

Financial Services Guide

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Best Interest Advice Pty Ltd
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Introduction

This guide contains important information about the services we offer, how we and our associates are paid, any potential conflict of interest we may have and our internal and external dispute resolution procedure and how you can access it.

Best Interest Advice Pty Ltd has held an Australian Financial Services Licence Number 292925 since 2006. Its services are varied and it authorises individuals and corporates to provide fee-based advice to Australian individuals and small and medium size companies.

Our AFS Licence permits us to advise on, and deal in, the following classes of financial products:

- deposit and payment products
- government debentures, stocks or bonds
- general insurance products
- investment life insurance products
- interest in managed investment schemes
- investor directed portfolio services
- RSA products
- life risk
- insurance products
- managed investments
- retirement income streams
- securities
- standard margin lending facilities
- superannuation
- self-managed superannuation funds
- Applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of deposit products, general insurance government bonds, life products and investor directed portfolios, RSA's and securities standard margin lending facility and superannuation to retail and wholesale clients.

- **Notice of independence as required under the Corporations Act 2021.**
- Best Interest Advice AFSL 292925 and its various divisions are required to insert the following into our financial services guide declaring that we are not independent, impartial, or unbiased within the meaning of the corporations' act and here is why.
- The law makes it exceedingly difficult for most advisers in today's marketplace to say they are independent, unbiased, or impartial, even if they are not linked in any way to a financial product provider like a bank or insurance company like we are. We have been determined for a long time to offer advice to our clients that is in their best interest and in some cases, it will involve servicing their insurance or bank products where a commission has been built into the product. The receipt of this commission means that we cannot call ourselves independent or unbiased.
- It does not, in any way, mean that the advice is any less appropriate. We always provide advice that is in the clients' best interest and meets their goals and objectives and is fee based so this takes out of play any conflict of interest.

We may give you other documents when providing our services. These may include:

- **Statements of Advice** - If we provide you with advice about your personal circumstances, we will set out our advice in a Statement of Advice (or in some cases, a shorter document called a Record of Advice). This will also tell you how we will be remunerated for the advice we give you. When we provide further advice to you, we may not give you a Statement of Advice, however we will record the advice and you can ask us for a copy of the advice by calling us.
- **Product Disclosure Statements** - If we recommend that you acquire a financial product, we will also provide you with a Product Disclosure Statement containing information about the products features and risks.

What information should I provide to receive personal advice?

Our advisers will only provide advice after you agree to the terms of our Financial Services Guide. You will then be required to complete an online or phone based personal fact find which will collect your personal information, goals and objectives, financial situation and needs. If you do not provide accurate information about your situation, the advice you receive may not be appropriate to your needs. We will also collect information from other means like the tax agent portal and other data sources only with your prior approval. This will assist us in getting an accurate and full picture of your financial position from which to provide a recommendation. We cannot provide appropriate advice unless we receive accurate information.

What is the difference between getting general advice and personal advice?

General advice is given only if your adviser clarifies with you (the client), when they give the advice, that they are not giving personal advice, because they do not consider the relevant circumstances (i.e., your objectives, financial situation or needs). We will also issue a warning that it is general advice. If you choose to receive general advice, then it will be without considering your objectives, financial situation or needs (s949A (2) (a) of the Corporations Act. You should then consider whether this advice is appropriate to your needs before you enlist us to provide personal advice.

What do we charge for the advice and services we provide?

Before you engage us to provide personal advice, we will outline in our engagement letter to you an estimate of the fees that will be charged based on the scope of the advice. Our fees are reasonable and based on putting you in a better financial position. Our minimum fee is \$2,000 for the preparation of a comprehensive plan that will address the following:

- Identify your financial and investment objectives, considering your current financial position and personal circumstances.
- Help you to develop financial goals and investment strategies.
- Advise you how to implement your investment strategies; and
- Recommend and arrange financial products that are suitable for your needs.
- Monitor your financial well being with a fully automated digital advice service that integrates with your superannuation fund, bank, and insurance provider once you appoint us as your adviser and agree to the terms and conditions of our website.

Additional Services and brokerage fees

Any services provided outside the initial arrangements will be charged based on the time spent and be calculated based on the consultancy rates.

Desktop Broker, Macquarie Online Trading and Open markets

For Desktop Broker and Macquarie Online Trading, we receive an additional brokerage fee of \$10.00 or 0.01% of the trade amount, whichever is greater.

| | |
|---|---|
| Upfront and/or ongoing commission for insurance products | <p>We may receive an upfront and/or ongoing commission payment from a life insurance company for recommending their products. The initial commission may be a maximum of 60% with a trailing commission of 20%. Alternatively, a level commission may be received and this is 30%. These rates exclude GST.</p> <p>If you appoint us as your adviser, then we may receive ongoing commission or fees associated with your account.</p> |
| Lending and credit brokerage and commission | <p>We hold a credit licence 292925 and may be entitled to receive a commission on loans and lending products between 0.25% and 1.00%.</p> |

Ongoing Investment Management Fees:

We charge a portfolio management and investment selection fee to implement and rebalance your investment portfolios. This fee is deducted monthly and is between 0.042% and 0.079% (excluding GST) and will be shown separately in the statement of advice or record of advice. This fee will be either deducted from your investment or invoiced separately, depending on the engagement terms.

