

FINANCIAL SERVICES GUIDE

PART TWO ADVISER DETAILS

Insight Wealth Partners
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Information about this Financial Services Guide

This is Part Two of the Financial Wisdom Limited Financial Services Guide (FSG), which is divided into two parts. Part One and Part Two must be read together.

Your financial adviser ('Adviser,' 'I', 'we' or 'my') is an Authorised Representative of Financial Wisdom and provides services on behalf of Financial Wisdom.

Part One – General details provides information about:

- Financial Wisdom, their relationship with your Adviser and other entities.
- Other documents you may receive.
- Financial services and products we provide.
- Collecting your personal information and providing instructions.
- What you can do if you are not satisfied with our services.

Part Two – Adviser details provides information about:

- Who your Adviser is and how they can be contacted.
- Financial services and products your Adviser is authorised to provide.
- Fees or other costs your Adviser may charge.
- How Financial Wisdom, your Adviser and any other relevant parties are remunerated.

Part Two - Adviser Details

1. Your Adviser and how you can contact them

I am an Authorised Representative of Financial Wisdom and can be contacted using the following details:

Name: Insight Wealth Partners Pty Ltd

ASIC adviser identification number: 427874

**Address: 122 Main Street
Pakenham Vic 3810**

Telephone: 03 5940 4555

Facsimile: 03 8692 6550

E-mail: Trevor@insightwealthpartners.com.au

Website: www.insightwealthpartners.com.au

Insight Wealth Partners was formed in 2012 to provide high quality personalised advice on all aspects of Financial Planning to individuals and business clients.

The following individual is authorised by Financial Wisdom to provide personal financial advice through the corporate Insight Wealth Partners:

Trevor Thompson

ASIC Adviser identification number: 427875

Trevor commenced his Financial Planning career in 1994 and has considerable experience in all aspects of financial planning. Trevor believes that a client should not invest in anything they do not understand and takes particular care to provide enough information and explanation to his clients so that they can make an informed choice on his recommendations being provided.

Having had personal experience dealing with his clients' insurance claims, Trevor is passionate about risk protection and believes it is his role to help you to implement a comprehensive plan to protect the financial wellbeing of you and your family.

Instead of the natural "it won't happen to me" approach most people adopt when considering insurance, Trevor will help you consider the question "what would our financial situation really look like IF it happened". As this is an uncomfortable discussion that many people avoid or handle poorly, Trevor will give you the best chance of having an effective protection plan in place.

Trevor holds the Diploma of Financial Planning (Dip Fp) from Deakin University and has been a Certified Financial Planner since 2001. He has also been awarded the Financial Adviser of the year on two occasions and also the Life Risk Adviser of the Year at previous licensees.

2. Financial services and product types your Adviser can provide

I am authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:

- Securities
- Managed investment schemes
- Investment and funeral bonds
- Deposit products
- Government debentures, stocks and bonds
- Personal and business risk insurance
- Superannuation
- Margin loans

- Retirement Savings Accounts

Limits on the advice that can be provided

It is important to note that I cannot provide advice on the following:

- General insurance
- Derivatives
- Foreign exchange

In addition, if I identify that you require specialist advice on a particular product or service, such as estate planning, I may refer you to a specialist who can help.

Please note that I am not a Registered Tax (Financial) Adviser. I therefore recommend that you seek further advice from your tax specialist about the tax consequences of the recommendations provided.

Securities

If I identify that you require securities advice, I may refer you to CommSec Advisory for personal advice on direct share investments or existing portfolios. Financial Wisdom and I may receive a fee as a result of this referral. Any referral fee that is received will be disclosed in your SoA.

Alternatively, I may seek portfolio research advice from CommSec Adviser Services and incorporate this research into the advice that they provide to you. The cost of this advice will be incorporated into the total advice fee and detailed in your SoA.

3. Referrals

You do not have to consult any professional that I may refer you to. You may want to consult a professional you have an existing relationship with, or choose another. The professional you choose to consult is responsible for the advice they provide to you. Financial Wisdom and I may receive a fee or other benefit as a result of that referral. We may also receive a referral fee or other benefit from the business that is transacted on your behalf.

