

# Financial Planner Profile

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This Financial Planner Profile is part of the Lonsdale Financial Group Ltd (Lonsdale) Financial Services Guide (FSG) and these documents should be read together.

## Introducing your financial planner

The Authorised Entity is Flynn Sprake Financial Services Pty Ltd ABN 57 067 567 435, trading as Flynn Sprake Financial Planning, Corporate Authorised Representative Number 251038.

|                          |   |
|--------------------------|---|
| <b>Company name:</b>     | Flynn Sprake Financial Services Pty Ltd             |
| <b>Business address:</b> | 17 Gurwood Street (PO Box 383) WAGGA WAGGA NSW 2650 |
| <b>Telephone:</b>        | 02 6921 1999  |
| <b>Facsimile:</b>        | 02 6921 1499  |
| <b>Email:</b>            | msuthern@fsfp.com.au                                |
| <b>Web address:</b>      | www.flynnsprake.com.au                              |

The individual financial planner appointed by this practice to provide the service is:

### **Marie Suthern**

Authorised Representative Number 310991

Marie has the following qualifications, memberships and experience:

- Diploma in Financial Planning
- Certified Financial Planner® Practitioner
- Member of the Financial Planning Association, Riverina Chapter Chair
- Margin lending, geared investments and self-managed superannuation funds accreditation
- Over 15 years' experience

Marie joined the team at Flynn Sprake Financial Planning in March 2007, becoming a Partner in 2008. She gained experience in financial planning at two other practices before joining Flynn Sprake.

## Products and services

Your financial planner is authorised by Lonsdale to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Life products, including:**
  - Investment life insurance products
  - Life risk insurance products
- **Superannuation products, including:**
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds
- **Margin lending facilities (standard)**
- **Retirement savings accounts**
- **Managed investment products, including:**
  - Master trusts, wrap facilities
  - Property funds
  - Tax-effective investments
  - Managed trusts
  - Investor directed portfolio services (IDPS)
- **Government bonds, stocks or debentures securities:**
  - ASX listed shares, instalment warrants and fixed interest

## How will you pay for the financial services?

At the initial meeting, your financial planner will explain the services that are available to you, what you can expect and the payment options that are available.

Before you become a client of Flynn Sprake Financial Services Pty Ltd, remuneration and payment will be agreed and the details of any fees and commissions payable, and any other relevant remuneration and benefits, will be disclosed to you in the statement of advice (SoA). For any financial product that is recommended, the product disclosure statement (PDS) for that product will outline the fees payable to the product provider. Any of the payments listed below will be made as agreed with you or to the extent permitted by law.

A summary of the way Flynn Sprake Financial Services Pty Ltd is paid is outlined below and all fees quoted are inclusive of GST.

### Financial planning advice fee

You may be charged a fee that is based on either the standard service fee that applies or the time spent developing the plan. The plan based fees (ie SoA) start from \$550 for a limited advice plan and vary, depending on scope and complexity of the advice provided.

During your initial discussion with your financial planner, they should be in a position to provide you with a reasonable estimate of the financial planning advice fee and you are encouraged to discuss this during the meeting.

### Financial planning implementation fee

You may be charged a fee based on the time spent implementing the recommendations and strategies. The implementation fee starts at \$550 but will vary depending on the complexity of advice and facilitation required, as well as the process to check and confirm that the correct action has been undertaken on your behalf.

You have a choice of how you can pay the implementation fee – it can either be invoiced directly or debited directly from funds invested.

Please note, should you choose not to proceed with the advice provided to you in your SoA, you will be invoiced for the cost of preparing your SoA.

## Financial planner service fee – ongoing

This fee may be charged depending on the type of ongoing review service provided to you.

This will be agreed in advance with your financial planner and may be paid annually, monthly or as per your agreement. This fee is a fixed dollar amount that is based on a combination of factors such as the amount you elect to invest, the complexity of the structure involved, the number and types of investments and the level of ongoing service that is required.

To ensure that your situation is continuously reviewed, clients are encouraged to take up an ongoing review service. A regular review will compare the performance of your strategy to the performance of local and international markets, provide an overview of the current superannuation and taxation laws, as well as the impact that any changes to your own personal and financial circumstances may have on your overall plan. Generally, if you agree to an ongoing financial planner service fee, you will sign a client service agreement which sets out the services that will be provided together with the cost. At all times, Flynn Sprake Financial Services Pty Ltd reserves the right to adjust the ongoing financial planner service fee depending on the services used.

You have a choice of how you can pay the financial planning service fee – it can either be invoiced directly or debited directly from funds invested.

The total fee may range from \$550 to \$25,000 per annum. Please note that the amount charged will be set out in your SoA.

## Financial planning service fee once-off

If you are not on an ongoing review service, but would like to engage Flynn Sprake Financial Planning to provide you with once-off strategic or placement advice only, you may be charged an hourly rate of between \$165 and \$330 per hour.

## Initial and ongoing commissions for personal risk insurance

**Initial commission** – When insurance products are recommended, the insurance provider may pay Lonsdale an initial commission based on the value of your premium, which could be up to 125 per cent of the value of the premium. Lonsdale reserves the right to retain 5 per cent of this premium before paying the balance to Flynn Sprake Financial Services Pty Ltd.

**Ongoing commission** – When a life insurance policy is renewed, the insurance provider may also pay a renewal commission which could be up to 35 per cent of the value of the renewal premium amount.

## Product fees

All product providers are required by law to issue a PDS which outlines all the fees payable within the product.

## Initial and ongoing commissions for investments entered into before 1 July 2013

The product provider pays the initial commission and ongoing commissions to Lonsdale. This amount is not in addition to the cost of your entry fee. This commission may be up to 5.5 per cent (for initial commissions) and 1.1 per cent (for ongoing commissions) dependent on the product provider and the specific product that is recommended. These payments apply to initial and additional investments.

For any investments entered into after 1 July 2013, initial and ongoing commissions from the product provider are not paid to your financial planner.

Through discussion, any combination of the above options may be negotiated.

## Are there any existing relationships that may influence the recommendations?

Flynn Sprake Financial Planning may charge a fee of up to \$50 to process share trades