



SMSF ADVISERS NETWORK PTY LTD

ABN 64 155 907 681 AFSL No. 430062
29-33 Palmerston Crescent, South Melbourne Vic 3205
Ph: 1800 906 456 / 03 8548 8300
Website: www.smsfadvisersnetwork.com.au

FINANCIAL SERVICES GUIDE

Version 4.0 (201705)

FSG Part 1 of 2

This document is a Financial Services Guide, and is designed to assist you in deciding whether to use any of the financial services that we provide.

We are required by law to give you a Financial Services Guide (FSG), which helps to educate and protect you and promote honesty and fairness in financial products and services.

SMSF Advisers Network Pty Ltd has authorised the distribution of this Financial Services Guide by its Authorised Representatives.

This Guide contains information about:

- What advice and services we are authorised to provide;
- How we provide you with advice and make recommendations;
- Remuneration that may be payable in connection with the provision of financial services; and
- Our complaints handling procedures, should you have a complaint.

The named Authorised Representative/s on this Financial Services Guide Part 2 – Adviser Profile & Fee Schedule is the person that is providing you the advice.

SMSF Advisers Network Pty Ltd

SMSF Advisers Network Pty Ltd is dedicated to providing you with financial services and strategies relating to superannuation strategies, specifically to your requirements for a Self-Managed Superannuation Fund (SMSF).

SMSF Advisers Network Pty Ltd is not owned by any fund manager, bank, superannuation fund or life insurer. SMSF Advisers Network Pty Ltd and its Authorised Representatives always act on behalf of you, the client. We hold an Australian Financial Services Licence No: 430062, issued by the Australian Securities and Investments Commission.

We are responsible for the financial services provided by our Authorised Representatives and have authorised the distribution of this Financial Services Guide.

The contact details for SMSF Advisers Network are:

SMSF Advisers Network Pty Ltd

Australian Financial Services Licence Number: 430062

29-33 Palmerston Crescent, South Melbourne VIC 3205

Tel: 1800 906 456 or (03) 8548 8300 Fax: (03) 9686 4744

Website: www.smsfadvisersnetwork.com.au

Email: info@smsfadvisersnetwork.com.au

What advice can we provide you with?

Authorised Representatives of SMSF Advisers Network Pty Ltd can provide strategic advice in the following areas:

- Basic Deposit Products; and
- Superannuation (including Self-Managed Superannuation Funds).

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Association

How can you provide us with instructions about your superannuation needs?

You can generally provide us with instructions in a variety of methods including face to face, in writing, by telephone, fax, electronically (eg email) or other agreed means. If applicable, we will inform you which instructions must be provided in writing to us.

The Planning Process

SMSF Advisers Network Pty Ltd requires that all Representatives follow a process when meeting and advising customers of the services we offer. This process is summarised in 6 steps:

- Step 1: Introduce the advice process;
- Step 2: Identify your current situation and objectives;
- Step 3: Determine and document strategy;
- Step 4: Present and proceed with advice;
- Step 5: Manage the implementation process; and
- Step 6: Review ongoing recommendations.

Statement of Advice (SOA)

When you are provided with personal advice that takes into account your particular circumstances, you will receive a Statement of Advice (SOA). The SOA sets out the personal advice given to you, including any recommendations about particular financial products and the basis on which those recommendations are made.

The SOA will provide information on the amount of any commissions and other fees payable in respect of financial products recommended to you in connection with this advice.

If you require further advice, this may be provided to you either verbally or in writing as an advice document. If the advice is provided verbally, you will also receive the advice in an advice document. An advice document will be in the form of a Statement of Advice (SoA) or a Record of Advice (RoA). Should you require additional copies of your advice documents, you may ask your Adviser to provide this to you any time within 7 years from the latest date advice was provided.

Fees and Remuneration

Your Authorised Representative is a professional adviser who receives payment for the advice and services they provide. These payments are used to fund the cost of such things as:

- Ongoing education and development for the adviser;
- Running a business, including office rental, phone/fax, internet, stationery etc; and
- Providing an income for the adviser.

Your adviser will receive remuneration by charging you a fee for service. These fees are outlined in the attached FSG Part 2 - Adviser Profile & Fee Schedule.

Associations and Relationships

SMSF Advisers Network Pty Ltd is a member of the Association of Independently Owned Financial Professionals. As a member of this organisation, SMSF Advisers Network Pty Ltd is required to adhere to their standards of practice.

