

180
YEARS

Australian
Unity 
Real Wellbeing



NEST

Bradley Williams

Nest Financial Services Pty Ltd
as trustee for BDH Family Trust

Corporate Authorised Representative No: 452647

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This document is incorporated with, and must be read in conjunction with, the Financial Services Guide - Part 1, issued by Australian Unity Personal Financial Services Ltd (**AUPFS**). When read together, the Financial Services Guide will explain to you how I can provide services to you as an authorised representative of AUPFS.

Australian Unity
Personal Financial Services

Financial Services Guide

Part 2

Effective Date: 1 July 2021

My authorisation

I am authorised by AUPFS under its Australian Financial Services Licence to provide financial advice. My ASIC authorisation number is 228900.

I am an employee and director of Nest Financial Services Pty Ltd as trustee for BDH Family Trust (Nest Financial Services), which is a Corporate Authorised Representative of AUPFS.

My experience, qualifications and professional memberships

I have been working in financial services for over 20 years. I provide a wide range of financial advice and enjoy helping my clients to find peace of mind when making financial decisions.

My qualifications and designations include:

- Bachelor of Science (Honours)
- Diploma of Financial Planning
- CFP® Education Program

I am also a member of the following professional associations:

- Financial Planning Association of Australia (FPA)
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The areas in which I can provide financial planning services

I am authorised by AUPFS to provide financial services including advice or services in the following areas:

- Superannuation
- Retirement Planning
- Managed Investments
- Gearing
- Cashflow and debt management
- Personal Risk Insurance
- Business Protection Insurance
- Direct Equities
- Specific aspects of Self Managed Superannuation Funds (suitability, comparison with other types of superannuation vehicles, general structure, investments and personal risk insurances)

If you require services that are outside the areas stated above, which I am not authorised to provide advice on, I can provide a referral to a professional who can assist.

If Nest Financial Services receives a specific fee for this referral, it is disclosed below. It will also be disclosed in an advice document such as a Statement of Advice (SoA) or Record of Advice (RoA) if I provide you with personal advice.

Remuneration or other benefits arising from my referral arrangements**Referrals to me:**

I have referral arrangements in place with:

- Accountants
- Finance Brokers

I do not pay any fees to the abovementioned referral partners where they have referred you to me.

Referrals to external parties:

Where you require other professional services, I have referral arrangements in place with:

- Accountants
- Tax professionals
- Solicitors

I do not receive fees for referring you to any of the abovementioned referral partners. If I believe you should seek the professional services of these providers, I will request your consent prior to providing a formal referral.

How the fees you pay are shared between me, my employer and AUPFS

All of the fees you pay are received by AUPFS, who retains a portion to cover the costs associated with operating and providing a financial services business. AUPFS retains 10% of fees (or a minimum of \$40,000 +GST) per annum up to \$1 million, after which it retains a reduced rate of 5% of fees. The remaining fees are passed to Nest Financial Services.

I receive a salary and profit share as an employee and director of Nest Financial Services. I could also receive a performance bonus which may be based upon the amount of revenue I generate for Nest Financial Services in advice fees and commissions, as well as other performance measures including compliance.

Fees that you pay for the financial services I provide

All fees shown below are inclusive of GST.

Initial advice fees:

Fees are charged for my initial advice and the preparation of an SoA. Fees are based on the complexity of the advice provided and range from \$0 (minimum) to \$4,400 (maximum). I will confirm the exact amount, which we will agree on before commencing any work.

You will be sent an invoice and payment is required within 30 days from the invoice date. Please note that my initial advice fees still apply where you decide not to implement my advice.

Implementation fees:

If you proceed with the advice given and additional work is required for implementing that advice, I may charge to cover the costs associated with implementing the recommendations in your SoA. The fee could range from 0.00% to 1.00% of the funds under advice. For example, if you have \$100,000 to invest, and my implementation fee is 1.00% of your portfolio, the fee will be \$1,000.

Execution-only service or ad hoc advice fees:

Fees for execution-only services and ad hoc advice may be charged at an hourly rate in the range of \$220 and \$440 per hour depending on the complexity of the work involved.

An estimate of the time required will be provided and agreed upon prior to commencing the work. You will be invoiced for these fees after the service is provided and payment is required within 30 days from the invoice date.

Ongoing service fees:

Once your financial plan is implemented, you may choose to participate in an ongoing review service.

Fees for ongoing services and reviews are all based on an annual fee, ranging from 0.00% to 1.00% of the funds under advice. For example, if you have \$100,000 invested, and my annual fee is 1.00% of your portfolio, the fee will be \$1,000.

The agreed ongoing service will comprise review meetings (with the frequency and number of reviews per annum agreed with you) and other ancillary services such as invitations to educational seminars and newsletters. Full details of the services offered in the ongoing service package will be provided at the time my advice is given.

Methods of payment for my fees include:

- Invoice directly to you
- Deducted from your investments (where this option is available and your authorisation to do so is obtained)

Full details of all fees and commissions received in consequence of my financial services will be provided to you in an SoA or RoA and Product Disclosure Statements at the time of receiving any recommendation.

Other benefits and payments which may be (directly or indirectly) received because of the services provided to you

Insurance products

Where I arrange a life insurance product, the insurer pays us an upfront commission and an ongoing commission when the product is renewed each year. The rate of upfront commission payable ranges from 0% up to 66% of the base premium. The rate of ongoing commission payable ranges from 0% - 31%. Importantly, the choice of commission payment arrangements does not affect the amount of premium payable.

For example, if you purchase a life insurance policy with an annual premium of \$1,500 AUPFS may receive an initial payment of up to \$990, calculated as $\$1,500 \times 66\% = \990 ; and an ongoing commission of \$465 calculated as $\$1,500 \times 31\% = \465 .

You should also refer to Part 1 of the FSG “*The benefits or payments which may be (directly or indirectly) received by us because of the provision of financial planning services*” for details of payments and benefits which my licensee may receive in consequence of individual services provided by me to you.

Alternative benefits that I may receive

From time to time, I may receive alternative forms of non-monetary benefits from product providers or other parties which have a value of less than \$300. These may include hospitality or education and training in relation to my professional development. Details of any alternative benefits I receive are maintained on a register. A copy of the register is available upon request.
