



# Financial Services Guide (Part Two)

1 January 2018

## Your Adviser

### Joel Plowman

Authorised Representative No. 1256299

I am an authorised representative of Total Financial Solutions Australia Limited (TFSA), AFS License No 224954

I am employed by Nixon Financial Services Pty Ltd which is a corporate authorised representative of TFSA, Representative No 321469.

### The services I can provide:

- Wealth Creation
- Financial Planning
- Investment Planning
- Retirement Planning
- Superannuation and Rollovers
- Life and Disability Insurance
- Estate Planning
- Portfolio and Insurance Reviews

### How to find me:

My office is located at:

#### Gisborne Office

Shop 10, 34A Hamilton Street  
Gisborne VIC 3437

#### Sunbury Office

19 Evans Street  
Sunbury VIC 3429

### The products I can advise you on:

- Life Insurance
- Superannuation
- Managed Investments (including Investor Directed Portfolio Services)
- Deposit Products
- Retirement Savings Accounts
- Securities

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

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

Fax: (03) 5420 7710

Email: [jplowman@tfsa.com.au](mailto:jplowman@tfsa.com.au)

Mail: PO Box 692

Gisborne VIC 3122

### My education qualifications and experience:

- Bachelor of Accounting & Finance  
Swinburne University of Technology
- Diploma of Financial Planning  
Kaplan Professional
- Securities & Managed Investments, Kaplan  
Professional

## Remuneration

### Initial Remuneration

#### - Strategic Solutions

An introductory meeting is predominantly to ascertain the scope of the client needs for strategic solutions and our ability to meet these needs. Where this initial meeting is of a fact finding nature and no advice is given, there may be a discount of 50% of the standard fee to \$150 plus GST.

Statement of Advice preparation fee is at least \$2,200 including GST except where the amount invested is less than \$100,000 when the SoA fee will be reduced to 2% of the amount invested with a \$550 minimum charge.

Strategic advice provided by a Senior Adviser of Nixon Financial Services Pty Ltd., including preparation and follow up time, is charged at \$300 plus GST per hour or part thereof. Where a consultation leads to the supply of investment related product advice, a separate charge applies for the product advice.

There may be additional costs incurred due to involvement in other support staff assisting in the consultation service and these are charged at \$200 per hour for Associate Advisers, \$100 per hour for paraplanning and \$50 per hour for clerical staff, all plus GST.

#### - Investment Solutions

Where investment of monies, the transfer of an existing portfolio occurs or a new financial product(s) is to be supplied, all meetings and other support services are charged at the above rates plus an upfront investment implementation fee of 1.5% on the first \$100,000, then 1% up to \$600,000 and then 0.5% on any excess (all plus GST). The implementation fee may be reduced where the adviser determines that the fee is excessive in relation to the actual implementation costs.

If additional sums are contributed to the portfolio later, the implementation fee will apply at the rate applicable as if the new addition had formed part of the initial amount.

#### - Insurance Remuneration

For an insurance product written between 1 January 2018 and 31 December 2018 we may receive initial remuneration between 0-88% (including GST) and ongoing remuneration of 22% 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 \$352 (including GST), of which between 90-100% will be passed on to your Adviser. Also, TFSA will receive ongoing payments of up to \$88 per annum (including GST), of which between 90-100%, 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).

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

## Other Remuneration

Some products that we offer, such as insurance policies and some specialised investment products, pay substantial remunerations that are not a direct cost to you. These amounts are paid from the gross profit margin factored into the product by its issuer.

Where these arrangements exist, the full remuneration will be received and a fee may be applicable depending on the amount received and the time costs involved. All remunerations are disclosed in the Statement of Advice that you receive at the time a service/product is offered.

## Referrals

Your adviser, Joel Plowman, 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. Your adviser will receive an amount of 2.5% (plus GST) of the contract price of a property purchased by you as the client referred to Pacific Eastcoast less 20% of that amount, which is retained by TFSA as the licensee. Your adviser will disclose the exact amount in any personal advice document you receive.

Your adviser, Joel Plowman, may refer you to MLC Mortgage Solutions for the purpose of providing credit advice. Joel Plowman is not authorised by TFSA to provide credit advice. Joel Plowman 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. Of this amount 10% will be paid to TFSA.

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

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