

Financial Services Fee Insert

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Who is my Adviser?

Here at the Finance For Life office your advisers will be:

Jon Francis BA(Hons), Dip FS (FP), AFA, (JP)
Senior Adviser
Authorised Representative - No. 239752

Geoff Maunsell Adv Dip FP, AFA
Senior Adviser
Authorised Representative - No. 253338

Adviser Authorisation and Remuneration

The Finance For Life Office is operated through Finance for Life Pty Ltd (ABN 86 107957 826) atf Rambow Family Trust No. 1 (ABN 24 929 929 769). Finance for Life Pty Ltd receives 96% of the fees and or commission, the licensee, Patron Financial Services Pty Ltd (PATRON) atf PATRON Financial Trust (ABN 32 307 788 137) receives the balance, being 4%.

Finance for Life Pty Ltd atf Rambow Family Trust No. 1 (ABN 24 929 929 769) is a Corporate Authorised Representative (No. 342164) of PATRON. Jon and Geoff are authorised representatives of PATRON and are authorised to provide the full range of financial services and products offered by PATRON, as outlined in the Financial Services Guide (FSG) Brochure provided to you with this insert except as follows.

Geoff and Jon are not authorised to provide advice in Securities, Margin Lending.

Jon and Geoff are remunerated by means of fees and commissions generated.

Share Trading

Where the services of a stockbroker are utilised to deal in shares, the licensee receives between 0% and 1% of the brokerage amount paid for the service.

Your advice document will disclose any benefits or fees received by PATRON, the Corporate Authorised Representative and/or your Adviser.

Referral Fees

A third-party referrer may receive a referral fee or commission for introducing you to a PATRON office, or we may receive your details as a referral from others. The payment of any fee for a referral, whether received or payable, will not involve an additional cost to you. Any referral fees will be disclosed at the time of the referral and/or detailed in your advice.

Shareholding

Jon Francis and Geoff Maunsell either directly or indirectly, hold ordinary shares in Infocus Wealth Management Ltd (ABN 28 103 551 015).

How Will I Pay for the Services Provided?

Your adviser chooses to receive remuneration via the following methods and at the following levels (all figures are inclusive of GST).

- Professional Fees - where you pay a fee to PATRON for all the services that we provide (including the Statement of Advice (SOA) and implementation and review of the advice). This may be charged by direct invoice, deductions from your investment products or a combination of both;
- Brokerage/commissions - where the investment product provider pays PATRON upon your initial investment (initial fees and charges) and/or regularly throughout the life of your investment (ongoing fees and charges); or
- A combination of both – where you pay for the cost of the SOA and a percentage for the product/investment placement, which may include initial fees and charges and/or ongoing fees and charges.

A breakdown of the types of payments we may receive is set out in the following pages.



**TYPE OF
ADVICE/SERVICE**

FEE or REMUNERATION

Advice

Fees may be invoiced directly or collected from the product. An upfront fee for service may be charged based on either a fixed dollar amount on the value of the funds invested, or a combination of these methods.

Fee for service for the preparation of your advice.

We may agree to charge a flat \$ fee based on the complexity of the advice and the work involved. This fee is negotiated with you and can range from \$550 to \$4,400.

Implementation

The cost of implementing your financial strategy will usually cost between \$550 and \$1,650, depending on the products, strategies and time involved.

Alternatively, an implementation fee of up to 5.5% of the initial invested funds (e.g. if you have invested \$100,000 in a managed fund, the implementation fee paid by the fund manager may be up to \$5,500).

These costs may be in addition to any advice fee and will be set out in your advice document.

You can choose to receive an invoice for your implementation fee. Alternatively, we may be able to deduct the fee from your financial products. Your adviser will discuss and agree payment options with you.

Additional fees may be incurred for ongoing services (please refer to the Ongoing Service section)

**Ongoing Service – Adviser
Service Fee**

Providing service on an ongoing basis allows you to have the confidence that you have access to a professional that knows you and your circumstances. It can fund the cost of strategic advice and/or portfolio advice in a changing environment.

Fees may be invoiced directly or collected from the product. Ongoing fees may be charged based on either a fixed dollar amount, the value of the funds invested, or a combination of these methods. This fee will be negotiated with you and can range from \$660 to \$4,620 pa.

Alternatively, an Adviser service fee of up to 2.2% of funds under management (e.g. if your investment amount is \$100,000, then PATRON may receive up to \$2,200pa). These fees will typically be paid on an ongoing basis while the investment is still in place.

Other Services

Ad-hoc services can be provided on an as needs basis. Fees will be agreed before any work commences and may be based on time to complete at a cost of \$220 per hour or as a set fee up to \$10,000.

Commissions

Upfront

This is paid by the issuer of the financial product/s recommended when the product is issued to you. This may be deducted from the initial amount you have invested or it may be payable from the product provider's own resources.

INVESTMENT/SUPERANNUATION

Can be up to 4.4% of the funds under management; based on an account balance of \$1,000, this equates to \$44.

PERSONAL INSURANCES

From 1/1/2018 the maximum amount of commission payable by manufactures to advisers is restricted to 88% of the premium payable in the first year. Based on a premium of \$1,000pa, this equates to a maximum of \$880 in year one.

Ongoing

This is paid by the issuer of the financial product/s recommended and is payable on an ongoing basis while the investment/insurance is still in place.

INVESTMENTS/SUPERANNUATION

Can be up to 2.2% of the funds under management; based on an account balance of \$1,000, this equates to \$22.

PERSONAL INSURANCES

Can be up to 45% of the premium paid; based on a premium of \$1,000, this equates to \$450.

Your advice document will disclose any benefits or fees received by PATRON and/or your adviser.

All of the above fees and commissions are inclusive of GST.

Note: This Fee Insert combined with the Financial Services Brochure completes your Financial Services Guide.

PATRON Financial Services Pty Ltd (ABN 13 122 381 908) at the PATRON Financial Trust (ABN 32 307 788 137) trading as PATRON Financial Advice (PATRON) AFSL No. 307379.



PATRON
Financial Advice

An *infocus* company