

# Financial Services Guide

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## Licensee:

**Abbotts Wealth Management Pty Ltd**  
**(AFSL 303138) (ABN 71 105 243 730)**

This Financial Services Guide (FSG) is authorised for distribution by Abbotts Wealth Management.

## Authorised Representatives:

Andre Parker (ASIC Number: 294952)  
Briony Knott (ASIC Number: 1246304)  
Chris Higham (ASIC Number: 269192)  
Dave Drake (ASIC Number: 269190)  
John Donald (ASIC Number: 249758)

Authorised Representatives act on behalf of Abbotts Wealth Management who is responsible for the services that they provide.

## Contact Details:

813 Wellington St  
West Perth WA 6005  
(08) 9321 2642

## Purpose of this FSG

This FSG will help you decide whether to use the services that we offer. It contains information about:

- The services we offer and their cost
- Any conflicts of interest which may impact the services
- How we are remunerated
- How we deal with complaints if you are not satisfied with our services.

## Abbotts Wealth Management

Abbotts Wealth Management holds an Australian Financial Services Licence. It is required to comply with the obligations of the Corporations Act and the conditions of its licence.

This includes the need to have adequate compensation arrangements in place with a Professional Indemnity insurer for the financial services that it and its current and past representatives provide.

## Our services

We are authorised to provide personal advice, general advice and dealing services in the following areas:

- Superannuation and SMSF
- Retirement planning
- Portfolio management
- Personal risk insurance
- Managed investments

In addition, Andre, Briony, Chris and Dave are authorised to provide advice and dealing services for securities and Andre is also authorised to provide advice and dealing services for derivatives and margin lending.

## The Financial Advice Process

We recognise that the objectives and personal circumstances of each client are different.

Where we provide personal advice, we will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we provide advice which is in your best interests.

When we first provide personal advice to you it will be explained thoroughly and documented in a Statement of Advice (SoA) which you can take away and read.

The SoA will explain the basis for our advice, the main risks associated with the advice, the cost to you of implementing the advice, the benefits we receive and any conflicts of interest which may influence the advice.

For administration platforms, managed funds and personal risk insurance products we will provide you with a Product Disclosure Statement.

This contains information to help you understand the product being recommended.

At all times you are able to contact us and ask questions about our advice and the products we recommend.

You can provide instructions to us in writing, via phone or via email. In some cases, we may require you to provide signed instructions.

We may provide further advice to you to keep your plan up to date for changes in your circumstances, changes in the law and changes in the economy and products.

If we provide further advice it will be documented in a Record of Advice which we retain on file. You can request a copy of the RoA document at any time up to 7 years after the advice is provided.

## Fees

All fees are payable to Abbotts Wealth Management.

### Initial Advice Fee

The initial advice fee includes meeting with you, the time we take to determine our advice and the production of the SoA. It is based on the scope and complexity of advice provided to you. We will agree the fee with you before providing you with advice.

If you decide to proceed with our advice, we may charge an Implementation fee for the time we spend assisting you with implementation. We will let you know what the fee will be in the SoA.

### **Annual Advice Fees**

Our annual fees depend on the further advice services that we provide to you. We will typically charge a flat fee which you pay monthly. This fee will be agreed with you each year.

### **ASX Transaction Fees**

For any ASX transactions, we may charge a fee based on the size of the transaction.

## **Commissions**

We receive commissions and other benefits from some product providers. The commission or benefit will vary depending on the recommended product and will be documented in the SoA or RoA.

### **Insurance Commissions**

We receive a one-off upfront commission when you take out an insurance policy we recommend. We also receive a monthly commission payment for as long as you continue to hold the policy.

### **Investment Commissions**

We may receive a monthly commission payment from some investment providers. This will be based on your account balance and will continue to be paid for as long as you hold the investment.

### **Other Benefits**

We may receive other benefits from product providers such as training, meals and entertainment. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

## **Adviser Remuneration**

Andre, Briony, Chris and Dave are owners of the practice and are remunerated through the profits that the practice makes.

John is contracted by Abbotts Wealth Management to provide financial services on its behalf and receives a fixed fee. John has the option to receive shares in Abbotts Wealth Management. The equity entitlement will be based on the value that his clients represent to Abbotts Wealth Management should he exercise his option.

## **Associated Businesses**

In some cases, we may refer you to the services provided by Abbotts Chartered Accountants and Abbotts Finance. These businesses, along with Abbott's Wealth Management Pty Ltd are owned by the Abbott's Business Group Pty Ltd.

## **Conflicts of Interest**

We may recommend investments in shares that we hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

## **Wholesale Clients**

In some circumstances we may provide services to you as a wholesale client. We will seek your consent before providing services to you as a wholesale client.

## **Making a Complaint**

We endeavour to provide you with the best advice and service at all times. If you are not satisfied with our services, then we encourage you to contact us. Please call us or put your complaint in writing to our office.

If you are not satisfied with our response you can refer it to the Australian Financial Complaints Authority. You can contact AFCA on 1800 931 678 or via their website [www.afca.org.au](http://www.afca.org.au). This service is provided to you free of charge.

## **Your Privacy**

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and on our website.