

## Financial Services Guide

As your adviser, **gray perry wealth advisers** can provide advice and strategies in the following areas:

- ✓ Establishing a plan to meet your goals
- ✓ Planning your financial life
- ✓ Savings and wealth creation
- ✓ Financial management
- ✓ Accumulating wealth
- ✓ Investments including direct shares
- ✓ Creating tax effective investment portfolios
- ✓ Managing your investment portfolio
- ✓ Reviewing existing investment portfolios
- ✓ Gearing
- ✓ Protecting your family through insurance
- ✓ Superannuation
- ✓ Self-managed superannuation funds
- ✓ Salary packaging
- ✓ Maximising your contributions pre-retirement
- ✓ Planning your retirement
- ✓ Commencing retirement
- ✓ Centrelink claims
- ✓ Estate planning
- ✓ Business succession
- ✓ Aged care advice
- ✓ Making your money work for you

Whilst the above list is not exhaustive it is an indication of some of the areas we can help you with.



## Those with advisers retire with more

The Financial Services Council Chief executive John Brogden said the research was compelling and demonstrated quality financial advice had the ability to change an individual's savings behavior and encourage greater financial discipline, no matter what their age or level of income.

# Financial Services Guide

This Financial Services Guide (FSG) dated 10 October 2018 is issued with the authority of Lionsgate Financial Group Pty Ltd ABN 92 140 591 484 Australian Financial Services Licence (AFSL) No. 342766 (Lionsgate).

It is designed to assist you in determining whether to use any of the services offered by Lionsgate acting through its Authorised Representatives and contains information about:

- Lionsgate, which, as the AFS Licensee, is responsible for the financial services
- Your financial adviser who provides the services to you on Lionsgate's behalf as its Authorised Representative
- The financial services and products your financial adviser can provide
- How Lionsgate, your financial adviser and other related parties are paid for the financial services provided to you
- Any associations or relationships that could create potential conflicts of interest
- Details of our Professional Indemnity Insurance
- Whom to contact should you have a complaint or require records of advice

## Authorised Representatives Profile (ARP)

This FSG must be read in conjunction with the Authorised Representatives Profile (ARP) as it forms part of this FSG. It provides detailed information about your individual financial adviser such as their contact details, ASIC Authorised Representative number and the types of financial products they can advise and deal in.

Please retain both the FSG and the ARP for your reference and any future dealings with Lionsgate.

The providing entity, being your Authorised Representative acts for Lionsgate when providing authorised financial services.

## What other documents might you receive

You might receive the following documents to help you make an informed decision on any financial strategy or recommend financial product.

### Statement of Advice (SOA)

All personal advice provided to you will be outlined in an SOA. The SOA will contain personal advice, the basis on which it is given, the reasons it is in your best interests, details of fees, commissions and information on relevant associations.

Where further advice is provided that involves a significant change you will be provided with a SOA. Where further advice is provided that does not involve a significant change your financial adviser will make a record of the advice (ROA).

### Product Disclosure Statement (PDS)

You will receive a PDS if your financial adviser has provided advice on a particular product. A PDS will contain the key features of the financial product, significant risks and benefits, and fees associated with the financial product.

## Who is Lionsgate

Lionsgate holds an Australian Financial Services Licence (AFSL) issued by ASIC and is wholly Australian owned and operated.

Lionsgate conducts business through a network of financial advisers whom are appointed as its Authorised Representatives under its AFSL and are each on the Register of Authorised Representatives maintained by ASIC ("the ASIC Register"). Where Lionsgate has also appointed a corporate entity as an Authorised Representative, the corporate entity will also be on the ASIC Register. ASIC has allocated Authorised Representative numbers to all Authorised Representatives. Lionsgate requires your financial adviser to be a director of the corporate Authorised Representative described on page 3 at all times.

## Who is your Financial Adviser

Your financial adviser will be the Lionsgate Authorised Representative listed in the Authorised Representative Profile section of this FSG.

## What kinds of financial services and products are available

Your financial adviser can offer a range of insurance, investment, superannuation and retirement strategies and products.

Lionsgate maintains an Approved Products List (APL) a copy which can be supplied to you upon request.

## What advice is available to you

Your financial adviser can provide advice and strategies on the following, but not limited to:

- Savings and wealth creation
- Financial management
- Investments including Direct Shares
- Superannuation
- Pre Retirement
- Retirement
- Self-managed superannuation funds
- Financial protection and insurance
- Estate planning
- Centrelink
- Salary packaging
- Business succession
- Finance and gearing

See the ARP for details of what Lionsgate authorises your financial adviser to provide personal financial product advice on and/or to deal in.

