

Financial Services Guide (Part Two)

3 August 2018



Stanford Clark

Authorised Representative No. 300231

I am an authorised representative of Total Financial Solutions Australia Limited (TFSA), AFS License No 224954.

I am employed by King Financial Group (QLD) Pty Ltd, which is a corporate authorised representative of TFSA, Representative No 298955. I am also a member of the Financial Planning Association of Australia.

The services I can provide

- Wealth Creation
- Financial Planning
- Investment Planning
- Retirement Planning
- Superannuation and Rollovers
- Life and Disability Insurance
- Estate Planning
- Portfolio and Insurance Reviews
- Margin Lending and Gearing
- Aged Care

My education qualifications and experience

- Accredited Aged Care Professional – Aged Care Steps
- Diploma of Financial Planning - RMIT, Deakin University
- Certified Financial Planner - FPA
- Certified Financial Strategist - AIOFP
- Diploma of Financial Planning - RMIT, Deakin University
- Bachelor of Law - University of Natal

The products I can advise you on

- Life Insurance
- Superannuation
- Self-Managed Superannuation Funds
- Managed Investments (including Investor Directed Portfolio Services)
- Managed Discretionary Accounts
- Retirement Savings Accounts
- Securities
- Deposit Products
- Government Bonds

How to find me

My office is located at:
308 Lutwyche Road
WINDSOR QLD 4030

If you would like an appointment to discuss your financial needs and objectives in more detail, please contact me by:

Phone: (07) 3357 8899
Email: sclark@kfgroup.com.au
Mail: PO Box 489
Lutwyche QLD 2000

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Remuneration

Partnership that counts

Initial Remuneration

At your discovery meeting we will ask you to pay an analysis fee. This is so we can put together the strategy presentation. This presentation will outline an analysis of your situation and provide you with suggestions and outcomes that match your needs. You will receive a copy of this presentation to take home. The analysis fee will apply to new clients.

All fees are based on time, resources and complexity of the advice. Fees relating to the commission for insurance will be treated separately and these will be outlined in your advice documents. All fees are inclusive of GST.

The fees will include:

- A one off analysis fee is \$2,200 (which is applicable for new clients).
- A one off implementation fee ranges from \$1,000 to \$20,000 according to the time and resources required. In some cases the fee may be more.
- A journey management fee ranges from \$1,000 to \$10,000 according to your ongoing requirements per annum. In some cases the fee may be more.

If you elect to pay on an hourly basis, our fees range from \$250 to \$500 per hour. The total fee will not exceed \$10,000.

You may be charged an Administration fee to cover any ongoing management of your portfolio. These will be outlined specifically in your advice documents.

If you decide to proceed with a financial plan, the SoA and the relevant PDS will outline all fees and remuneration that are applicable to the advice and products recommended.

Insurance Remuneration

For an insurance product written between 1 January 2018 and 31 December 2018 we may receive initial remuneration between 0 - 88% (including GST) and ongoing remuneration of up to 33% p.a. (including GST) of the annual premium.

Example: If your Adviser recommends an insurance product with an annual premium of \$400 per annum, TFSA may receive an initial payment of up to \$352 (including GST), of which 100% will be passed on to your Adviser. Also, TFSA will receive ongoing payments of up to \$88 per annum (including GST), of which 100% will be passed on to your Adviser.

Partnership that counts

Managed Accounts and the Thrive Model Portfolios

Should your circumstances require it, and should it be in your best interests, I may recommend a Managed Discretionary Account and one or more of the King Investment Mandates. A Managed Discretionary Account is a facility that allows the Investment Manager to make decisions about your portfolio on your behalf. The discretion allows the Investment Manager to more actively manage the portfolio to ensure that is, and remains, consistent with your Investment Program. The specific features of the MDA facility, including its features, costs, timeframe and risks, will be addressed in both the Statement of Advice and the MDA Contract. Read these documents carefully and ensure you have all the information you need to make an informed decision on whether to participate in the MDA. We have to be satisfied that the facility is suitable for you and that it remains suitable for you.

The King Managed Account Service allows you to establish a Managed Account that will enable you to select and invest in specific Model Portfolio(s) monitored and managed by TFSA as the Program Adviser. You retain beneficial ownership of all assets in which you choose to invest.

We receive no additional financial benefit for recommending this facility and will only do so if we think it's appropriate for your needs and circumstances.

Ongoing Fees

The Asset Based Fee is calculated based upon a percentage of the size of the investment portfolio on which the advice is being given. Our normal charges are as follows:

- 1.1% on all funds under management;
- Any advice involving gearing must not incur an asset based fee therefore only a flat based fee can be charged.
- Any negotiated change to the above rate must be documented and agreed between both parties.
- As above in this option the investment Adviser Service Fee may be rebated in lieu of fees.

We inform you of any commissions, fees and any other benefits, where possible in actual dollar amounts, in the SoA. You will receive a SoA, before we proceed to act on your instructions.

We will tell you in writing in the SoA what fees we may charge you, when you have to pay, and what payments we may receive from the Financial Product issuer/s. Product disclosure statements also detail individual products costs.

Referrals

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Where you have been referred to us by someone else we pay them a fee or commission in relation to that referral. We will tell you in the SoA who will receive that fee or commission and the amount they will receive.

Your adviser, Stanford Clark may refer you to Direct Property Network (DPN) for the purpose of exploring direct property opportunities. Your adviser is not authorised to provide any advice on direct property investment. For an assisted sale, your adviser will receive an upfront fee of \$3,300 (incl. GST). For an unassisted sale, your adviser will receive an upfront fee of \$7,700 (incl. GST). If finance is obtained through DPN, your adviser will receive an upfront commission of 30% of the commission DPN receives from the lender. Your adviser will also receive a trail commission of 30% of the commission DPN receives from the lender each year. Your adviser will disclose the exact amount in any personal advice document you receive. All payments from DPN to the adviser are payable less 5% which is retained by TFSA as the licensee.

Your adviser, Stanford Clark may refer you to Nexus Partners for your mortgage lending requirements. Upon successful establishment and settlement of a loan, King Financial Group receives a maximum of 70% of the available commission. For example, a \$500,000 loan settles and Nexus is paid an upfront commission of 0.60% from the lender (upfront commission payable depends on the lender and payable up to a maximum of 0.66%). King Financial Group is paid 70% of the commissions which would equate to a \$2,100 payment. In addition, some lenders pay a trail commission which is no more than a maximum of 0.15%.

From time to time other referrers will receive referrer payments, e.g. accountants. The amounts vary between referrers but are not greater than 30%.

Relationships and Associations

Stanford Clarke may own and may be entitled to acquire further shares in TFSA's parent company, CountPlus Limited (CUP).