



## Financial Services Guide Part 2 Adviser Profile

Prepared 21/12/2020

This Adviser Profile should be read together with Part 1 of the FTS Financial Services Guide.

The adviser profile sets out the details of the representative, the services and products they may provide and details of the remuneration FTS and the Representative may receive.

### Authorised Representative

Emma Duffey

Authorised Representative No: 321533

FTS Financial Planning Pty Ltd ("FTS Financial Planning") (292905) is a Corporate Representative of FTS Financial Services Pty Ltd (351527).

Emma is an employee of FTS Financial Planning and has been appointed as an authorised representative of FTS.

### Contact Details

69 Lynch Street

Ph: 02 6382 6650

Fax: 02 6382 6651

Email: emma.duffey@ftsf.com.au

### Professional Qualifications

Advanced Diploma of Financial Planning

Bachelor of Arts/Commerce

Specialisation in SMSF

Specialisation in Aged Care Financial Planning

### Associations & Directorships

Associate Member of the FPA

Emma is shareholder of FTS Financial Planning Pty Ltd.

Emma may be entitled to receive dividends from this company.

### Authorisations

Emma is authorised by FTS to provide personal advice and deal in:

- v Deposit products
- v Debentures, stocks and bonds
- v Life insurance – risk
- v Life insurance – investment
- v Managed investment schemes
- v Retirement Savings Accounts

- v Securities (shares and managed funds)
- v Standard margin lending
- v Superannuation
- v Self Managed Super Fund
- v Age Care

### Fees and Charges

Fees will be agreed based on your requirements and the complexity of your financial circumstances. All fees charged will be fully detailed in the SoA you receive. All fees below are inclusive of GST.

#### Initial Meeting Fee

FTS normally charge a fee for our initial meeting which is currently set at a maximum of \$825.

#### Financial Planning Advice Fee

A Financial Planning Advice Fee may be payable for the provision of the following services:

- v The collection and analysis of your personal and financial situation
- v The collection and investigation of financial planning strategies and financial products
- v The preparation and construction of an SoA

The actual fee depends on individual circumstances and will be outlined in your SoA. Our maximum Financial Planning Advice Fee is \$5,500

#### Implementation Fee

FTS try to avoid imposing a fee for the implementation of your financial plan however in instances where structures may be diverse and or strategies complex FTS reserve the right to charge up to a maximum fee of \$660

#### Annual Service Contract

FTS offers each client an annual service contract which is a commitment to you, to not only establish your financial plan but, to work with you to ensure that your plan changes and evolves in accordance with your needs and that strategies and products are continually reviewed to ensure they remain appropriate.

Each contract and services offered is tailored to the need of the individual and costs can vary depending on services required.

### New clients to FTS from 20/2/2020

There will be a fixed fee that will be indexed with inflation each year. Each client will be offered to renew their contract with FTS on an annual basis.

The minimum contract charge with FTS is \$2,200 including GST.

### Existing clients to FTS prior to 20/2/2020

Some clients are still on the grandfathered fee structure that is percentage based. FTS are moving to a fixed fee structure and your adviser will contact you discuss.

The percentage fee for example is charged at a % of your portfolio. If this was 1%

Fee calculation: if you had \$350,000 in your account the fee would be

$\$350,000 \times 1\% = \$3,500$  per annum.

### **Insurance Fees**

An upfront commission may be payable to FTS by the insurer when you purchase an insurance product. The commission is calculated as a percentage of the insurance premium paid by you.

Upfront commission is a one off payment and can range between 11% and 66% of the premium you pay.

Ongoing commission is payable by the insurer to FTS for the life of your policy – up to a maximum of 22% per annum of the renewal premium

As an example, if you take out insurance cover with an annual premium of \$2,000 and an upfront commission of 66% is payable

$\$2,000 \times 66\% = \$1,320$  received by FTS

If you retain this cover and the annual premium remains at \$2,000 and an ongoing commission of up to 22% per annum is payable

$\$2,000 \times 22\% = \$440$  received by FTS .

### **Remuneration**

FTS pays FTS Financial Planning 100% of all fees and initial or ongoing commissions received as a result of Emma's recommendations to you.

Emma is a salaried employee of FTS Financial Planning.

### **Benefits**

Emma may receive other benefits including attendance at professional development programs, conferences and other incentives such as allowances and other related entertainment benefits. A public register is held by FTS outlining the particulars of any benefit received.