

# Adviser Profile

This document, the Adviser Profile, should be read in conjunction with the Financial Services Guide (FSG) already provided.

## Matthew Voce

Matthew Voce is a Sub-Authorised Representative (No 410178) of Elworthy Holdings Pty Ltd trading as Elworthy Financial Group. Elworthy Holdings Pty Ltd is a Corporate Authorised Representative (No 1284435) of Wealth Today Pty Ltd AFSL 340289 (The Licensee).

<b>Postal Address:</b>	PO Box 1394, Wangara DC WA 6947
<b>Mobile:</b>	0402 271 608
<b>Email:</b>	matthew@elworthyfinancial.com.au
<b>Website:</b>	www.elworthyfinancial.com.au

## The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and non-basic deposit products
- Debentures, stocks and or bonds issued or proposed to be issued by a government
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Self-Managed Superannuation Funds
- Securities
- Standard Margin Lending

## How are my company and I paid?

The Licensee initially receives all fees and commissions from clients and product providers and distributes them after their fees and other expenses are deducted. The Licensee generally retains a portion of fees paid under its authorisation arrangements.

For details of other possible benefits, please refer to the FSG and/or your Advice Documents. All fees and commissions outlined below are inclusive of GST.

## Initial Consultation

The provision of our Initial Phone Call is complimentary and assists in determining the value of our services.

Once comfortable to proceed to a formal Introductory Meeting, a cost of \$350 (ex. GST) is applicable. The main aim of this meeting is to gather additional Personal information and determine your primary goals and objectives in seeking advice.

At the conclusion of this meeting, we will outline subsequent Advice steps and detail any fees applicable.

## Advice preparation

You will be charged a Statement of Advice preparation fee which will depend on the complexity of your individual circumstances and type of advice you require. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The fee may range from \$4,400 - \$11,000.

## Implementation

We will outline the details of any fees, including Implementation Fees, for you to authorise before any work is carried out.

Generally, a minimum Implementation Fee of \$500 (ex. GST) is applicable for the establishment of Advice recommendations. However, this decision is based on fees and dependent on individual client circumstance.

## Insurance products

Generally, all clients will be invoiced for any One-Off or Regular insurance advice within the Fixed Fee-for Service engagement model. As a business, Elworthy Financial Group have broadly elected not to apply commissions on any new insurance advice provided. However, this decision is dependent on individual client circumstance. Where we do apply commission on insurance policies, my company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.

These commission payments are made by the relevant product issuers and are not an additional cost to you.

## Ongoing fee for advice

If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.

The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets, or incomes, executive options, or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.

The ongoing advice fee can range from \$770 - \$44,000 per annum.

Borrowed funds – if we recommend you acquire investments using borrowed funds then your ongoing fee will be a minimum of \$330 and a maximum of \$11,000 pa.

## Ad hoc advice

Where you do not wish to participate in an ongoing advice fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of \$350 (ex. GST) may apply.

## Other benefits, interests, or associations

I or my company may have referral arrangements with selected referral partners. If a referral arrangement applies to you, we will provide you with further details.

## How to find me

If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 0402 271 608 or via email at [matthew@elworthyfinancial.com.au](mailto:matthew@elworthyfinancial.com.au).