4. Fees and other costs that may apply to you

A range of fees and other costs may be payable to Financial Wisdom for the advice you receive and the financial products used.

Outlined below are the types of payments that you may be charged. Before I provide you with any financial advice, I will discuss these options with you and help you select the best payment method for you.

Where we are aware that you have used borrowed funds (i.e. funds that are either secured or unsecured) to invest through us, we will charge you a flat dollar advice fee.

In all cases, details of payments required for the services provided will be given to you at the time of any personal financial advice or when executing a transaction on your behalf. You will be provided with a tax invoice for any services provided and payment is generally made to Financial Wisdom in accordance with the terms of the invoice and is payable by cheque or money order.

These amounts, where they can be determined, will be documented in your SoA. If at the time you receive your SoA the amounts cannot be determined, the manner in which they are calculated will be disclosed instead.

Fee for Service

Under this method of payment, there are set fees payable for each service provided to you. Those services and fees include:

Under this method of payment, there are set fees for each service provided to you:

- You will not be charged a fee for your initial consultation with your adviser
- There is a minimum fee of \$1,650 including GST for the preparation of an SoA. The maximum fee for the preparation of an SoA is \$11,000 including GST. The fee charged will depend upon the complexity of the advice sought. At the end of your initial appointment your adviser will be able to determine the complexity of the advice you seek and provide an exact cost for that advice. We will not proceed until you agree and instruct us to do so in writing.

You will be provided with a tax invoice for the service provided and you will need to provide a cheque or money order payable to Financial Wisdom in accordance with the invoice.

Portfolio Implementation

A fee may apply to implement the portfolio of investments recommended by your adviser. This will be determined by the size and complexity of your portfolio and any additional services required such as dollar cost averaging into a portfolio, in specie transfers or limit orders on direct equities placed at your instruction. If this fee applies to you it will be detailed in your SoA. There is no minimum fee. The maximum fee is \$4,400 inclusive of GST.

Hourly Rate Direct Charges

I may charge an hourly rate for financial services. The current rate is \$440 per hour or part thereof. Part or all of the initial commissions received from a product provider may be rebated to you if this charging option is used.

Before going ahead, I will provide you an estimate of the time that I may need.

Scale of Charges

You may prefer to have fees deducted from your investment capital rather than invoiced directly.

A fee for the preparation of a SoA will apply and will be payable on provision of the advice. This fee will be considered to have been paid by the agreed upon fee being deducted from your investment capital but will be invoiced directly to you if you do not proceed with our recommendations.

If you pay via this method, the fees charged by us are calculated when new investments are made. All initial commissions received from a product provider under this fee structure will be rebated to you or offset against the fees charged. An example of how this may be calculated is set out below.

- 2.2% of the first \$200,000 invested
- 1.1% of the next \$200,000 invested
- 0.55% of the amount above \$400,000
- A minimum fee of \$550 is payable in all cases.
- A maximum fee of \$15,400 is payable in all cases.

Percentage applied	Amount invested	Fee charged
2.2%	on the first \$200,000	= \$4,400

1.1% on the next \$50,000 = \$550

Total (Average 1.98%) \$250,000 = \$4,950

Under this fee structure, you will be given a tax invoice for the service provided and payment will be made to Financial Wisdom in accordance with the invoice.

Revenue, Adviser Service fees and Commissions

Revenue

Financial Wisdom may receive payments from certain product providers whose products I recommend. These payments are based on the level of investments by Financial Wisdom clients in those products or level of insurance premiums applicable.

Direct Share Investments

I may charge you a fee over and above the brokerage fee charged by CommSec Adviser Services for trading shares. A management fee based on the value of your direct share investment may also be charged. These fees are optional and have no minimum or maximum.

Ongoing Advice

Implementation of a portfolio or financial strategy is simply the first step in achieving your long term financial goals. Ongoing reviews are essential to keep your portfolio working efficiently and to make sure your financial strategy is updated as your circumstances change or outside influences such as changes in legislation are factored in.

The Ongoing Advice Fee is a fee that you and I agree on for the ongoing advice and service that I am to provide, and is payable to Financial Wisdom. Financial Wisdom may pass all or part of that fee on to me. Some products offer the option to deduct the Adviser Service Fee from your funds on a periodic basis.

