



# All Financial

SERVICES



## Financial Services and Credit Guide

All Financial Services Pty Ltd

Version: 2.a

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All Financial Services Pty Ltd, ABN 82 083 759 442 trading as All Financial Services is an Authorised Representative (Authorised Representative number 253571) of Charter Financial Planning Limited ("the Licensee").

- References to "our", "we", "us", "me" and "I" refer to All Financial Services.

This Financial Services and Credit Guide ("Guide") contains information that will help you decide whether to use the financial services we offer. It sets out:

- who we are and how to contact us
- the advice and services we provide
- information about the Licensee
- our fees and how we are paid in connection with those services
- how we manage your private information
- how you can complain about a matter relating to us

### **Our contact details:**

**Address:** Suite 4 NAB House, 71 Smith Street Darwin NT 0800

**Phone:** 08 89809300

**Email:** [info@afsnt.com.au](mailto:info@afsnt.com.au)

**Website:** [www.afsnt.com.au](http://www.afsnt.com.au)





## Documents you may receive in the financial planning process.

We will provide you with several documents as you progress through your financial planning and advice journey. We may provide these documents electronically to your nominated email address, unless otherwise agreed.

When we provide personal advice, it will normally be documented and provided to you in a Statement of Advice (SoA). The SoA contains a summary of your goals and the strategies and any financial products we may recommend to achieve your goals. It also provides you with detailed information about product costs and the fees and other benefits we and others will receive, as a result of our advice.

If we provide further personal advice an SoA may not be required. We will keep a record of any personal advice we provide you for seven years. You may request a copy of such records by contacting us during that period.

If we recommend or arrange a financial product for you, we will provide a Product Disclosure Statement (PDS), or Investor Directed Portfolio Services (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks, as well as the costs you will pay the product provider to manage that product. You should read any warnings in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

## Our advice and services

We are authorised to provide personal or general financial advice on:

- Wealth Accumulation
- Personal insurance
- Superannuation strategies and retirement planning
- Retirement income streams, including pensions and annuities.
- Budget and cash flow management
- Centrelink and other government benefits

We are authorised to provide advice on and arrange the following products:

- Superannuation
- Securities
- Retirement savings accounts
- Managed investment schemes including Investor Directed Portfolio Services (IDPS)
- Deposit and payment products, including basic deposit, non-basic deposit, and non-cash payment products.
- Life Products – Investment life insurance
- Life Products – Life risk insurance (including life cover, income protection cover, total and permanent disability cover, and trauma cover)

Your adviser may also be authorised to advise on other specialist areas. These are listed in their adviser profiles.

## Transaction services

In limited circumstances, we can arrange financial product transactions for you on your instruction without providing personal advice.

## Instructing us

You can give us instructions by telephone, mail, email, or other methods, as agreed with your adviser.

## Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if information you provide is incomplete or inaccurate, the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we can determine if our advice is still appropriate.

### Not Independent

Generally, we provide personal advice in line with the Licensee's Approved Product and Services List (APSL) which may include financial products and services associated with the Licensee. We may receive commissions from life insurance products we recommend and non-monetary benefits such as training and educational seminars from product providers. For these reasons, we are not considered independent, impartial, or unbiased.

## Privacy Collection Statement

We are committed to protecting your privacy and outline below how we maintain the privacy of the information we collect about you.

As part of the advice journey, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to analyse your needs, objectives and financial situation, so our recommendations may not be appropriate or suitable for you.

We are also required to implement client identification processes under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006. We will need you to present identification documents such as passports and driver's licenses to meet our obligations.

We keep your personal information confidential and only use it in accordance with the Entireti Limited (Entireti) Privacy Policy. Some of the ways we may use this information are set out below:

- We and the Licensee may use this information to provide financial and/or credit advice and services to you, including passing on your details to third parties such as product issuers;
- We may disclose your information to other financial advisers, brokers and those who are authorised by the Licensee to review clients' needs and circumstances from time to time, including other companies within Entireti;
- Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist us and Entireti to provide financial and/or credit advice and services to you. A list of countries where these service providers are located can be found in the Entireti Privacy Policy;
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (you can opt-out at any time); and
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

We and the Licensee will continue to take reasonable steps to protect your information from misuse, loss, unauthorised access, modification or improper disclosure. You can request access to the information we or the Licensee holds about you at any time to correct or update it as set out in the Entireti Privacy Policy.