## What initial services are provided by your financial adviser

- Identification of your financial goals and objectives
- Collection and analysis of your existing personal and financial situation
- Investigation and consideration of possible financial planning strategies and products that will assist you to meet your goals and objectives that they are in your best interests.
- Presentation of a written recommendation, referred to as a Statement of Advice
- Implementation of your strategy

## What ongoing services can be provided by your financial adviser

- Revision of your personal and financial situation at suitable agreed intervals
- Discussion of whether their recommendations remain appropriate should your personal circumstances or the legislative environment change
- Implementation of any recommendations made as part of their ongoing service to you

If your circumstances change over time your initial advice, recommendations, strategies, and products may no longer be appropriate for you.

Your financial adviser can periodically review this initial advice to determine its appropriateness or you can contact your financial adviser for a review when your circumstances change.

## How will you pay for the services provided and what do they cost

All fees are payable to Lionsgate.

Lionsgate and your financial adviser can be paid by fees or commissions, or a combination, for both the initial and ongoing service. Your financial adviser will discuss and agree both the rate and method of payment with you before any financial services are provided.

Any new ongoing service fees agreements established after 1 July 2013 will require your financial adviser to send you on the anniversary of the agreement a Fee Disclosure Statement (FDS).

The FDS describes for the previous 12 months:

- The amount of fees paid by the retail client
- The services that they were entitled to receive
- The services that they did receive

When you receive personal advice, your SOA will detail all remuneration and other benefits associated with the advice.

#### **Fees**

Fees and any ongoing fees may be either a fixed rate fee, a percentage or based on an hourly rate or a combination of both, and will reflect the complexity of your personal situation and the time and effort in our work for you.

Fees may also include brokerage on direct share trades.

Brokerage is an amount marked up on the cost of the trade.

#### **Commissions**

For clients to whom Lionsgate provided services before 1 July 2013, Lionsgate may receive a commission from the product issuer (usually at the end of each month or annually).

Ongoing commissions may be paid for as long as you hold the product.

Commissions vary depending on the circumstances, however, may be up to 5% initial and 1% ongoing of the amount for investment products, and up to 80% initial and 20% ongoing of the premium for life insurance products.

For example, for an investment of \$10,000 in a product whose product issuer pays 5%, Lionsgate will receive an initial amount of \$500. Your financial adviser may receive up to 100% of this benefit, i.e. \$500.

#### **Marketing Allowances**

##### *Administration Platforms & Investments*

Lionsgate may receive benefits in the form of ongoing additional remuneration of up to 0.22% from certain Platform and Fund Managers.

For example, if you invested \$10,000, up to \$22 per annum may be paid to Lionsgate. Your financial adviser may receive up to 100% of this benefit i.e. \$22.

##### *Insurance Products*

In certain restrictive circumstances, Lionsgate may receive benefits in the form of an additional fee (of up to 7.5%). For example, if you paid \$1,000 of premium up to \$75 in the first year may be paid to Lionsgate. Your financial adviser may receive up to 100% of this benefit i.e. \$75.

#### **Referral Fees**

If a third party referred you, your financial adviser may forward referral payments or commissions to the third party. These amounts do not involve additional costs and will be disclosed in your SOA.

All Fees and Commissions are subject to GST.

#### **How are Lionsgate and their financial advisers paid**

All fees and commissions disclosed in the SOA are payable to Lionsgate. Lionsgate will forward up to 100% of the amount paid to your financial adviser. For example, if Lionsgate receives \$100, Lionsgate will retain up to \$0 and pay up to \$100 to your financial adviser.

#### **What other benefits may product providers give to Lionsgate or your financial adviser**

Some product providers may give Lionsgate or your financial adviser non commission benefits such as entertainment, training and support, or sponsorship. Both Lionsgate and your financial adviser maintain a Register in line with industry standards to document any alternative forms of payment received. These registers are publicly available and must be provided within 7 days after request.

#### **Does Lionsgate have any relationships or associations with financial product Issuers**

None.

#### **What information should you provide to receive personal advice**

Your financial adviser will collect your personal objectives, lifestyle goals, details of your current financial situation and any other relevant information typically via a client questionnaire known as a Fact Find.

