

## Wealth Today Pty Ltd

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Australian Financial Services Licence: 340289

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## FINANCIAL SERVICES GUIDE

This Financial Services Guide (FSG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence. It provides you with information about Wealth Today Pty Ltd to help you decide whether to use the financial services we provide. This FSG explains the services we can offer to you and the types of products we offer. It also explains how we (and other related persons) are remunerated for these services, and includes details of our external complaints handling procedures and how you can access them. Wealth Today Pty Ltd authorises the distribution of this FSG. If you choose to use our service you may also receive from us a Product Disclosure Statement (PDS), Statement of Advice (SOA), and/or a Record of Advice (ROA). To invest in any of our recommended financial products you must complete the application form attached to the relevant PDS. The PDS contains information about the particular product and will assist you in making an informed decision about that product.

If we provide you with personal financial product advice rather than general financial product advice we will initially provide you with an SOA. Personal financial product advice is advice that takes into account one or more of your objectives, financial situation and needs. The SOA will contain advice, the basis on which it is given and information about fees, commission and any associations which may have influenced the advice. On an ongoing basis, an ROA will be provided instead of an SOA if there have been no significant changes in your personal circumstances or the basis of the advice has not significantly changed since your last SOA was provided. You have the right to request a copy of your ROA at any time.

We will not provide advice on classes of financial products other than those identified in Wealth Today Pty Ltd Australian Financial Services Licence. Wealth Today is responsible for the advice provided and services offered to clients by an Authorised Representative of Wealth Today Pty Ltd.

### Who are we?

Wealth Today Pty Ltd is a leader in the Australian Financial Services marketplace, offering a range of financial products and services that challenge traditional investment boundaries and offer diverse capabilities. Wealth Today Pty Ltd is an Australian based group of qualified advisers with over 50 years combined experience. We have clients all over Australia who are using our experience to create wealth, enjoy a comfortable retirement, or both. Our goal is to utilise our client's assets, as well as their income, to achieve their personal goals without adversely affecting their current lifestyle. We are committed to facilitating high quality advice and continued excellence in our service to you.

### Why are we different?

Unlike most financial planning companies, we are not obligated to any financial institution, bank or insurance company. We are free to recommend products that we feel best suit our clients' needs. We offer personal advice for each client who is treated as a valuable customer - not just a member. Wealth Today Pty Ltd is licensed through ASIC. We are committed to strict industry and ethical guidelines and in providing exceptional service to our clients.

### What services do we offer?

- Financial Planning
- Investment Strategy
- Superannuation strategies, including Self Managed Superannuation Funds
- Life and disability insurance, including investment life insurances
- Tax Effective Investments
- Retirement Planning Advice
- Portfolio review services and Ongoing Advisory Service

### What will we not do?

We will not provide advice on products that are not on our Approved Products List. Your adviser does not have authority to advise on products that are not on Wealth Today's Pty Ltd Approved Product List. We will not provide advice on classes of financial products other than those identified in Wealth Today Pty Ltd AFS Licence.

### What do we expect from you?

We expect that you will provide us with accurate information that we request, so that we have a reasonable basis on which to provide you with advice. We expect that you will use our advice to enable you to make informed financial decisions. We expect that where appropriate you inform your adviser of any changes that may influence your future

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objectives. As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Finance Act to verify your identity and the source of any funds. This means that we ask you to present identification documents such as passports and drivers licence. We will also retain copies of this information. We assure you that this information will be held securely. We cannot provide you with services if you are unwilling to provide this information.

## **How are we paid for the Services we provide?**

Our initial meeting is free of charge. After the first meeting, your adviser will discuss the fees and charges that will be applicable to your individual circumstances. We choose to be flexible in earning our fees and offer you flexibility to select the fee payment method most suitable to you. From our professional standpoint, Wealth Today Pty Ltd disregards the varying commissions that are paid by product providers in order to remove bias and maintain integrity in our product selection process. Due to the varying nature of individual client cases, our fee for SOA preparation, implementation and our portfolio review service process will be disclosed on an individual basis and may include the following:

### **1. Fee for Service**

This fee is based on an estimation of our timed costs. On implementation of our advice, any commissions paid are rebated under this arrangement. In the event that our quoted fee exceeds our timed-costs, you will be rebated accordingly of \$175.00 per hours (GST inclusive).

### **2. Commissions**

We may receive up to 5% (GST inclusive) of the invested amount from fund managers and other product issuers who investment products we recommend to you, and up to 127% of the premium for insurance products we recommend. Some companies also pay us an ongoing commission.

### **3. Combination of Fees and Commissions**

Full disclosure of all fees will be contained in the Statement of Advice that we prepare for you. However, you will not be charged unless you have agreed to engage our service and this agreement will generally be contained in your letter of engagement which is provided to you at the initial stage.

