

Financial Services Guide

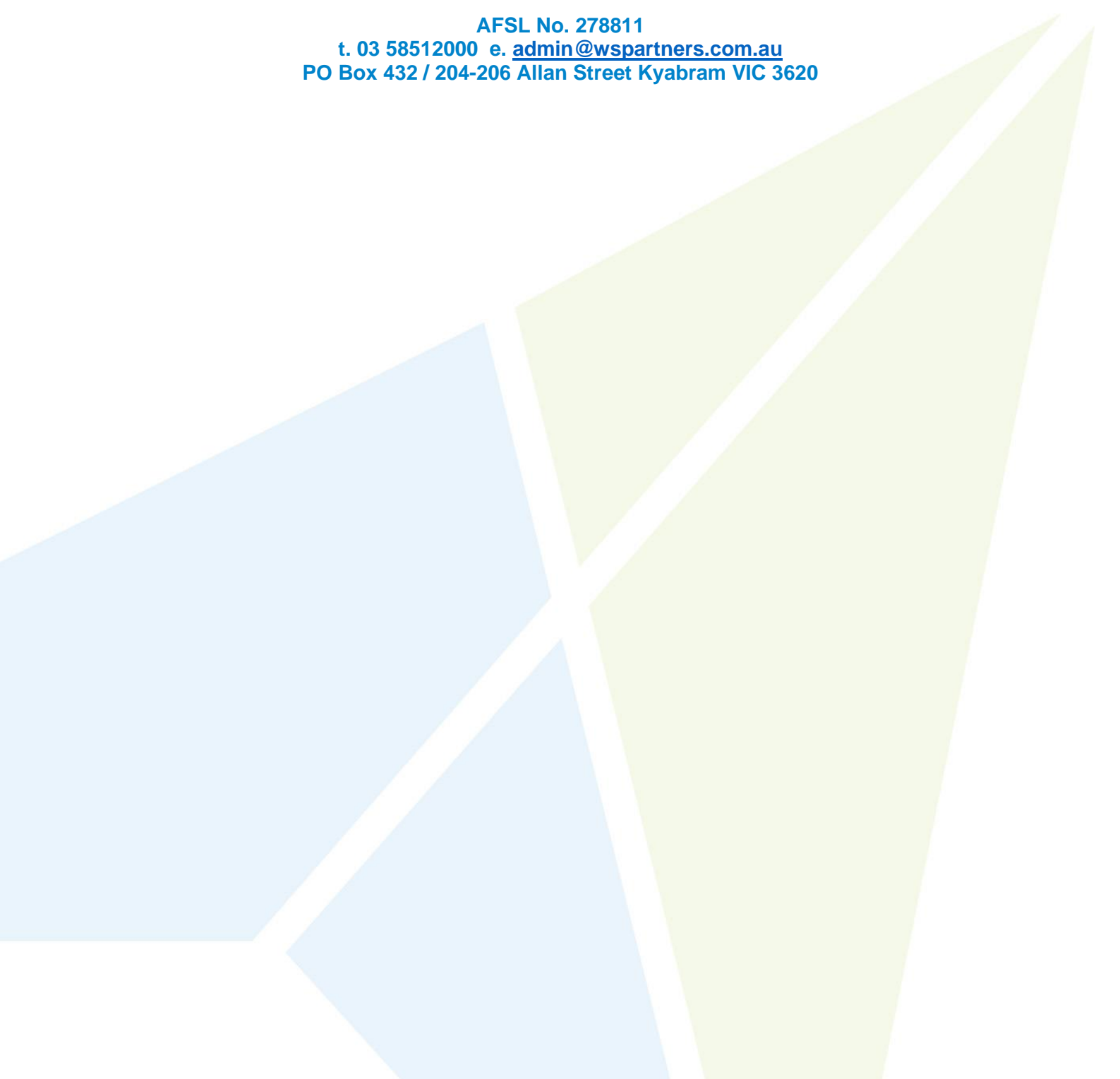
Part One - Version 13 of 1 July 2023

wealthsolutionpartners

FINANCIAL PLANNING SPECIALISTS

AFSL No. 278811

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The purpose of this Financial Services Guide (FSG) is to assist you in deciding whether to use any of the financial services we offer. After reading this Financial Services Guide, you will know:

- Who we are and how to contact us.
- What financial services and types of products we provide.
- How we (and any other relevant persons) may be remunerated.
- Whether any relevant associations or relationships exist that may influence our advice.
- How we maintain your personal information.
- What we can do and what we expect from you; and
- How to access our internal and external complaints handling arrangements.