SMSF Advisers Network Pty Ltd is also a fully owned subsidiary of the National Tax & Accountants' Association (NTAA). The NTAA has been a leading provider of education for accountants for over 20 years, delivering specialist knowledge in taxation issues and Self Managed Superannuation Funds. SMSF Advisers Network Pty Ltd benefits from the education that the NTAA provides.

In addition, SMSF Advisers Network Pty Ltd and its Authorised Representatives maintain registers for any alternative remuneration received (also commonly known as 'Soft Dollar Benefits'), where such remuneration is material. These registers are referred to as the 'Alternative Remuneration Register' and they record details of the alternative forms of remuneration received. These registers are publicly available upon request.

Insurance

We hold Professional Indemnity Insurance cover for the activities conducted under our AFS Licence. The insurance will cover claims in relation to the conduct of authorised representatives, representatives and employees who no longer work for the Licensee (but who did at the time of the relevant conduct). We believe that our Professional Indemnity Insurance cover satisfies the requirements of S.912B of the Corporations Act.

Privacy

To provide you with relevant advice, we maintain a record of the information you provide us such as your personal and financial objectives, your financial situation and your needs. We will also retain copies of the advice we provide to you. We are committed to ensuring the privacy and security of your personal information.

A copy of the SMSF Advisers Network Privacy Policy can be accessed via our website www.smsfadvisersnetwork.com.au, or you obtain a copy free of charge from any of our Authorised Representatives or by contacting SAN on 1800 906 456 or (03) 8548 8300.

You can review your file by contacting us on the above number and we will make your information available to you.

Complaints

If you do have a complaint, please contact your Authorised Representative, or SMSF Advisers Network to obtain a copy of our Complaints Handling Policy and Procedures.

SMSF Advisers Network is committed to providing quality financial services in an efficient and honest manner. We take all complaints seriously, and have developed a formal complaints handling process to deal with any complaints from our clients. If you do have a complaint, you should follow the steps outlined below:

1. Contact your Authorised Representative directly to discuss the issue and to seek a resolution.
2. If the complaint cannot be resolved by talking to your Authorised Representative, you should then contact SMSF Advisers Network directly in writing to:

The Complaints Officer

SMSF Advisers Network Pty Ltd

29-33 Palmerston Crescent, South Melbourne VIC 3205

Tel: 1800 906 456 or (03) 8548 8300

Fax: (03) 9686 4744

3. If SMSF Advisers Network is not able to resolve your complaint to your satisfaction, you can then lodge a complaint with the Financial Ombudsman Service.

Financial Ombudsman Service Limited

GPO Box 3

Melbourne VIC 3001

Telephone: 1800 367 287

Fax: (03) 9613 6399

Email: info@fos.org.au



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FINANCIAL SERVICES GUIDE

ADVISER PROFILE & FEE SCHEDULE

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FSG Part 2 of 2

Who Are We?

Business Name: Watts Price Accountants
Address: 44 Wilson Street
Horsham VIC 3400
Postal Address: PO Box 118
Horsham VIC 3402
Phone Number: (03) 5382 3001
Fax Number: (03) 5381 1357
Website: www.wattsprice.com.au
Email: mail@wattsprice.com.au

The Trustee for Watts Price Operation Trust T/A Watts Price Accountants (ABN 40 876 591 185) is a Corporate Authorised Representative No. 124 4538 of SMSF Advisers Network Pty Ltd.

Watts Price Accountants provides business advice and taxation services to a diverse range of businesses and individuals. We have been working with our clients for more than 40 years to ensure they get the best possible outcomes, by getting to understand who they are and what their needs are. This has allowed us to branch out into providing a number of specialist services that you might normally associate with much larger, metro based firms. This includes solutions for agriculture, construction, healthcare and retail industries as well as individuals and their superannuation needs.

Please be aware that *Watts Price Accountants* is a business that may be associated with the provision of our advice to you. As a result of this association, the below listed Authorised Representatives may benefit from the payment of fees to *Watts Price Accountants* in addition to the fees charged for advice provided under SMSF Advisers Network Pty Ltd. Confirmation and details of the fees involved where this arrangement is applicable, will be included in your Statement of Advice.

