

Financial Services Guide (Part Two)

1 January 2019



Bob Nixon

Authorised Representative No. 000264149

I am an authorised representative of Total Financial Solutions Australia Limited (TFSA), AFS License 224954

My company, Nixon Financial Services Pty Ltd, is a corporate authorised representative of TFSA, Representative No 000321469.

The services I can provide

- Wealth Creation
- Financial Planning
- Investment Planning
- Retirement Planning
- Superannuation and Rollovers
- Life and Disability Insurance
- Estate Planning
- Gearing
- Portfolio and Insurance Reviews
- Aged Care Financial Advice
- Centrelink Advice

The products I can advise you on

- Life Insurance
- Superannuation
- Managed Investments (including Investor Directed Portfolio Services)
- Securities
- Margin Lending
- Deposit Products
- Annuities
- Government Bonds
- Self-Managed Super Funds

My education qualifications and experience

- Bachelor of Commerce - Melbourne University
- Diploma A.I.I - Australian Insurance Institute
- Certificate IV in Financial Planning - Integratec
- Fellow, Association of Financial Advisers
- Member, Self-Managed Super Fund Association

How to find me

Our offices are located at:

Gisborne Office

Shop 10, 34A Hamilton Street
Gisborne VIC 3437

Sunbury Office

19 Evans Street
Sunbury VIC 3429

Appointments

If you would like an appointment to discuss your financial needs and objectives in more detail, please contact me:

Phone: (03) 5428 0123 (Gisborne)
(03) 9744 2400 (Sunbury)

Mobile: 0412 335 246

Fax: (03) 5420 7710

Email: bobnixon@tfsa.com.au

Mail: PO Box 692
Gisborne VIC 3437

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Remuneration

Partnership that counts

Initial Remuneration

First meeting

The purpose of the first meeting with a prospective client is to determine whether we can work together to help achieve the prospects' particular goal. The meeting mostly focusses on gathering background facts, measuring attitudes and getting an understanding of any particular preferences. There are times when no further action is required and in that instance a meeting fee of \$350 + GST per hour will be charged.

Subsequent meetings

Where it has been determined that an advice relationship will be established which includes ongoing management of client monies then the charges default to the scale below. All meetings, initial and subsequent, and all research time and administrative services are included in the 'holistic' service package and are covered by the following fees.

Initial Statement of Advice (SoA)

This SoA sets out the agreed plan of action determined by the initial and any subsequent meetings prior to any investment of monies or placement of Insurances. The fee is in 2 parts, first a flat fee of \$2000 + GST and additionally a sum based on the amount taken into our care. This amount is 1.5% of the first \$100,000; 1% of any part above that and up to \$600,000; 0.5% of any amount in excess of \$600,000; all fees are plus GST

As an example a person coming into our advice may have 2 to 4 establishment meetings prior to the SoA being presented. If that person had \$250,000 to place under our advice the total initial fee would be $\$2000 + 1500 + 1500 = \$5000 + \text{GST}$. If further amounts are added to the investment amount later they are charged as though they formed part of the original amount.

Special cases

Where an investor has less than \$100,000 to begin their advice association with NFS a discounted fee scale may be offered.

Remuneration

Partnership that counts

Insurance Remuneration

For an insurance product written between 1 January 2019 and 31 December 2019 we may receive initial remuneration between 0 - 77% (including GST) and ongoing remuneration of up to 33% p.a. (including GST) of the annual premium.

Example: If your Adviser recommends an insurance product with an annual premium of \$400 per annum, TFSA may receive an initial payment of up to \$308 (including GST), of which 100% will be passed on to your Adviser. Also, TFSA will receive ongoing payments of up to \$132 per annum (including GST), of which 100% will be passed on to your Adviser.

Ongoing Fees

The provision of **ongoing advice** is an essential part of our engagement to ensure your strategies and investments solutions continue to be suitable. Advisers must meet the **'in the client's best interest'** duty at all times and provide supporting advice to each and every client until the client terminates the relationship. The scale of this fee is related to the service requirements, responsibility and professional risk involved as portfolios increase in size.

Ongoing service fee is charged on the value of investments held by a client to cover all ongoing service requirements on the client's behalf. The fee is 1.1% on any amount up to \$600,000 then 0.55% on any excess (including GST). For example, if you have an investment with a value of \$500,000 your fee will be \$5,500 (including GST) per annum.

The actual amounts involved will be deducted monthly from client investment accounts unless otherwise agreed.

Referrals

Partnership that counts

Your adviser, Bob Nixon, may refer you to Pacific Eastcoast for the purpose of exploring **direct property opportunities**. Your adviser is not authorised to provide any advice on direct property investment. TFSA will receive an amount of 2.5% (plus GST) of the contract price of a property purchased by you as a client referred to Pacific Eastcoast by your Adviser, of which 100% is passed to your adviser. This amount will be paid in two instalments: 50% at the time that the contract deposit is paid, and the remaining 50% once the property purchase has settled. For example, if you fully complete a purchase of a property for \$500,000 through Pacific East Coast, TFSA would receive \$12,500 (excluding GST), 100% of which would be paid to your adviser. Your adviser will disclose the exact amount in any personal advice document you receive.

Your adviser Bob Nixon may refer you to MLC Mortgage Solutions for the purpose of providing **credit advice**. Bob Nixon is not authorised to provide credit advice. TFSA will receive a maximum upfront amount of 0.66% (incl. GST) of the amount drawn down for any loan plus a maximum ongoing amount of 0.33% pa (incl. GST) of the loan value. 100% of this amount will be passed to your adviser. For example if you implement a loan of \$500,000, TFSA will receive a upfront fee of \$1,650 (including GST) and a ongoing amount of \$825 (including GST), 100% of which would be paid to your adviser.

If you were referred to me by any third party the specific referral arrangements applicable to your referral will be set out clearly in the Statement of Advice.

Relationships and Associations

Bob Nixon or Nixon Financial Services Pty Ltd may own and may acquire further shares in TFSA's ultimate parent company, Countplus Limited.