Our Ongoing Advice Service provides regular reports on your portfolio including recommendations for any necessary changes. Depending on the size and complexity of your portfolio you can select quarterly, 6 monthly or annual reporting.

Should any of your holdings be rated as "sell" by our research providers we will notify you with our recommendations as soon as practically possible. You may choose an annual or semi annual review meeting. No further initial fees will apply for placing new investments or providing strategic financial planning advice to clients who have subscribed to our Ongoing Advice service..

Fees for this service will be based on a percentage of your portfolio and will be detailed in your SoA. You can choose to have the fee deducted monthly from your portfolio or pay it directly annually in advance.

The fee will be 0.99% per annum inclusive of GST of your portfolio under advice.

Should your portfolio use an administration service for reporting purposes our fee will reduce to 0.83% per annum inclusive of GST of your portfolio under advice

The maximum fee will be \$22,000 per annum inclusive of GST.

Commissions

Financial Wisdom may receive initial or ongoing commission payments when you invest in a product or commence an insurance policy through me. Under this arrangement, Financial Wisdom may receive commission payments directly from product providers.

An initial commission is a one-off payment made upon entry to a financial product and an ongoing commission is paid each year for which a financial product is maintained.

Commission payments are based on a percentage of the funds you invest or the insurance premiums you pay. They are not paid directly by you and are instead deducted from the investment, superannuation, loan or insurance premium by the product provider and paid to Financial Wisdom.

Investment and superannuation products

The initial commission that Financial Wisdom may receive on an investment or superannuation product can be up to 5.50% of the investment amount.

The ongoing commission that Financial Wisdom may receive can be up to 1.10% per annum of the investment amount.

Financial Wisdom only receives initial or ongoing commission payments on investment or superannuation products, where they are entitled to receive these payments through existing arrangements with product providers.

Insurance policies

The initial commission that Financial Wisdom may receive on insurance policies can be up to 135% of the first year's premium.

The ongoing commission that Financial Wisdom can receive may be up to 38.50% per annum of the renewal premium.

We only receive commission payments where we are entitled to receive these payments through existing arrangements with product providers.

Any commission payments that Financial Wisdom or I receive are not an additional cost to you.

Margin Lending

Financial Wisdom may receive commission payments on margin loans which are based on a percentage of the loan amount. This commission is paid on an annual basis and Financial Wisdom may pass this on to me. Financial Wisdom will only receive initial or ongoing commission payments on margin loans, or additional drawdowns to these products, where they are entitled to receive these payments through existing arrangements with product providers.

5. What Financial Wisdom pays me as your Adviser

Fees and Commissions

Once Financial Wisdom receives payment for a service, they may pay me up to 100% of the commission, fee and bonus amount they receive. Any remaining amount will be retained by Financial Wisdom.

The amounts payable to me and retained by Financial Wisdom will be disclosed in your SoA. If the amount is not calculated at the time your SoA is provided, the way the amount is calculated will instead be disclosed.

Revenue sharing arrangements that apply to Commonwealth Bank Group products I recommend

I also have an arrangement with Financial Wisdom where I may receive a share of any payments made to them by Colonial First State and CommInsure. These arrangements are described below.

For investments

Financial Wisdom receives payments from Colonial First State which are based on the volume of funds invested into the Colonial First State FirstChoice Retail, Colonial First State FirstChoice Wholesale or FirstWrap platforms ('selected Colonial First State platforms') by its Authorised Representatives. These payments can be up to:

- 0.25% pa of the funds invested into the Colonial First State FirstChoice Retail and Colonial First State FirstChoice Wholesale platforms, and
- 25% pa of the FirstWrap administration fees.

If over a three month period, I manage a minimum average of at least \$25,000,000 in selected Colonial First State platforms, I become entitled to a share of the payments that Financial Wisdom receives from Colonial First State

The share I may receive will be a percentage of what Financial Wisdom receives from Colonial First State and based on the volume of funds under management that I manage in selected Colonial First State platforms. The percentage can range from 20% to 100%.

