



## Financial Services Guide

Say 'yes' to your  
dream life.  
It all starts here  
with good  
financial advice.



## About Us

Fin Fit Wealth Solutions is a privately owned business with combined 30 years' experience in the financial services industry. We employ sound wealth-creation strategies that have been tested and proven to work for our clients.

Our typical clients are individuals and families who won't just want settle for what they've got; they're people who want to work with us to create a *better* future for themselves. Whether you're seeking financial freedom now or to retire in comfort, we'll help you get there.

As part of our delivery of services to you we may prepare a Statement of Advice (or a Record of Advice) and possibly provide you with one or more Product Disclosure Statements prepared by one or more product issuers. Where we prepare a Statement of Advice (SOA) we will always provide you with a copy. Where a record of advice is prepared (e.g. as part of an ongoing service arrangement with you) we will keep a copy in our files and you are free to request (at no cost) a copy up to 7 years after the date of that record's creation.

Attached to this document is a profile for each adviser in our practice. The adviser profile provides information about your adviser - their contact details, qualifications, experience and any memberships they may hold. It also outlines the strategies and products about which your adviser can provide advice.

## Why Choose Us

### **Privately owned**

We are not part of the 80 per cent majority of financial planners who are aligned with a big bank. This assures you that we are able to handle your concerns and attend to your needs on a more personal level. We make sure that we build lasting relationships with our clients by providing financial solutions that fit with each individual's goals and circumstances.

### **One stop wealth shop**

Whether it is for building investment portfolio, protecting your income, or saving for your retirement, we promise to take care of your over-all financial fitness by focusing on even the smallest detail of your financial plan.

### **Client-focused**

We listen to your concerns, we ask questions, we analyse your situation, and we evaluate so that we can give sound advice for all your financial decisions. We make sure that we understand - and we are fully aware of - your financial goals, so we can help you get there.

### **Customised strategies to suit your individual needs**

We guarantee you that each financial advice that we give is customised to fit your personal needs and objectives. After studying your current financial status and your financial goals, we will create a financial plan exclusively tailored just for you.

## Our Authorised Services

Our AFS Licence permits us to advise on and deal in the following classes of financial products:

- (i) Deposit and payment products limited to:
  - a. Basic deposit products;
  - b. Deposit products other than basic deposit products;
- (ii) Debentures, stocks or bonds issued or proposed to be issued by a government;
- (iii) Life products including:
  - a. Investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
  - b. Life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
- (iv) Interests in managed investments schemes including:
  - a. Investor directed portfolio services;
- (v) Retirement savings accounts (“RSA”) products (within the meaning of the Retirement Savings Account Act 1997);
- (vi) Securities;
- (vii) Standard margin lending facility; and
- (viii) Superannuation.

## Who We Act For

We act for you as our client and not for any product issuer or financial institution.

## Remuneration

The fees charged for our advice services may be based on a combination of:

- A set dollar amount; or
- A percentage of the funds that you invest.

Our advice fees may include charges for the following advice services:

**Initial advice** - The initial advice fee covers the cost of researching and preparing your financial plan and is based on a set dollar amount. Before providing you with initial advice we will prepare a Client Servicing Agreement. The Client Servicing Agreement sets out what our initial advice will cover and how much it will cost you. In addition, the initial advice fee will be disclosed in your SOA.

**Advice implementation** – The advice implementation fee covers the administrative time spent implementing the recommended strategies and products and is based on a set dollar

## Remuneration Continued

amount. The advice implementation fee will be disclosed in your Initial Advice Agreement or in your SOA.

**Ongoing advice** – The ongoing advice fee covers the cost to review the strategies and the products recommended in your SOA. An ongoing review helps you take advantage of opportunities as they become available. The ongoing advice fee is calculated as either a set dollar amount or a percentage of your investments. Ongoing advice fees may increase each year in line with the Consumer Price Index (CPI) or by a fixed amount or fixed percentage each year. We will advise you if this fee will increase as a result of CPI. Before providing you with ongoing advice your adviser will prepare a Client Servicing Agreement. This agreement sets out our ongoing advice offer, which includes the advice and services we will provide, as well as frequency these will be delivered, how much it will cost, your payment method and how the service can be terminated. In addition, the ongoing advice fee will be disclosed in your SOA.

**Additional advice** – For all other advice, an additional advice fee may be charged based on a set dollar amount. Any additional advice fee will be disclosed in your SOA.

**Commission** - Please note that for services in relation to insurance, commissions may be paid as follows:

Upfront commission – this commission is paid by the insurance product providers directly to FinFit Wealth Solutions on the commencement of your insurance policy. It is calculated as a percentage of the annual premium. This commission, if applicable, will be disclosed to you in your SOA;

Ongoing commission - this commission is paid by the insurance product providers, on a monthly basis, directly to FinFit Wealth Solutions on the commencement of your insurance policy. It is calculated as a percentage of the annual premium. This commission, if applicable, will be disclosed to you in your SOA.

Your advice fees will be calculated at the time we provide you with personal advice. Your SOA will outline the advice fees and any commission inclusive of GST.

### Payment Method & Frequency

We offer you the following payment terms:

- Direct Credit;
- Direct Debit;
- Deduction from your investment;
- Ongoing advice fees may be deducted as an annual instalment or in monthly or quarterly instalments.

## Remuneration Continued

Ongoing advice fees may increase each year in line with the Consumer Price Index (CPI) or by a fixed amount of three percent each year (whichever is higher). The specific amount will be agreed to by you and outlined in our Client Servicing Agreement.