The Entireti Privacy Policy also contains information about how to make a privacy complaint. For a copy of the Entireti Privacy Policy visit <http://www.entireti.com.au> or you can contact us.

## Confidence in the quality of our advice

If at any time are not satisfied with our services, the following will help you understand your options and find a resolution.

- Contact your adviser and tell them about your complaint.
- Alternatively, you can contact the Licensee at:
  - Phone 1800 812 388
  - Email [advicecomplaints@amp.com.au](mailto:advicecomplaints@amp.com.au)
  - Online at [www.entireti.com.au](http://www.entireti.com.au)
  - In writing to:

### Attention: Advice Complaints Department

Charter Financial Planning Limited  
Level 10, 88 Phillip Street  
Sydney NSW 2000 Australia

They will try to resolve your complaint quickly and fairly. They will provide you with a decision about your complaint within 30 days of us receiving it.

We note that in some circumstances, it may not be possible for us to completely resolve a complaint within this timeframe. If you do not agree with our decision in respect of your complaint, or are otherwise unsatisfied with our response, you may escalate your complaint to one of the following External Dispute Resolution Schemes.

<b>Any issues about financial advice, investments, superannuation, insurance matters, or credit matters</b>	<b>Australian Financial Complaints Authority (AFCA)</b> GPO Box 3, Melbourne VIC 3001 1800 931 678 <a href="http://www.afca.org.au">www.afca.org.au</a> <a href="mailto:info@afca.org.au">info@afca.org.au</a>
<b>Any issue about your personal information</b>	<b>The Office of the Australian Information Commissioner</b> GPO Box 5218, Sydney NSW 2001 1300 363 992 <a href="http://www.oaic.gov.au">www.oaic.gov.au</a> <a href="mailto:enquiries@oaic.gov.au">enquiries@oaic.gov.au</a>

You may also contact the **Australian Securities & Investments Commission (ASIC)** on 1300 300 630 (free call info line) to make a complaint and obtain information about your rights.

## Professional indemnity insurance

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. The Licensee is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance also covers claims arising from the actions of former employees or representatives of the Licensee, even where subsequent to these actions, they have ceased to be employed by or act for the Licensee.

## About the Licensee

Charter Financial Planning Limited; ABN 35 002 976 294  
Australian Financial Services Licensee and Australian  
Credit Licensee; Licensee No: 234665

Registered office is at Level 10, 88 Phillip Street, Sydney  
NSW 2000 Australia.

The Licensee has:

- Approved the distribution of this Guide
- Authorised us to provide advice and other services as described in this Guide.

## About Mutual Advice Partners Pty Limited & Entireti Limited

The Licensee is a wholly-owned subsidiary of Mutual Advice Partners Pty Limited (MAP).

MAP is a subsidiary of Entireti Limited, a group that specialises in licensing and advice business services to financial planning practices and their clients.

AMP Limited holds a minority stake (currently 30%) in MAP.

We can provide advice on products and services from a wide range of financial product and service providers, some of which are related or associated with the Licensee.

If we recommend a product issued by AMP Limited or a third party product issuer, they will benefit from our recommendation by receiving product, administration and investment fees, as well as fees paid by fund managers to distribute their product. These fees are all disclosed in the relevant PDS or IDPS guide.

The Licensee maintains an APSL, from a diversified selection of approved Australian and International fund providers, including companies related to the Licensee. These have been researched by external research houses as well as our in-house research team.

The Licensee regularly reviews products and services to ensure they remain competitive with similar products that address similar client needs and objectives. Generally, we recommend products on the APSL. However, if appropriate for your needs, we may, subject to the Licensee's approval, recommend other products.

Authorised Representatives and/or staff employed in our business may hold shares in AMP Limited, whose share price may be favourably affected by the sale of products issued by AMP Group companies.