You are entitled to receive a 'Statement of Advice' (SoA) on the first occasion that we provide you with personal advice, or a 'Record of Advice' (RoA) if the advice relates to amounts under certain thresholds. These documents:

- Explain the advice and the basis of the advice,
- Provide information about our remuneration (including commissions), and
- Disclose any associations or relationships that could potentially influence us in providing the advice.

After providing you with our SoA, any further ongoing personal advice that we may provide will be documented in a further SoA or a RoA depending on the nature of the advice.

Copies of all advice documents will be retained on your client file and if you have not already been provided with one you may ask for a copy of these documents at any time.

We will also provide you with, or explain how to access, a Product Disclosure Statement ('PDS') issued by the product issuer for any financial product we recommend. The PDS contains information about the costs, benefits, risks, and other features of the recommended financial product. You should read this information to enable you to make an informed decision prior to purchasing the recommended financial product.

If you require clarification about any of these documents, please ask us.

Who is my adviser and who is responsible for the advice I receive?	Your Financial Adviser is an employee representative of Wealth Solution Partners Pty Ltd (ABN 78 006 368 314) (Wealth Solution Partners), Australian Financial Services Licensee and Life Insurance Broker, Licence Number 278811. We are responsible for the advice provided to you by our representatives. Information about your Adviser, including qualifications and experience, is contained in Part Two of this Financial Services Guide and the two parts should be read together.
What kinds of financial services can you provide and what kinds of products do those services relate to?	<p>We offer the following services:</p> <ul style="list-style-type: none"> • Retirement planning • Portfolio and investment advice • Wealth creation strategies • Estate and succession planning • Gearing strategies • Superannuation strategies • DIY superannuation advice • Risk management strategies • Life insurance advice • Tax planning strategies • Centrelink advice • Salary packaging • Redundancy advice • Ongoing reviews <p>Wealth Solution Partners holds an Australian Financial Services Licence that allows us to deal in and provide advice on a broad range of financial products that includes:</p> <ul style="list-style-type: none"> • Superannuation, including Self Managed Superannuation Funds • Securities (example: Shares) • Managed Investment Schemes • Government Debentures, Stocks and Bonds • Deposit products • Retirement Savings Account products • Life insurance (investment and risk) products • Standard Margin Lending <p>Our Financial Advisers can only provide advice on financial products that are on our approved product list. The approved product list includes a large range of investment and insurance products for which the appropriate research and analysis has been undertaken.</p> <p>Our Financial Advisers cannot advise you on, or influence you in favour of, a financial product which:</p> <ul style="list-style-type: none"> • is not on the approved product list, or • any arrangement where your financial adviser can make changes to your portfolio before obtaining your consent unless they are specifically authorised to do so, or • is a product on which they are not authorised to provide advice. Your financial adviser's profile will outline the class of financial products on which they can advise. Alternatively, you can find details on the Australian Securities and Investment Commissions website at www.asic.gov.au
Are you Independent?	Wealth Solution Partners is not independent, impartial, or unbiased because we receive commissions for the advice we provide on life risk insurance products.