Details of Authorised Representatives of the SMSF Advisers Network Pty Ltd who can provide you with financial advice within our office are as follows:

Andrew Price

Partner

Authorised Representative No: 125 1815

Email: andrewp@wattsprice.com.au

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Association

Andrew has been involved in the financial services industry for over 30 years, of which more than 20 years have been as a director of Watts Price Accountants. After graduating from the University of Ballarat with a Bachelor of Business (Accounting), Andrew qualified as a CPA to provide accounting and taxation services to a broad range of clients including Self Managed Superannuation Fund clients. During that time Andrew has worked closely with clients to assist them with their superannuation needs. Andrew is now RG 146 accredited for superannuation and Self Managed Superannuation advice and can provide advice on Self Managed Superannuation Funds and related issues.

Andrew Price is remunerated by means of salary.

Grant Kuchel

Partner

Authorised Representative No: 125 1814

Email: grantk@wattsprice.com.au

Grant has been involved in the financial services industry for over 15 years. After graduating from the Deakin University with a Bachelor of Commerce, he qualified as a CPA to provide accounting and taxation services to a broad range of clients including Self Managed Superannuation Fund clients. Having completed studies in superannuation and Self Managed Superannuation to meet the ASIC criteria to provide personal advice, he looks forward to continuing to provide his clients with advice regarding their superannuation needs.

Grant Kuchel is remunerated by means of salary.

Gabi Freijah CPA, B.Com, NTAA

Partner

Authorised Representative No: 124 4537

Email: gabif@wattsprice.com.au

Gabi has been involved in the financial services industry for over 20 years. After graduating from the University of Ballarat with a Bachelor of Business (Accounting), he qualified as a CPA to provide accounting and taxation services to a broad range of clients including Self Managed Superannuation Funds.

Gabi has worked closely with financial advisers and has provided superannuation advice to clients under the Accountants Exemption rule. Now under the new regime, Gabi is RG146 accredited after completing further studies to meet the ASIC criteria to provide personal advice and can provide advice on Self Managed Superannuation Funds and related issues.

Gabi Freijah is remunerated by means of salary.

Brian Watts CPA, B.Bus (Acc)

Partner

Authorised Representative No: 124 6900

Email: brianw@wattsprice.com.au

Brian Watts has been involved in the public accounting industry since 1990 and as a Director of Watts Price Accountants since 1991. Having graduated with a Commerce Degree with Honours from Melbourne University, he first taught economics and accountancy for 16 years. Since moving to Watts Price Accountants, Brian worked closely with financial advisers and has provided superannuation advice to clients under the Accountants Exemption rule. Now under the new regime, Brian is RG146 accredited after completing further studies to meet the ASIC criteria to provide personal advice and can provide advice on Self Managed Superannuation Funds and related issues. Brian has acted as client adviser over this time period, which included matters pertaining to superannuation, tax planning and SMSF as a structure for long term wealth accumulation.

Brian Watts is remunerated by means of salary.

Lee O'Grady CPA B.Com

Senior Accountant

Authorised Representative No: 124 4539

Email: leeo@wattsprice.com.au

Lee has been involved in the financial services industry for over 17 years. After graduating from Deakin University with a Bachelor of Commerce, she qualified as a CPA to provide accounting and taxation services to a broad range of clients including Self Managed Superannuation Funds. Having completed studies in superannuation and Self Managed Superannuation to meet the ASIC criteria to provide personal advice, she looks forward to continuing to provide her clients with advice regarding their superannuation needs.

Lee O'Grady is remunerated by means of salary.

Please note that no commissions from product providers are received by any Authorised Representative of the SMSF Advisers Network Pty Ltd.

Your Adviser, as detailed above can provide strategic advice in the following areas:

- Basic Deposit Products; and
- Superannuation (including Self-Managed Superannuation Funds).

How we charge

Fees are charged according to the work undertaken by your adviser and will be charged on an hourly basis. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews.

A typical rate for fee for service arrangements is between \$250 and \$350 per hour plus GST.

Details of all fees will be clearly documented in the Statement of Advice you receive.

All fees are paid directly to SMSF Advisers Network who then pays the income to the Authorised Representative on a bi-monthly basis.

Referral Fees

SMSF Advisers Network Pty Ltd and its Authorised Representatives may work closely with many professional people and organisations such as solicitors and clubs to assist in providing you with advice.

Where we receive referrals from these sources, there may be a referral fee paid or received. Referral fees are not a separate charge to you. Referral fees will be disclosed to you at the time of referral and/or will be detailed in your Statement of Advice.

Our referral arrangements are:

We have a referral arrangement with Grampians Investment Services and receive 30% of the upfront and ongoing fees received for clients referred for financial planning.