## Other benefits we may receive.

In addition to the payments explained above we may receive other monetary and non-monetary benefits, support services or recognition from the Licensee to help us grow our business. These are not additional costs to you. They could include training, badging rights, technology and technology support, marketing, financing, events or other recognition we are eligible for. We may receive benefits from product issuers that may include non-monetary benefits that are valued at less than \$300. We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items. From time to time, Entireti Limited may facilitate access to the Licensee and us to be trained and educated by product issuers on their products.

### **Charter: Buyout option**

Prior to 1 January 2022, we entered into an agreement with the Licensee to buy back the register rights of our client base. If we leave the financial services industry, we are eligible to sell the register rights of our client base to Licensee name. The valuation of these rights is based on a multiple of the annual financial planning revenue generated by our practice.

### **Personal and professional development**

The Licensee provides personal and professional development opportunities such as education and professional development programs, offered annually to qualifying practices.

### **Placement fees**

From time to time the Licensee may receive fees from brokers or product issuers (including AMP group companies) for arranging client participation in Initial Public Offerings (IPOs) of financial products. The fee, which is generally a percentage of the fee paid to the broker, varies from offer to offer and by the level of participation by the Licensee. We may share in this fee based on the level of participation by our clients.

## Other business interests and relationships

### Our relationship with AZ Next Generation Advisory Pty Ltd

We are a member of the Azimut Group of companies. Established in 1989, Azimut is Italy's largest independent asset manager. From time to time your adviser may recommend you apply for, acquire, vary or dispose of a financial product issued by a person who is also a member of the Azimut Group. Your adviser does not receive any direct remuneration or other benefit as a result of its recommendation to apply for, acquire, vary or dispose of a financial product issued by these related companies as any remuneration and benefit are received by the product issuer and ultimately our common parent company.

### Our Referral arrangements

We may receive payments to refer you to other service providers. These amounts do not involve additional costs and will be disclosed to you at the time of referral. Our current referral arrangements are detailed below:

Provider	Services	Payment arrangement
Allianz Australia Insurance Limited	<p>We may refer you to Allianz, who will assist you with your general insurance needs including:</p> <ul style="list-style-type: none"><li>• Home &amp; contents insurance</li><li>• Car insurance</li><li>• Landlord's insurance</li><li>• Caravan &amp; trailer insurance</li></ul> <p>Please be aware that we're unable to offer advice on general insurance products, and this is not a recommendation to purchase insurance with Allianz.</p>	<p>If we refer you to Allianz for general insurance, the Licensee will receive:</p> <p>14% of the premiums paid for home &amp; contents or landlords insurance.</p> <p>5% of the premiums paid for Car or Caravan &amp; trailer insurance.</p> <p>The Licensee will pass 80% to us.</p> <p>Example: If the total referral fee is \$500, the Licensee will retain \$100 and we will receive \$400.</p>
AIA Health	Private Health Insurance Referral Service	<p>AIA Health will pay a referral fee of 20% of the client's first year's premium (plus GST), of which 16% (plus GST) will be passed onto the Practice, and the remaining 4% (plus GST) will be retained by the licensee. All referral fees are paid to the licensee</p>

## Our fees

We will discuss and agree the actual fees with you before we proceed and where relevant the fees and commissions will be disclosed in the advice document provided to you. The following section outlines the types of fees that may apply.

The fees charged for our advice and services may be based on a combination of a set dollar amount, or a percentage-based fee. Our agreed advice and service fees may include charges for one off or regular fees. We may also receive initial or ongoing commissions from certain product providers.

### Licensee fees

Unless stated otherwise, all permissible revenue, including any advice and service fees and commissions will be paid to the Licensee. It will then pass on the amounts due to us through its payment system. The Licensee charges us a Licensee Fee each year. The Licensee Fee is determined as an annual amount based on a number of factors, including our business revenue, the number of advisers and/or accredited mortgage consultants in the practice and a practice fee.

### Other costs

Other costs may apply in the process of providing our advice and services to you. We will agree all additional costs with you prior to incurring them.

The following table outlines the range of fee we charge and should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice. All fees and charges include GST.

#### Fee type & Description

##### Initial or ad hoc fees

Initial Consultation Fee - from \$165.

Initial Advice – Statement of Advice –from \$5,500

##### Annual advice and service fees

You can elect to enter into a 12-month advice and services agreement as part of your financial planning strategy. Our fees start at \$3,300 and range upward depending on the level service and complexity of advice required. Details of the services and fees will be set out within the agreement.

