



Investment & Financial  
**PARTNERS**  
GROUP

## FINANCIAL SERVICES GUIDE

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MI PRIVATE WEALTH PTY LTD

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## WHAT WE DO

The key areas of advice for our advisers include (but are not limited to);

- Wealth Accumulation
- Income and Asset Protection
- Tax Strategies
- Superannuation including Self-managed superannuation funds;
- Retirement and Redundancy Planning
- Estate Planning
- Government Benefits

Our advisers work in close collaboration with a vast network of specialist advisors in tax, accounting, legal, banking and investments, to provide a tailored financial solution for every client.

We are authorised to provide personal advice, general advice and deal in services relating to:

- Deposit and Payment Products – Basic and Non-basic
- Government Debentures, Stocks or Bonds
- Investment Life Insurance Products
- Life Risk Insurance Products
- Managed Investment Schemes, including IDPS
- Retirement Savings Account Products
- Securities
- Superannuation - All
- Standard Margin Lending Facility

## DOCUMENTS YOU MAY RECEIVE

When your adviser provides personal financial advice to you, you may receive one or more of the following documents:

- Letter of Initial Engagement
- Statement of Advice (SoA)
- Record of Advice (RoA)
- Product Disclosure Statement (PDS)
- Annual Engagement Agreement

The SoA will explain the basis for our advice, the main risks associated with the advice, the cost to you of implementing the advice, the benefits we and your adviser receive and any conflicts of interest which may influence the advice.

The RoA may be provided in situations where further advice is provided. The RoA streamlines the documentation process by avoiding unnecessary duplication of information already provided in previous advice documents.

A PDS will be provided if a product recommendation, other than for securities, is made and includes detailed information on the financial product, including features, benefits, conditions, costs and cooling off rights (if applicable).

You may request in writing a copy of any advice document up to seven (7) years after the advice has been given.

## GIVING US INSTRUCTIONS

Investment & Financial Partners and your adviser may accept your instructions by phone, letter, email or fax. In some instances, only written instructions from you can be accepted and we will let you know when this occurs.

## HOW WE CHARGE FOR OUR SERVICES

The cost of providing a financial product or service to you will depend on the nature and complexity of the advice, size of investment portfolio, type of financial product and/or service provided. All fees for our services are payable to Investment & Financial Partners. All fees and commissions are inclusive of GST.

Initial consultation	No fee is charged for your initial consultation.
Advice preparation	<p>The Advice Preparation fee includes the cost of gathering information, conducting research, determining our advice and the production of the Statement of Advice.</p> <p>Our advice preparation fee will range from \$550 to \$20,000, depending on complexity of the work involved.</p>
Implementation	<p>If you decide to proceed with our advice, we may charge a fee for the time we spend assisting you with implementation. These costs may be in addition to any advice fee and will be set out in your advice document.</p> <p>Our implementation fee will range from \$550 to \$100,000 per entity.</p>
Annual advice fee	<p>Our annual advice fee depends on the services that we provide you.</p> <p>Our annual advice fee will range from \$2,200 to \$132,000 pa. The fee may be a flat fee or expressed as a percentage of your portfolio. Our services and fees will be set out in an annual client engagement.</p>
Ad hoc advice	Where you do not wish to participate in an annual engagement arrangement but require advice or administrative services on an ad hoc basis, an hourly fee of between \$165 and \$440 may apply. The fee will be agreed with you prior to the provision of any financial services.
Execution only service	Where we provide a financial service to facilitate buying or selling of a specific financial product as instructed by you, a one-off minimum of \$330 and a maximum of 0.55% of the trade value may apply.
Insurance products	<p>We may receive a one-off upfront commission when you take out an insurance policy we recommend. We may also receive a monthly commission payment for as long as you continue to hold the policy. The relevant insurer will pay:</p> <ul style="list-style-type: none"> <li>• initial commission between 0% and 66%</li> <li>• ongoing commission between 0% and 22% of the annual premium</li> </ul> <p>For example, for an insurance product with an annual premium of \$2,200, where the issuer pays us an upfront commission of 66%, we will receive \$1,452. The issuer will pay us 11% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,200, this equates to \$242 per year.</p> <p>Commissions are paid to by the product provider and are not an additional cost to you.</p>

## HOW WE ARE REMUNERATED

Generally, whenever we provide a recommendation for a financial product or service, we may be remunerated through either:

- An initial fee for service; or
- Annual service fee; or
- Commission payments from product providers where applicable; or
- A combination of any of the above

## AUTHORISED REPRESENTATIVE REMUNERATION

All fees or commissions are initially paid to MI Private Wealth before being distributed in full to the relevant Corporate Authorised Representative.

James is the owner of Investment & Financial Partners and he is remunerated through the profits that it makes.

Ryne is an employee of the practice and is paid a salary. He may also be paid an additional performance bonus depending on the financial success of the business.

## OTHER BENEFITS

We and your adviser may receive other benefits from product providers such as training, meals and entertainment. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

## REFERRAL FEES

In some situations, we may receive fees where you are referred to an external party. You will be advised of the referral arrangement whenever you are referred to an external party.

## YOUR PRIVACY

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and on our website [www.ifpgroup.com.au](http://www.ifpgroup.com.au).

## REPORTING YOUR CONCERNS

Your satisfaction is very important to us and we have procedures in place to resolve any concerns promptly and fairly.

If you are not satisfied with our services, we encourage you to contact us. Please call, email or put your complaint in writing to our office.

If your complaint is not resolved within 30 days or to your satisfaction, you may refer the matter to the Australian Financial Complaints Authority (AFCA). You can contact AFCA on 1800 931 678 or [www.afca.org.au](http://www.afca.org.au). AFCA provides a fair and independent complaint resolution service which is provided to you free of charge.

MI Private Wealth holds an Australian Financial Services Licence. It is required to comply with the obligations of the Corporations Act and the conditions of its licence. This includes the need to have adequate compensation arrangements in place with a Professional Indemnity insurer for the financial services that it and its current and past representatives provide.



#### HEAD OFFICE

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