

Financial Services Guide: Part Two



This document is Part Two of a Financial Services Guide & must be read in conjunction with Part One.








This Financial Services Guide (FSG) contains important information about:

- Your Authorised Representative/s;
- The Financial Products and Services provided by your Authorised Representative;
- How your Authorised Representative charges for their services; and
- How NEO Financial Solutions Pty Ltd (the Licensee, 'NEOFS' AFSL 385845) and its Authorised Representatives are paid.

Authorised Representatives Profile





Corporate Authorised Representative Profile

Authorised Representative Name		The Trustee for OFP Unit Trust
Authorised Representative ASIC Number		1006949
Trading Name		Omnis Financial Planning
Business Address		1 Alvan Street, Subiaco WA 6008
Postal Address		PO Box 1296, Subiaco WA 6904
Telephone		08 9380 3555
Fax		08 9380 9515
Mobile		0419 118 809
Email		daniel@omnisgroup.com.au
Website		www.omnisgroup.com.au

The Trustee for OFP Unit Trust T/A Omnis Financial Planning is a Corporate Authorised Representative of NEO Financial Solutions Pty Ltd.

Authorised Representative Profile

Authorised Representative Name		Daniel Morcombe
Authorised Representative ASIC Number		311943
Mobile		0419 118 809
Email		daniel@omnisgroup.com.au

Daniel Morcombe is an Authorised Representative of NEO Financial Solutions Pty Ltd and a Sub Authorised Representative of Omnis Financial Planning.

Authorised Representative Background

Qualifications BSc, Adv. Dip FP, Member FPA

Daniel Morcombe is an experienced financial planner and personal risk advisor who helps business owners, medical specialists and retirees to manage their often complex financial affairs to build and protect their wealth so they may enjoy a life of financial security and choice.

Daniel's clients share key characteristics; as business owners and medical specialists both young and established professionals - they experience considerable time pressure; as high income earners they have financial complexity that regularly traverses personal and business matters, and in retirement Daniel's clients require advice for reliable income streams and wealth protection strategies.

A financial services professional with advanced qualifications since 2002, Daniel's considerable financial knowledge is matched by his ability to build strong and genuine personal relationships. Firmly focused on helping people, he strives to make a difference through financial education, mentoring and leadership that enables his clients to protect their livelihood and grow their wealth.

Financial Products Authorisation



The Authorised Representative named in this FSG has been authorised by NEOFS to provide advice and deal in the following financial products:

✓	Deposit & Payment Products	✓	Managed Investments
✓	Government Debentures, Stocks & Bonds	✓	Securities
✓	Life Products – Life Risk Insurance Products	✓	Self-Managed Superannuation Funds
✓	Life Products – Investment Life Insurance Products	✓	Standard Margin Lending Facilities
✓	Superannuation, RSA's & Retirement Income Stream Products		

The Authorised Representative named in this FSG cannot advise or deal in the following financial products:

*	Managed Discretionary Accounts	*	Derivatives
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How We Get Paid



NEOFS receives all remuneration for services provided by your Authorised Representative. NEOFS then pays The Trustee for OFP Unit Trust T/A Omnis Financial Planning 100% of all remuneration received. From this The Trustee for OFP Unit Trust T/A Omnis Financial Planning pays Daniel Morcombe a salary, share of profits and/or bonuses.

Following is a guide as to how commissions and/or fees may be charged. If you choose to receive personal advice, the Statement of Advice you receive will detail the specific payments in relation to the products recommended.

What Are the Costs



All Fees Are Inclusive of GST.

Your Authorised Representative may provide you with an initial meeting for which there is no charge. Further meetings including the preparation, implementation and ongoing advice will be charged by one or a combination of methods as outlined below. You may elect to be invoiced directly for these fees to be paid to NEOFS or you may elect to have these fees deducted from your investments. An estimated cost of services will be provided to you before commencing any work.

Initial Appointment		
We will collect information from you at this meeting and provide you with general advice only at this meeting. The costs in providing comprehensive advice services will be quoted to you at this meeting. To receive comprehensive advice, you will need to have a Statement of advice prepared.	No Charge	
Fee for Service Hourly Rate		
We may charge an hourly rate for the services we provide.	\$330 / Hour	
Statement of Advice Preparation Fees	From (Min)	To (Max)
Advice fees are charged based on the complexity of the advice provided. <i>Please note the SOA preparation fees still apply where you decide not to implement our advice.</i>	\$550	\$10,000
Implementation of Advice (Non-Insurance) (1 st Year Only)	From (Min)	To (Max)
Implementation Fee: Flat Fee Investment of superannuation and non-superannuation funds	\$1,000	\$5,500
Life Insurance Commission – New Policies (1 st Year Only)	From (Min)	To (Max)
This commission is payable by the insurance company and is a percentage of the insurer's base premium i.e. premium excluding stamp duty, fire services levy, GST, modal loadings or any other government charges, taxes, fees or levies. <u>Example:</u> if the annual premium was \$1,000 NEOFS would receive up to \$660 in the first year based on the maximum.	0%	66%

Ongoing Advice Fee (Non-Insurance)	From (Min)	To (Max)
Ongoing Advice: Flat Fee Ongoing Advice fees will be determined by the complexity and requirements of the recommended strategy.	\$500	\$20,000
Ongoing Advice: Asset Scale Fee Based on the account balance of superannuation and non-superannuation portfolios. The ongoing commission is paid based on the value of your holding in a product for as long as you hold the product. <u>Example</u> : if your account balance is \$250,000 and you are charged 0.88%, NEOFS would receive \$2,200 per annum.	0%	1.1%
Ongoing Life Insurance Commission – New Policies (Year 2 Onwards)	From (Min)	To (Max)
NEOFS may also receive a renewal commission from the insurance company each year while your policy is in force. This is a percentage of the base annual premium you pay. <u>Example</u> : if you're annual premium is \$1,000 NEOFS would receive up to \$330 per annum based on maximum.	0%	33%

FSG Issued by: **NEO Financial Solutions Pty Ltd**
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