,000 |
| 1.5% | on the next $100,000 | = $1,500 |
| 1.0% | on the next $50,000 | = $500 |
| Total (Average 2.0%) | $250,000 | = $5,000 |

**Revenue, Adviser Service fees and Commissions**

**Revenue**

Crown Wealth Group may receive payments from certain product providers whose products I recommend. These payments are based on the level of investments by Crown Wealth Group clients in those products or level of insurance premiums applicable.

**Adviser Service Fee**

The Adviser Service Fee is a fee that you and I agree on for the ongoing advice and service that I am to provide, and is payable to Crown Wealth Group. Crown Wealth Group may pass all or part of that fee on to me. Some products offer the option to deduct the Adviser Service Fee from your funds on a periodic basis.

Direct Share Investments

I may charge you a fee over and above the brokerage fee charged by CommSec Adviser Services for trading shares. A management fee based on the value of your direct share investment may also be charged. These fees are optional and have no minimum or maximum.

**Commissions**

Crown Wealth Group may receive initial or ongoing commission payments when you invest in a product or commence an insurance policy through me. Under this arrangement, Crown Wealth Group may receive commission payments directly from product providers.

An initial commission is a one-off payment made upon entry to a financial product and an ongoing commission is paid each year for which a financial product is maintained.

Commission payments are based on a percentage of the funds you invest or the insurance premiums you pay. They are not paid directly by you and are instead deducted from the investment, superannuation, loan or insurance premium by the product provider and paid to Crown Wealth Group.

Investment and superannuation products

The initial Fee that Crown Wealth Group may receive on an investment or superannuation product is negotiated prior to advice action. A minimum fee of $3300 inc gst is applicable.

The ongoing commission that Crown Wealth Group may receive can be up to 1.10% per annum of the investment amount.

Crown Wealth Group only receives initial or ongoing commission payments on investment or superannuation products, where they are entitled to receive these payments through existing arrangements with product providers.

Insurance policies

The initial commission that Crown Wealth Group may receive on insurance policies can be up to 70% of the first year’s premium.

The ongoing commission that Crown Wealth Group can receive may be up to 38.50% per annum of the renewal premium.

We only receive commission payments where we are entitled to receive these payments through existing arrangements with product providers.

Any commission payments that Crown Wealth Group or I receive are not an additional cost to you.

Margin Lending

Crown Wealth Group will negotiate a flat fee for service for Gearing strategies. We do not levy this fee against borrowed funds.

# 5. What Crown Wealth Group pays me as your Adviser

**Fees and Commissions**

Once Crown Wealth Group receives payment for a service, they may pay me 100% of the revenue, fee and bonus amount that they receive.

The amounts that are paid to me will be disclosed in your SoA. If the amount is not calculated at the time your SoA is provided, the way the amount is calculated will instead be disclosed.

**Other benefits that may be received**

Crown Wealth Group may receive quarterly payments from product providers that are on the Crown Wealth Group Approved Product List (‘APL product providers’). Any payments that CWG receives from APL product providers are based on the level of funds under administration, new business placed or new insurance premiums, written by Crown Wealth Group Advisers as applicable.

## Any payments that Crown Wealth Group receives from APL product providers or which I may receive a share of, are not deducted from your investment or insurance premiums, nor are they an additional cost to you. The details of any revenue sharing arrangements which may apply to any products recommended to you will be set out in the SOA.

**Referral payments**

## If you were referred by another party, or if Wise Advice or I have referred you to someone else, Crown Wealth Group or I may pay that referral party a fee or commission. Crown Wealth Group or I may receive a referral fee in the event that we refer you to someone. Your SoA will disclose these referral payments and the amounts paid.

**Other benefits that I may receive**

From time to time, I may also receive other benefits which may include:

* Educational conferences and seminars: these are arranged by Crown Wealth Group and attendance may be fully or partially subsidised by Crown Wealth Group.
* Non-monetary benefits: these may include business lunches, tickets to sporting and cultural events, promotional merchandise or other minor benefits from Crown Wealth Group 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 Crown Wealth Group or I 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 the instance that a benefit has been received and needs to be disposed of, that benefit will be passed on to charity or disposed of by other means.

Crown Wealth Group maintains a public register of all other benefits they receive. Crown Wealth Group also maintains a Conflicts of Interest register for circumstances where some or all of your interests may be inconsistent or diverge from some or all of my interests or those of Crown Wealth Group . If you would like to see a copy of these registers, you can contact Crown Wealth Group.

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| CLIENT RECEIPT |
|  My Adviser has provided me with the Crown Wealth Group (FSG) version noted below and explained its contents. |
|  Version  **FSG 4.1, Issue Date: 1 November 2018** |
|  Full name (please print): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  Signed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Dated: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  Full name (please print):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
|  Signed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Dated: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
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