<p>Will the advice I receive be appropriate to my personal circumstances?</p>	<p>Yes. To do so we need to find out your individual objectives, financial situation and needs before we recommend any financial solutions to you. We will therefore request that you complete a questionnaire to provide us with this information.</p> <p>You have the right not to divulge this information to us if you do not wish to do so. In that case, we will warn you about the possible consequences of us not having your full personal information. You should read these warnings carefully.</p> <p>We are under an obligation to act in your best interests in relation to the personal financial product provided to you (i.e. the 'best interests duty'). Generally, we must ensure, within the subject matter of the advice provided to you:</p> <ul style="list-style-type: none"> • The scope of the advice includes all the issues for the advice to meet your objectives, financial situation and needs (including your tolerance for financial risk). • If the scope of advice changes, the change is consistent with your objectives, financial situation and needs; and • We consider whether to provide advice that recommends a specific product or whether you should dispose of a product or do nothing.
<p>How can I provide my Financial Adviser with instructions?</p>	<p>We usually require your signed written instructions and proof of identification to transact on your behalf. You may provide us with specific instruction by letter, email, telephone, or other means (as agreed with your Financial Adviser).</p>
<p>How will I pay for the services provided?</p>	<p>Wealth Solution Partners may charge costs and/or receive brokerage for services provided to you. The level of costs or brokerage varies according to the products or services provided. Our charging policy and adviser remuneration are set out in Part Two of this Financial Services Guide.</p> <p>Where we provide you with personal advice, the full details of all remuneration and benefits we will receive will be disclosed in the SoA we provide to you.</p> <p>Where costs are charged you will be invoiced directly for the cost of the services provided. Where a brokerage is charged, it is deducted from the amount invested with the product provider or premiums paid.</p>
<p>Do any relationships or associations exist that might influence the financial services you provide to me?</p>	<p>No.</p>
<p>Do you receive any other payments or benefits in relation to providing financial services to me?</p>	<p>We may receive commission payments from insurance providers. If these products are recommended to you, more detail will be provided in the SoA.</p> <p>We may benefit indirectly through the provision of subsidised conference and professional development training costs.</p> <p>Your financial adviser may also receive a range of other benefits from product providers such as marketing support or sponsorship, entertainment, conferences, accommodation, and travel which will be disclosed in your statement of advice. We maintain a public register outlining the forms of alternative remuneration that we both pay and receive. A copy of this register can be accessed upon request.</p>
<p>What ongoing service is provided?</p>	<p>Private Client Service (PCS) - You contract us to provide regular ongoing reviews, advice, and services for a set annual amount. Our schedule of services and advice that we will provide are outlined in our initial Statement of Advice (or subsequent SOA's if the package has changed) and an annual Client Service Agreement (CSA).</p> <p>Transactional clients – You receive no ongoing advice or services. You must initiate all reviews and services where we will charge a fee that is based on the complexity of the strategies and advice, the value of your portfolio being reviewed or the amount being invested, and the time taken on the issues involved.</p>
<p>What information do you maintain in my file and can I examine my file?</p>	<p>We maintain a record of your personal profile that includes details of your objectives, financial situation and needs. We also maintain records of any recommendations made to you. If you wish to examine your file, please ask us, and we will make arrangements for you to do so.</p>

What is your privacy policy?

National Privacy Principles apply to the collection of personal or sensitive information. In effect, this means that information provided by you in the course of receiving financial planning services must be used only for the following purposes:

- To provide you with information, products, or services that you might reasonably expect or request.
- To fully understand or anticipate your needs during our relationship.
- To manage rights and obligations under any laws applying to the services provided; or
- To conduct research, or planning and marketing, which includes direct marketing; although you do have the right to specifically instruct that your details aren't used for these purposes.

The type of information that will usually be requested will include significant details about your financial, taxation, health, employment, and estate planning matters. This may include details relating to your partner or family members.

You are entitled to request access to your file for the purpose of reviewing and correcting the information held. However, you cannot access information where it would have an unreasonable impact upon the privacy of another person, or if the information is relevant to legal obligations or legal proceedings.

We will, from time to time, disclose information about you to our Representatives and to other professionals, insurance providers, superannuation trustees, product issuers and our service providers in connection with providing our services to you.

If your Adviser leaves Wealth Solution Partners and commences to provide financial services under another licensee, your information may be transferred to the new licensee. You will be advised of any such transfer prior to it taking place.

You are entitled to obtain access to the information which we hold about you by contacting the Privacy Officer on (03) 5851 2000 or by writing to:

Privacy Officer, Wealth Solution Partners
PO Box 432, Kyabram Vic 3619

What Professional Indemnity cover does my Adviser have?

Wealth Solution Partners has Professional Indemnity insurance in place that covers the business and our advisers for liability arising from the financial services we provide. This includes claims relating to the conduct of representatives who no longer work for Wealth Solution Partners but did so at the time of the relevant conduct. We understand it is adequate to meet our requirements as a Financial Services Licensee.

If you have any complaints:**Who can I complain to if I have a complaint about the advisory service?**

If you have a complaint about the services provided to you, you should take the following steps:

1. Contact your adviser and tell your adviser about your complaint.
2. If your complaint is not satisfactorily resolved within 5 days, please contact the Managing Director of Wealth Solution Partners on (03) 5851 2000. or put your complaint in writing and send it to us.
3. If the complaint cannot be resolved to your satisfaction, you can lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers:

Website: www.afca.org.au

Email: info@afca.org.au

Telephone: 1800 931 678 (free call)

In Writing: Australian Financial Complaints Authority
GPO Box 3, Melbourne VIC 3001

AFCA may be able to assist you to resolve your complaint, but only if you are not satisfied with the response received from our handling of your complaint. If AFCA accepts your complaint, it may attempt to resolve the matter through conciliation, which involves assisting both you and us to come to an agreement. If conciliation is unsuccessful, your complaint is referred to an independent adjudicator for a determination that is binding, should you accept it.