The information obtained will be assessed by your financial adviser to assist them in providing advice that is in your best interests.

You have the right to withhold personal information, but this may compromise the effectiveness of the advice you receive.

You should read any warnings contained in the Client Questionnaire and SOA carefully before making any decision relating to a financial strategy or product.

#### **How can you give instructions to your financial adviser about your financial products**

You may specify how you would like to give your financial adviser instructions. For example you may nominate to instruct by telephone, fax, email or other means

#### **What information is maintained in your file and can you examine the client file and who may access it**

Your financial adviser will maintain a record of your personal information including details of your objectives, financial situation and any recommendations made to you. If you wish to examine your file or receive a copy of your record of advice please ask your financial adviser and they will make arrangements for you to do so.

Lionsgate and your financial adviser are committed to complying with a privacy policy to protect the privacy and security of your personal information. Please ask your financial adviser if you wish to obtain a copy of our privacy policy.

When advice is provided to you, you may request a record of that advice within 7 years of receiving the advice and this can be done by contacting your Authorised Representative or Lionsgate directly.

#### **Compensation arrangements**

Lionsgate holds Professional Indemnity (PI) Insurance cover with Integro Insurance Brokers Ltd for the activities covered under its AFS Licence. The limit of the indemnity is \$5 million for any one claim and \$10 million in the aggregate for all claims in one year arising out of its AFS licence activities. The PI Insurance cover satisfies the requirements for compensation arrangements under s. 912B of the Corporations Act 2001.

#### **What should you do if you have a complaint**

If you have any complaints about the services provided, please take the following steps:

- Contact your financial adviser and tell them about your complaint.
- If your complaint is not satisfactorily resolved within 3 working days, please contact the Lionsgate Compliance Manager by telephone or in writing. Lionsgate will try to resolve your complaint quickly and fairly.

If you do not get a satisfactory outcome, you have the right to take your complaint to Australian Financial Complaints Authority, GPO Box 3, Melbourne Vic 3001, telephone toll free 1800367287. Lionsgate is a member of this Service.

This FSG is issued by:

Lionsgate Financial Group Pty Ltd  
ABN 92 140 591 484 AFS Licence 342766  
Suite 1402, Level 14,  
122 Arthur Street,  
North Sydney NSW 2060  
P: 1300 683 323  
E: [info@lionsgatefinancial.com.au](mailto:info@lionsgatefinancial.com.au)

## Authorised Representatives Profile (ARP) - About your Lionsgate Authorised Representatives

Your Financial Adviser	Allan Taylor	ASIC Authorised Representative Number	305596
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Business Names of Financial Adviser (if any)	
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Corporate Authorised Representative	Gray Perry Wealth Advisers Pty Ltd	ASIC Authorised Representative Number	1243464
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Business Names of Corporate Authorised Representative (if any)	Gray Perry Wealth Advisers Pty Ltd
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### Contact details

Office/Postal Address	1 <sup>st</sup> Floor 89 -92 South Terrace Adelaide South Australia 5000
Phone Number	08 8212 2366
Email	allan@gpwadel.com.au
Fax Number	08 8231 5035
Website	

### About your financial adviser

Allan Taylor is experienced in all areas of wealth advice and has been providing advice for over 17 years both in Australia and the UK. He has been involved in the investment and insurance industry for over 34 years. Initially he began working for one of the largest and preeminent investment and insurance providers in the UK before becoming an adviser in 1999. He completed his UK financial planning qualifications in 1992 after which he completed advanced courses in Pensions and Taxation and Trusts.

Allan moved to Australia in 2006 and continued as an adviser. On his arrival, Allan completed his FINSIA Diploma of Financial Services (financial Planning). In addition, Allan is an

- ASX Accredited Listed Product Adviser,
- Accredited Self-Managed Super Fund adviser
- Accredited Age Care adviser

Allan has completed Advanced Financial Planning subjects in Taxation and Estate Planning as well the Cavendish/University of Adelaide Self-Managed Super Fund course.

Allan is an associate member of the following professional organisations:

- the Financial Planning Association
- the Self-Managed Super Fund Association

Lionsgate authorises your financial adviser to provide personal financial product advice on and/or to deal in the following financial products:

- Deposit and payment products limited to basic deposit products and deposit products other than basic deposit products.
- Debentures, stocks or bonds issued or proposed to be issued by a government.
- Life Products including: Investment Life Insurance Products and Life Risk Insurance Products.
- Interests in managed investment schemes including Investor directed portfolio services.
- Retirement savings accounts ("RSA") products
- Securities.
- Standard Margin Lending Facility.
- Superannuation.

