

Adviser Profile – PART 2

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GUIDE TO OUR RELATIONSHIP WITH YOU AND OTHERS

This document is Part 2 of the combined Financial Services Guide (FSG). It sets out specific details about me, as an Authorised Representative of Magnitude Financial Planning (trading name of Magnitude Group Pty Ltd ABN 54 086 266 202 Australian Financial Services Licence (221557) ('Magnitude'). I am authorised by Magnitude to provide the financial services as described in Part 1 of the FSG. This document is Part 2 and should be read together with Part 1. I have been authorised by Magnitude to distribute this FSG.

WHO IS YOUR FINANCIAL ADVISER

Your Financial Adviser is Stephen Gray.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Stephen Gray and HG Financial Services. The term 'Representatives' refers generally to Magnitude's Authorised Representatives.

I am an Authorised Representative of Magnitude and am authorised by Magnitude to provide financial services, as described in this document

My Authorised Representative number is 267282.

WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

I have extensive experience in the financial planning industry.

I have spent over 27 years as a Financial Adviser offering advice to individual clients and Self Managed Superannuation Trustees as well as small and large business clients. I have been the Practise Principal and Senior Adviser with HG Financial Services since we launched the business in 2006.

WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

I am RG 146 compliant and hold SMSF Specialist Advisor Accreditation and membership with SMSF Professionals Association of Australian. I have successfully completed a specialist course in Margin Lending and Geared Investments.

DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

I am the Principal of SGA Private Wealth Management Pty Ltd (ABN: 30 007 212 928) and SGA Private Wealth Management (2) Pty Ltd (ACN 142 838 417). SGA Private Wealth Management Pty Ltd and SGA Private Wealth Management (2) Pty Ltd are Authorised Representatives of Magnitude and are not a related company of Magnitude. SGA Private Wealth Management Pty Ltd Authorised Representative number is 267283 and SGA Private Wealth Management (2) Pty Ltd Authorised Representative number is 353058.

I also have an association with The Hrkac Group (Accounting), Finance on Yarra Pty Ltd (Mortgage Brokers), Insurance on Yarra Pty Ltd (General Insurers), HG Conveyancing and SGA Private Wealth Management Pty Ltd. There are no referral fees paid to the associated businesses for any clients that are referred to HG Financial Services and in turn for clients that are referred to the associated businesses from HG Financial Services.



WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

I am authorised to provide the following financial services:

- Managed investments
- Superannuation
- Personal insurance
- Self-Managed Superannuation Funds – (including advice to establish an SMSF)
- Margin Lending
- Shares

ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED BY MAGNITUDE TO PROVIDE?

I am not authorised to provide advice or services in the following areas:

- Consumer credit advice and assistance
- Finance Broking

WHAT IS YOUR FINANCIAL ADVISER'S FEE STRUCTURE?

As part of detailed financial planning there are costs to you at various stages of the process. Before making any recommendations, I will discuss and agree the fees with you.

Advice fees are payable by you at the following stages:

1. Recommendation: For having a personalised financial plan or Statement of Advice – 'SOA' prepared, an advice fee up to \$16,500.00 inc GST is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.

2. Implementation: I may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed:

- (a) 2.2% of the initial funds invested; or
- (b) the maximum of entry fees or contribution fees specified in the Product Disclosure Statement (PDS) for the recommended product whichever is the greater.

Or

A fixed dollar Implementation Fee of up to \$5,500.00

3. Ongoing Service Fee If you choose to have me provide an ongoing service, you may be charged a fee of up to 1.1% p.a. of total funds under management.

4. Consultation Fee: If you choose to have me conduct a review of your financial situation to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a Consultation Fee of \$385.00.

EXAMPLE Where you invest \$10,000 in a product which has an entry fee of 2.2% (including GST), the placement fee and/or implementation fee will not exceed \$220 (including GST).

EXAMPLE Where you have total funds under management of \$10,000, the review fee will not exceed \$110.00 p.a. (including GST).

5. Centrelink Benefit Assistance Fee: If you choose to have me assist you with applying for a Centrelink Benefit, you may be charged a fee of up to \$1,650.00.

6. Centrelink Management Program Fee: If you choose to have me assist you on an ongoing basis with any Centrelink matters and become a Centrelink Correspondence Nominee on your behalf, you may be charged a Fee of \$110.00 per month.

HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

As part owner of HG Financial Services I can receive profit share, dividends and distributions from HG Financial Services.

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Magnitude. Magnitude will pay up to 100% of those fees and commissions to HG Financial Services for distribution as directed by me.

WHAT OTHER BENEFITS MAY YOUR FINANCIAL ADVISER RECEIVE?

In addition to the remuneration detailed above, I am eligible to qualify for other benefits and entitlements as detailed below:

- Local conferences

HOW CAN YOU CONTACT YOUR FINANCIAL ADVISER?

Your Financial Adviser:	Phone:	03 5221 2355
Stephen Gray	Fax:	03 5222 6155
HG Financial Services	Mobile:	0409 405 408
15 Yarra Street GEELONG VIC 3220	Email:	stephen@hrkacgroup.com.au
	Website:	www.hrkacgroup.com.au