### **4. Portfolio Review Service Fee Scale**

In general, our portfolio review service fee will range from 0.5% - 5% (GST inclusive) of you total funds under our advice. This fee will be inclusive of any previously disclosed ongoing brokerage that may be paid by any of the product providers that we have selected for you.

### **5. Share Management Service Fees**

In general, our share market service fee will range from 0.5% - 3%. (GST inclusive) of you total funds under our service.

## **What commissions, fees or other benefits are received?**

Wealth Today Pty Ltd calculation of fees and commissions is dependent on the level of service appropriate to the needs of the client. It has many levels of service each providing benefits befitting the clients it is designed to service. Upfront fees are calculated as a percentage of funds invested with a minimum invoice amount dependent on the level of service chosen. Ongoing fees are calculated as a percentage variable dependent on the level of service chosen. All levels of service, their associated calculations for fees and charges and the ongoing services provided are discussed in the first meeting and subsequently disclosed, prior to implementation of any recommendations, in the SOA. Your adviser may qualify for other benefits: prizes, awards, hospitality events (e.g. tennis, football, etc) Wealth Today Pty Ltd may from time to time receive a benefit from preferred product providers by way of sponsorship of educational seminars, conferences or training days. Details of benefits above \$300 will be maintained on a Register by your adviser. You have the right to request further information in relation to the remuneration, the range of amounts or rate of remuneration, and soft dollar benefits received by the licensee and/or representatives. Many product providers offer incentives such as overseas trips and tickets to conferences in an attempt to influence advisers into recommending their products to clients. Wealth Today Pty Ltd and our advisers believe clients should be placed first and products recommended because they are in the clients best interests as opposed to those of the adviser. To ensure clients are able to rely on our recommendations as being free from such influence, Wealth Today Pty Ltd have introduced a policy prohibiting the receipt of these types of incentives. This policy prohibits Wealth Today Pty Ltd staff, advisers and member firms from receiving incentives it feels have a real potential to influence recommendations.

## **Do any relationships exist which might influence the service or advice I receive?**

Wealth Today Pty Ltd is not owned by any Fund Manager or institution and there are no relationships that will influence the advice that you receive from them. Your adviser may hold an interest in a financial product. Any significant interest/ownership will be recorded in a register of financial product holdings and where appropriate, this holding will be disclosed to you in the SOA, or ROA.

## **Will you give me advice that is suitable to my investment needs and financial circumstances?**

Yes. However, to do so we need to find out your individual investment objectives, financial situation and needs before we

recommend any investment or risk products to you. You have the right not to divulge this information to us, if you do not wish to do so. In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

### **What should I know about any risks of the investments or investment strategies recommended to me?**

We will explain to you any significant risks of investments, insurances and strategies that we recommend to you. If we do not do so, you should ask us for further clarification.

### **What information do you maintain in my file and can I examine my file?**

We maintain a record of your personal profile that includes details of your investment objectives, financial situation and needs. We also maintain records of any recommendations made by you. If you wish to examine your file, you should ask us and we will make arrangements for you to do so. We are committed to implementing and promoting a privacy policy which will ensure the privacy and security of your personal information. A copy of our privacy policy is included with this FSG.

### **Can I tell you how I wish to instruct you to buy or sell my investment?**

Yes. You may specify how you would like to give us instructions. For example, by telephone, fax or other means. But in all cases we must receive a written confirmation of these instructions.

### **What should I do if I have a complaint?**

We are committed to providing quality advice to our clients. This commitment extends to providing accessible complaints resolution mechanisms for our clients. If you have any complaint about the service provided to you, you should take the following steps:

1. Contact your adviser and tell your adviser about your complaint.
2. If your complaint is not satisfactorily resolved within 7 days please contact Wealth Today Pty Ltd on (08) 9207 1433 or put your complaint in writing and send it to us at, Wealth Today Pty Ltd, Level 1, Unit 3, 228 Main Street, Osborne Park, WA, 6017. We will try and resolve your complaint quickly and fairly.
3. If we cannot reach a satisfactory resolution, you can raise your concerns with the Financial Ombudsman Service on 1300 780 808. Wealth Today Pty Ltd is a member of this complaints resolution service. The Australian Securities & Investments Commission (ASIC) also has a free call Info line on 1300 300 630 which you may use to make a complaint or obtain information about your rights.

Wealth Today confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity insurance in accordance with s.912BB of the Corporations Act 2001 (as amended). In particular our Professional Indemnity insurance, subject to its terms and conditions provides indemnity up to the sum insured of \$2,000,000 for Wealth Today and our authorised representatives/employees in respect of our authorisation and obligations under our Australian Financial Services Licence. This insurance will continue to provide such coverage for any authorised representative/employee who has ceased work with Wealth Today for work done whilst engaged with us.