### The Authorised Representatives fees and commission schedule

The cost of providing a financial product or service to you will depend on the nature and complexity of the advice, financial product and/or service provided. The payment options for the provision of financial services will be discussed with you by your financial adviser and are as follows:

- Fee for service
- Implementation fees
- Transaction fees
- Commission
- Ongoing service fees
- Or a combination of the above depending on what best suits the client.

Please note that the type of payment option can also depend on the type of product and/or advice implemented and your financial adviser will discuss this with you.

Fee Schedule	Total (excluding GST)
Initial Consultation	\$0 - \$2,000
Hourly Rate	\$0 - \$500
Statement of Advice preparation and presentation	\$0 - \$10,000
Implementation Fee	0-5% of the amount of investment products being implemented
Ongoing management/review fees	0-5% pa of the amount of investment products or \$0-\$20,000 pa

All Advice and Servicing fees received for the financial services provided are paid to Lionsgate. As the authorising Licensee, Lionsgate charges the Corporate Authorised Representative ("CAR") a monthly fee and forwards the balance to the CAR at the direction of the financial adviser.

The distribution of this Financial Services Guide has been authorised by Lionsgate.

**PLEASE RETAIN THIS DOCUMENT FOR YOUR REFERENCE AND FOR ANY FUTURE DEALING**

# Privacy Policy

The privacy of your personal information is important to us:

## 1. Why are we asking so many questions?

We collect your personal information to ensure that we are able to provide you with the products and services appropriate to your needs.

Financial Planning is the exercise of:

- a) understanding a client's financial goals;
- b) gathering all the details of a client's financial position;
- c) analysing all the issues and options which will form the basis of any recommendations;
- d) the adviser providing advice and a recommendation, whilst also making all the required disclosures;
- e) the client agreeing with the advice to allow the adviser to implement all actions required to achieve the client's financial goals; and
- f) the adviser and the client agreeing as to what level of further review and action is required to ensure the advice and recommendations continue to achieve all identified financial goals.

The process of providing financial advice may seem simple, but it is the result of carefully gathering the right information to be able to assess your financial goals.

This can be achieved through completion or updating a previously completed Fact Finder. A fact finder will help identify what is relevant and also helps to prioritise any action required. We aim to ensure that the personal information that we retain about you, is accurate, complete and up to date.

If you provide us with incomplete or inaccurate information, we may not be able to provide you with the products or services you are seeking.

The law also requires us to collect personal information e.g. The Corporations Act 2001 requires us to identify a person's needs, objectives and financial circumstances to be able to provide advice; and the Anti Money Laundering and Counter Terrorism Financing Act 2006 ("AML/CTF Act") (Cth) requires us to identify all clients and to conduct identity verification checks.

## 2. Access to your personal information

You may (subject to permitted exceptions) access your information by contacting your adviser.

## 3. We may need to communicate personal information to:

- a) your adviser and external product providers;
- b) other members of the Lionsgate Financial Group. This enables the Group to have an integrated view of its customers and clients;
- c) organisations (who are bound by strict confidentiality) to whom we outsource certain functions i.e. our auditors. In these circumstances, information will only be used for our purposes;
- d) other professionals such as solicitors, accountants; and stockbrokers when a referral is required;
- e) third parties when required by law e.g. under Court Order; and
- f) Government departments or agencies such as ASIC or AUSTRAC.

## 4. Our Privacy Policy

As a member of the Lionsgate Financial Group of companies, Lionsgate Financial Group has adopted the principles set out in the Privacy Act 1988 as part of our continuing commitment to client service and maintenance to client confidentiality. For further details please refer to the Group's Privacy Policy which can be located on-line at [www.lionsgatefinancial.com.au](http://www.lionsgatefinancial.com.au)

## 5. Tax File Number

I/we give permission for the Authorised Representative of Lionsgate Financial Group Pty Ltd to retain my/our tax file number(s) on my/our personal Client File and to disclose this information, as necessary, to other Financial Institutions with which I/we choose to do business. I/we understand this is the only purpose for which my/our Tax File Number(s) will be used. I/We also give permission for the Authorised Representative of Lionsgate Financial Group Pty Ltd to retain a copy of my/our tax returns on file if needed.