SMSF establishment and administration fees include:

- SMSF establishment documents including Trust Deeds or Corporate Trust Deeds from a third-party provider.
- ATO registration with TFN and ABN application on your behalf
- Establishment for a Crypto Trading Account that meets compliance requirements for SMSF administration.
- Desktop Broker, Macquarie Cash Management Account establishment
- Preparation of financial statements, tax preparation and lodgement. This can be electronic form or paper based.
- Independent audit appointment.

| Fee Type | Fee (ex GST) |
|---|-----------------------|
| One-off set-up fee. Fund establishment trust deed, registration with ATO including ABN and TFN application. | \$600 |
| One-off fee for corporate trustee establishment (if applicable) Includes ASIC company registration fee. | \$880 |
| Ongoing administration for one bank account Annual audit fee | \$150 month* \$600 |

*This fee is for a no advice administration only service. Additional fees may apply for complex funds, and this is charged on a time basis.

Note: Each ETF in your portfolio will charge management fees to cover their admin/operating costs. These fees flow to the ETF issuer and are incorporated in the share price of the ETF. We do not receive a fee from the ETF provider.

Other financial services- Financial Choice-Longview model portfolios

We offer three tailored Investment portfolios for clients of exchange traded funds. We use Longview Economics out of London as our global adviser and asset consultant. Longview Economics are paid a retainer fee by Best Interest Advice to provide us with daily updates and monthly videos on global economic conditions. These updates and advice provide intelligence to discern what ETF's we use to maximise the performance of these portfolios.

In addition to the three tailored portfolios, we also offer two other thematic portfolios focusing on sustainability and alternative energy.

Personal Tax Return fees

Australian Online Taxation Services Pty Ltd is a registered tax agent. Existing clients can use AOTS to get a complete listing of all superannuation accounts for free to assist in consolidating your accounts and updating the information for the provision of advice. This Information also contains information that includes your investment income, deductions, and health Insurance. You are registered on our taxation portal for the benefit of providing accurate Information on your current taxation situation. If you no longer want us to prepare and lodge your tax return, we are obliged to delete your details from the tax portal but retain information as required by law. You need to appoint another tax agent.

Referral Arrangements and how do you deal with us.

We do not pay referral fees. You can deal with us in person, by phone, fax, or email.

Complaints

We hope you will be satisfied with our services and encourage you to discuss any concerns you have with your adviser or our client services staff.

Should our staff fail to assist you, we have an established procedure to deal with complaints. If you make a complaint, we will:

- acknowledge its receipt.
- assign it to an appropriate person for investigation and resolution.
- respond to you as quickly as we can in writing and try to resolve the issue as quickly as possible.

We are a member of an external complaint handling authority, Australian Financial Complaints Authority (AFCA). Before you lodge a dispute with AFCA, read about the types of disputes we can consider. If your dispute remains unresolved even after you have complained directly to your financial services provider, learn how you can lodge a dispute with us.

Should we fail to solve your complaint within the above guidelines or to your standards, you may contact the AFCA who can be contacted at:

- Phone: 1800 931 678
- Email: info@afca.org.au
- Mail: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

Professional Indemnity Insurance

Best Interest Advice maintains Professional Indemnity Insurance policies on behalf of your adviser. These policies cover the advice, actions and recommendations which your adviser has been authorised to provide to you by Best Interest Advice. These arrangements satisfy the requirements imposed by the Corporations Act.

Grandfathered and other fees that may be paid.

For clients to whom we provided services before 1 July 2014, we may receive a commission from the product issuer (usually at the end of each month or annually). The amount varies depending upon the product, but is in the range of:

- Investment and superannuation– up to 0.20% of the funds invested.
- Investment and superannuation held through a platform – up to \$78 per member.
- Insurance– between 20% and 30% of the premium you pay.
- Latrobe 12-month investments. We may receive a fee of 0.50% on investments placed with Latrobe investments. These are rebated to the client if the client has previously paid a fee.

Privacy Policy

Your privacy is important to Best Interest Advice. We have systems and processes in place to protect your privacy. For further details of our privacy policy please refer to our websites www.financialchoice.com.au, www.selfmanagementsuper.com.au, www.findmysuper.com.au, www.lifecoveronline.com.au

How can you contact us?

You can contact Best Interest Advice in the following ways:

- Phone: 1300 664 118
- Email: support@selfmanagementsuper.com.au OR support@financialchoice.com.au
- Postal Address: PO Box 115 North Ryde BC NSW 1670
- Business Address: Level 4, 32 Delhi Road, North Ryde NSW 2113

Declaration and understanding of our services (please sign)

I have received, read, and agree to the terms and conditions outlined in this Financial Services Guide (FSG) and hereby appoint Best Interest Advice to prepare a statement of advice for the retainer fee disclosed In this document.

Signature of client _____ Date: _____

This FSG covers the following brands under the Best Interest Advice AFSL.



FINANCIAL
CHOICE



LifeCover
ONLINE



End of document.