

## Part 2 Adviser Profile

### Andrew Campbell

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



#### Introducing your financial adviser

Andrew Campbell and Financial Wealth Solutions Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Andrew has been a financial adviser since 1995 and has developed a loyal clientele. His core business is the provision and implementation of strategic advice to deliver sound financial outcomes. This is further enhanced by the ongoing review process which ensures his advice is continually adjusted to meet changing circumstances and needs. He worked as an adviser within a number of boutique financial planning firms prior to establishing his own practice.



#### Authorisations

- Andrew Campbell ASIC Authorisation Number 229498.
- Financial Wealth Solutions Pty Ltd ASIC Authorisation Number 1244986



#### Qualifications and memberships

- Bachelor of Business – Major Finance/Management
- CERTIFIED FINANCIAL PLANNER® professional
- Diploma of Financial Planning
- Diploma of Financial Services – Mortgage Broking
- Member of FPA



#### Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

##### Deposit products

##### Life products including:

- investment life insurance products
- life risk insurance products

##### Managed investment products, including:

- master trusts, wrap facilities, property funds
- margin lending products
- tax-effective investments

##### Government debentures, stocks and bonds

##### Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds
- self-managed superannuation funds

##### Retirement savings accounts

##### Securities

- Active direct shares and securities advice

##### Managed Discretionary Account (MDA) investment programs

Andrew Campbell is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



## How is your financial adviser paid?

The fees and commissions payable to Financial Wealth Solutions are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Financial Wealth Solutions, which engages your adviser to provide financial services. Of the amount received by Financial Wealth Solutions from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



## Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Andrew will explain how Financial Wealth Solutions operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

### Fee for service – once-off

The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee can vary between \$500 to \$2,500 depending on complexity and time involved.

### Statement of Advice (SoA)

A Statement of Advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$500 to \$2,500 depending on complexity.

### Fee for service – implementation - initial

An initial fee for service represents the cost of implementing the advice contained in the SoA. This fee may be charged as a percentage of up to 2 per cent of assets under advice or charged as a flat dollar amount up to \$10,000.

### Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service Agreement. This fee may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee of up to \$10,000, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

### Commission for life risk insurance products – Policies issued from 1 January 2020

Initial commission payable under an upfront structure is capped at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure is 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.



## Other benefits?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

### Date of completion of Adviser Profile

14 January 2021, Version 5