##### Commissions

###### Insurance:

Initial commissions: Up to 66% of the first year's premium for new policies implemented from 1 January 2020.

We may receive commissions on increases or additions to existing policies of up to 130%.

Ongoing commissions:

Up to 33% of the insurance premium each following year.

**For example:** On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, we would receive an initial commission of up to \$660. We would receive an ongoing commission of up to \$330pa.

# Financial and Credit Adviser Profiles

## About Paul Rowse



Paul Rowse is an Authorised Representative (AR number 264022) and credit representative (CR number 488528) of the Licensee. Paul has worked in the financial services industry since 1985. He worked in various areas of the banking sector before qualifying as a financial planner in 1996. Paul owned and operated his own financial planning practice, before merging with All Financial Services in 2007.

Diploma of Financial Planning, CFP - Certified Financial Planner (FPA)

### Contact details

<b>Address</b>	Suite 4 NAB House, 71 Smith Street Darwin NT 0800
<b>Phone</b>	08 8980 9300
<b>Email</b>	prowse@afsnt.com.au

### Advice and services I can provide:

I am authorised to provide the services listed in the Our advice and services section of this Guide.

In addition to the areas listed in that section, I can also advise on:

- Margin lending facilities
- Self-managed super funds
- Aged Care

### How am I paid?

I am an employee, and shareholder of All Financial Services and receives a salary plus bonus /dividends payable where pre-determined performance-based criteria are met (for example quality of services, good compliance scores, achievement of business goals and proactive engagement with our clients).



## About Sean Osborne



Sean Osborne is an Authorised Representative (AR number 242944) and credit representative (CR number 488529) of the Licensee. Sean has been in the financial planning industry since 1997 where he started as a Financial Planner in the UK. He moved to the Northern Territory with his family in 1999 where he continued in this role. He joined All Financial Services as a partner in 2007. Sean is passionate about improving the quality of people's lives through well researched and implemented advice. Sean's continued education saw him complete his Master of Financial Planning in 2022.

Master of Financial Planning, FChFP - Fellow Chartered Financial Practitioner

### Contact details

<b>Address</b>	Suite 4 NAB House, 71 Smith Street Darwin NT 0800
<b>Phone</b>	08 8980 9300
<b>Email</b>	sosborne@afsnt.com.au

### Advice and services I can provide:

I am authorised to provide the services listed in the Our advice and services section of this Guide.

In addition to the areas listed in that section, I can also advise on:

- Margin lending facilities
- Self-managed super funds
- Aged Care

### How am I paid?

I am an employee, and shareholder of All Financial Services and receives a salary plus bonus /dividends payable where pre-determined performance-based criteria are met (for example quality of services, good compliance scores, achievement of business goals and proactive engagement with our clients).

## About Peter Lei



Pete Lei is an Authorised Representative (AR number 263969) and credit representative (CR number 488516) of the Licensee. After completing his Graduate Diploma of Financial Planning qualification in 2004 Peter started his planning career with Bridges Personal Investment Services. In July 2006, Peter moved to ANZ where he continued to work as a financial adviser servicing a wide range of Clients to further develop skills and experience in the financial planning industry. In July 2008, Peter joined All Financial Services as a financial adviser to assist clients with all their financial planning needs. Peter successfully completed the Specialist Advisor accreditation program with the Self-Managed Super Fund Association, and he is an accredited SMSF Specialist Advisor

Graduate Diploma of Financial Planning, CFP - Certified Financial Planner

### Contact details

<b>Address</b>	Suite 4 NAB House, 71 Smith Street Darwin NT 0800
<b>Phone</b>	08 8980 9300
<b>Email</b>	plei@afsnt.com.au

### Advice and services I can provide:

I am authorised to provide the services listed in the Our advice and services section of this Guide.

In addition to the areas listed in that section, I can also advise on:

- Margin lending facilities
- Self-managed super funds
- Aged Care

### How am I paid?

I am an employee, and shareholder of All Financial Services and receives a salary plus bonus /dividends payable where pre-determined performance-based criteria are met (for example quality of services, good compliance scores, achievement of business goals and proactive engagement with our clients).