Alternatively, other matters can be referred to the industry regulator, the Australian Securities & Investments Commission (ASIC) on free-call 1300 300 630 or via the website www.asic.gov.au

Financial Services Guide



Part Two - Version 13 of 1 July 2023

Please note that this document forms Part Two of the Financial Services Guide (FSG) of Wealth Solution Partners Pty Ltd ABN 78006368314 Australian Financial Services Licensee and Life Insurance Broker, Licence Number 278811. Part Two sets out specific details about your adviser and our charging policy. This document and Part One make up our FSG.

Who is my Adviser?



Peter Ryan CFP[®], SSA

- Diploma of Financial Planning.
- CERTIFIED FINANCIAL PLANNER™
- SMSF Specialist Advisor™
- Member of the Financial Advice Association of Australia Limited (FAAA).
- 14 years employment at Centrelink/Dept of Social Security where roles included Financial Information Service (FIS) and Complex Assessment Officer (CAO).
- Financial Adviser since 1998.
- Managing Director of Wealth Solution Partners since 2001.



Trevor Bassett GDipFinPlanning (Sec Inst)

- Bachelor of Commerce.
- Graduate Diploma in Financial Planning.
- Member of the Financial Advice Association of Australia Limited (FAAA).
- Financial Adviser since 2003.
- Director of Wealth Solution Partners since 2009.

What are your initial or upfront costs?

Note: All figures quoted are GST inclusive.

Initial Meetings & General Advice

We charge \$330 per hour (with a one-hour minimum charge) for initial or general advice meetings and any required follow-up work (e.g. assisting with Centrelink or Aged Care advice matters).

Statement of Advice

A written Statement of Advice will generally cost between \$2,200 and \$11,000 (or more), based on the nature, complexity and time involved and may be more for complex strategies. We will advise you of the cost of the Statement of Advice before any work is undertaken.

Implementation

Our costs are \$330 per hour for the implementation of non-product advice. Our implementation cost for product related advice is usually based on the value of the funds being invested or a fixed amount.

What are the ongoing costs?

Ongoing costs may be charged where you elect to be a member of our ongoing Private Client Service. This will be agreed in advance with your financial planner and are normally paid monthly, or as per your agreement.

Ongoing costs are based on a combination of factors such as the amount you elect to invest, the complexity of the structure involved, the number and types of investments and the level of ongoing service that is required. Our ongoing Private Client Service has a minimum cost of \$2,640 per annum.

To ensure that your situation is continuously reviewed, clients are encouraged to join our ongoing Private Client Service. These meetings or discussions will include strategy and portfolio reviews plus they provide an overview of the current superannuation and taxation laws, as well as the impact that any changes to your own personal and financial circumstances may have on your overall plan.

What are the ongoing costs? (continued)	Generally, if you agree to our ongoing Private Client Service, you will sign a 'client service agreement' (CSA) which sets out the services that will be provided together with the cost. At all times, Wealth Solution Partners reserves the right to adjust the ongoing Private Client Service costs depending on the services used. These costs are usually paid monthly via a direct debit. Please note that the amount charged will be set out in your SoA and CSA.
What happens if I decline to receive ongoing reviews?	<p>You will not be charged any ongoing costs.</p> <p>However, you will need to organise or request future reviews, advice, or assistance as you deem them necessary. We will be available to assist you and will charge you under the upfront or initial costs structure each time where this may be an hourly rate, SoA fee and/or implementation fees or a combination of these.</p> <p>Please note: We will not be responsible for ensuring that your strategies or investment products remain relevant and appropriate for you where you decline our ongoing review service.</p>
What Commissions will my Adviser receive from Risk Insurance Products?	<p>Initial Commission</p> <p>We will receive initial commission for risk insurance policies placed with an insurance company. Typically, the initial commission we receive varies between 10% – 66% of the first year's insurance premium, depending upon the type of insurance cover and the insurance company concerned.</p> <p>For example, if you had an insurance policy with a premium of \$2,000 per annum, we would typically receive between \$200 - \$1,320 initial commission.</p> <p>Ongoing Commission</p> <p>We will also receive ongoing commission for insurance policies remaining in force. The ongoing commission we typically receive varies between 5% – 33% per annum, depending upon the type of insurance cover and the insurance company concerned.</p> <p>For example, if you had an insurance policy with a premium of \$2,000 per annum, we would typically receive between \$100 - \$666 per annum ongoing commissions.</p>
What is the basis of remuneration of your Adviser?	<p>Peter Ryan and Trevor Bassett are both salaried employees of Wealth Solution Partners. They receive no bonuses or incentives.</p> <p>Peter and Trevor are shareholders in Wealth Solution Partners Pty Ltd and benefit from profits generated.</p>
Will anyone be paid for referring me to you?	No, as we have no referral arrangements in place.