## Referral Arrangements

You may be referred to an external specialist to receive further advice. We may receive a referral fee or commission for introducing you to the specialist. This will be disclosed in your financial plan if applicable.

We may pay a referral fee when clients are referred to us from other professionals. This will be disclosed in your financial plan if applicable.

## Associations With Issuers of Financial Products

We have no associations with any issuers of financial products.

## Special Instructions You Can Provide Us

You can contact us directly with any instructions relating to your existing financial products. We will accept instructions from our existing clients via mail or email.

## Disputes Handling

We are a financial member of the Financial Ombudsman Service, an ASIC approved External Disputes Resolution scheme.

FOS can be reached at 1300 78 08 08

FOS mail address is GPO Box 3, Melbourne Vic 3001

FOS website is [www.fos.org.au](http://www.fos.org.au)

## Compensation Arrangements

We believe we have put in place compensation arrangements (via maintenance of professional indemnity insurance and adequate financial provision for any policy excess) that are adequate having regard to the size, nature and complexity of our business. We believe that these arrangements are sufficient for the purpose of meeting our compliance obligations under section 912B of the Corporations Act.

## Privacy Collection Statement

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006 to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy.

Some of the ways we may use this information are set out below:

Your adviser and FinFit Wealth Solutions Pty Ltd may have access to this information when providing financial advice or services to you;

Your adviser may, in the future, disclose information to other financial advisers, brokers and those who are authorised by FinFit Wealth Solutions Pty Ltd to review customers' needs and circumstances from time to time;

Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist your adviser and the FinFit Wealth Solutions Pty Ltd in providing financial advice and services to you.

Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing;

Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your adviser and FinFit Wealth Solutions Pty Ltd will continue to take reasonable steps to protect your information from misuse, loss, and unauthorised access, modification or improper disclosure. You can request access to the information through your adviser or FinFit Wealth Solutions Pty Ltd holds about you at any time to correct or update it as set out in the FinFit Wealth Solutions Pty Ltd Privacy Policy. The FinFit Wealth Solutions Pty Ltd Privacy Policy also contains information about how to make a complaint about a breach of the Australian Privacy Principles. For a copy of FinFit Wealth Solutions Pty Ltd.'s Privacy Policy visit [www.finfit.com.au](http://www.finfit.com.au) or you can contact us.

## Adviser Profile – Phil Sgangaella

Your financial adviser, Phil Sgangaella, is an Authorised Representative of FinFit Wealth Solutions Pty Ltd.

### Education and Qualifications

B Computing Science (UOW), Dip FS, Adv Dip FS, Margin Lending (Kaplan), SMSF (Kaplan) and CERTIFIED FINANCIAL PLANNER®

### Advice I can provide:

I can provide you with strategic advice as well as arrange the types of financial products listed below. I can help you to identify the types of services and products that will be appropriate to meet your financial goals. In addition, you can choose whether to receive advice about a range of needs all at once, or we can provide advice about a single issue so your most important goals are achieved first. Further advice can then be provided over time about any other needs or goals as required.

Strategies	Products
<ul style="list-style-type: none"><li>Guidance on budgeting and goal setting</li></ul>	<ul style="list-style-type: none"><li>Cash management trusts</li></ul>
<ul style="list-style-type: none"><li>Savings and wealth creation strategies</li></ul>	<ul style="list-style-type: none"><li>Retirement income streams</li></ul>
<ul style="list-style-type: none"><li>Investment planning</li></ul>	<ul style="list-style-type: none"><li>Direct fixed interest</li></ul>
<ul style="list-style-type: none"><li>Superannuation planning</li></ul>	<ul style="list-style-type: none"><li>Retail &amp; wholesale managed investment schemes</li></ul>
<ul style="list-style-type: none"><li>Pre-retirement planning</li></ul>	<ul style="list-style-type: none"><li>Socially responsible investments</li></ul>
<ul style="list-style-type: none"><li>Retirement planning</li></ul>	<ul style="list-style-type: none"><li>Hedge funds</li></ul>
<ul style="list-style-type: none"><li>Estate planning considerations</li></ul>	<ul style="list-style-type: none"><li>Master trust products</li></ul>
<ul style="list-style-type: none"><li>Centrelink planning</li></ul>	<ul style="list-style-type: none"><li>Limited investment guarantee</li></ul>
<ul style="list-style-type: none"><li>Risk and insurance analysis</li></ul>	<ul style="list-style-type: none"><li>Superannuation product</li></ul>
<ul style="list-style-type: none"><li>Business succession planning</li></ul>	<ul style="list-style-type: none"><li>Personal and group insurance</li></ul>
<ul style="list-style-type: none"><li>Salary packaging advice</li></ul>	<ul style="list-style-type: none"><li>Business succession insurance</li></ul>
<ul style="list-style-type: none"><li>Gearing strategies</li></ul>	<ul style="list-style-type: none"><li>Margin lending facilities</li></ul>
	<ul style="list-style-type: none"><li>Self managed super funds (including limited recourse borrowing arrangements)</li></ul>

### How I am paid:

FinFit Wealth Solutions Pty Ltd will typically retain 100% of the gross revenue received for the recommended financial services and/or products.

I am paid a salary and bonuses from FinFit Wealth Solutions Pty Ltd and I also have equity in the business which may result in me receiving additional capital and profit related benefits.

## **Why don't you take the first step to becoming financially fit?**

**We look forward to working with you.**

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