For example, if I manage an average of \$25,000,000 in selected Colonial First State platforms over the three month period, I will be entitled to 20% of the amount that Financial Wisdom receives from Colonial First State attributable to that \$25,000,000.

If Financial Wisdom receives the maximum payment of 0.25% per annum (or equating to 0.0625% for the three month period) from Colonial First State, I will be entitled to a share of \$3,125 (ie \$25,000,000 x 0.0625% x 20%).

For insurance

Financial Wisdom receives quarterly payments from CommInsure which are based on Financial Wisdom achieving new insurance premium targets and meeting policy lapse rate targets. These payments can range from 0% – 15% of the new insurance premiums generated.

If I place a minimum of \$25,000 in new insurance premiums with CommInsure over a rolling 12 month period, provided my policy lapse rate is not 12% or greater over the same period, I am entitled to a percentage of these payments on a quarterly basis.

My entitlement is based on the premiums I place. There will be a tiered reduction in the percentage if my policy lapse rate exceeds 8%.

For example, assume my policy lapse rate is less than 8% and I generate \$25,000 in new insurance premiums over twelve months. If Financial Wisdom receives a payment of \$120,000 for the last quarter of that twelve months from CommInsure and I am responsible for placing 0.50% of the new insurance premiums for that last quarter; the payment I receive for that last quarter will be \$600 (ie (\$120,000 x 0.50%).

Should the amount of new funds I place into selected Colonial First State platforms and certain CommInsure investment products, bonds and annuities over a 12 month period exceed the amounts withdrawn over the same period, I may be entitled to an additional share of the payment Financial Wisdom receives. However, where the amount withdrawn exceeds the amount of funds placed for the same period, the share of payments I receive may reduce.

Any share of payments I receive from Financial Wisdom with respect to either selected Colonial First State platforms or CommInsure product are not an additional cost to you.

I will manage and will clearly disclose any conflicts in the SoA that I believe may influence my advice to you. In the

event a conflict does arise, I will give priority to your interests. The manner in which the revenue sharing arrangements is calculated will also be detailed in the SoA.

In addition, details of any revenue sharing arrangements which may apply to any products recommended to you will be set out in your SoA.

Financial Wisdom and I will continue to receive these payments where we have an entitlement to do so under an arrangement with a product provider prior to 1 July 2013.

Referral payments

If you were referred by another party, or if Financial Wisdom or I have referred you to someone else, Financial Wisdom or I may pay that referral party a fee or commission. Financial Wisdom or I may receive a referral fee in the event that we refer you to someone. Your SoA will disclose these referral payments and the amounts paid.

Partners in Education

Financial Wisdom may receive sponsorship payments from a number of product providers which are in no way linked to volume of sales. Financial Wisdom offers various package arrangements where product providers can partner with Financial Wisdom to provide education and training services for their Advisers. For a full list of all current partners, please visit www.financialwisdom.com.au.

Other benefits that I may receive

From time to time, I may also receive other benefits which may include:

- Educational conferences and seminars: these are arranged by Financial Wisdom and attendance may be fully or partially subsidised by Financial Wisdom.
- Non-monetary benefits: these may include business lunches, tickets to sporting and cultural events, promotional merchandise or other minor benefits from Financial Wisdom or product providers.
- I may also have access to a Business Valuation Package offered by Financial Wisdom. This is subject to certain conditions and any amount paid by Financial Wisdom depends on factors such as compliance history and financial performance.

These benefits are discretionary in nature and relate to future events. It is therefore not possible to provide an estimated dollar value on these benefits at this point in time.

Any other benefits that Financial Wisdom or I may receive will only be accepted to a value of less than \$300 per provider per year. If other benefits over this limit are received, they will be declined or if delivery has already been made, they will be disposed of. In the instance that a benefit has been received and needs to be disposed of, that benefit will be passed on to charity or disposed of by other means.

Financial Wisdom maintains a public register of all other benefits they receive. Financial Wisdom also maintains a Conflicts of Interest register for circumstances where some or all of your interests may be inconsistent or diverge from some or all of my interests or those of Financial Wisdom. If you would like to see a copy of these registers, you can contact Financial Wisdom.