

Financial & Lifestyle Planning

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## Financial Services Guide

10 November 2009

### About Lifestyle Planning Pty Ltd

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AFSL: 238370

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## Financial Service Guide - Introduction

This Financial Services Guide is designed to tell you about Abound Lifestyle Planning's advisory services and to assist you in deciding whether to use those services.

This Guide contains information about:

- Services and products we provide – it outlines the kinds of services and products we are authorised to provide under our Australian Financial Services Licence;
- Remuneration we or related persons may receive in connection with financial services provided;
- Details of any potential conflicts of interest; and
- Complaints Process – this describes how we deal with any complaints you may have about our services or products as well as providing key contact details to communication a complaint.

## Other documents you may also receive

You may also receive other documents when Abound Lifestyle Planning provides services or products to you.

### Statement of Advice (SOA)

This is a record of personal advice you receive as well as the information that the advice was based on. You are entitled to receive a SOA whenever we provide you with any advice which takes into account your objectives, financial situation and needs.

The SOA will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice.

The SOA will also contain details of any fees or commissions received by Abound Lifestyle Planning or any associations we have with financial product issuers or other parties who may have influenced the advice we provide.

### Record of Advice (RoA)

If further advice is furnished, or when no financial product is recommended, a Record of Advice (RoA) may be provided to you instead of an SoA. You have

the right to request a copy of the RoA (if you have not previously received a copy) within 7 years of that further advice being given.

### **Product Disclosure Statement**

In the event we make a recommendation to acquire a particular financial product (other than securities) or offer to issue or arrange the issue of a financial product we will provide you with a Product Disclosure Statement outlining general information about the product including:

- The terms and conditions for the product;
- Any benefits and risks associated with holding the product;
- Information about the cost of the product; and
- Details of fees and charges the product provider receives for issuing the product.

## **A guide to our relationship with you and others**

### **Who is my adviser?**

Your financial adviser will either be Richard Brown or Clinton Smith.

Richard Brown is a Director and Representative of Abound Lifestyle Planning. Richard has been advising in financial services and accounting since 1988 and has the following qualifications: Certified Financial Planner (CFP), Bachelor of Business (Accountancy) and Certified Practising Accountant (CPA). Richard is also a member of the Financial Planning Association (FPA) and has been listed in the prestigious Personal Investor Magazine Masterclass Top 50.

Clinton Smith is a Representative of Abound Lifestyle Planning. Clinton has been in the financial services industry since 2000 and has the following qualifications: Certified Financial Planner (CFP) and Bachelor of Business (Financial Planning). Clinton is also a member of the Financial Planning Association (FPA).

### **Who is responsible for the financial services provided?**

Abound Lifestyle Planning is responsible for the financial services provided by all of its advisers including the distribution of this Financial Services Guide (FSG). Abound Lifestyle Planning Pty Ltd ABN 31 005 946 109 is the holder of an Australian Financial Services Licence, No: 238370. The office is located at Level 1, 416 Mt Alexander Rd Ascot Vale VIC 3032.

Abound Lifestyle Planning is a Principal member of the Financial Planning Association of Australia (FPA).

Around Lifestyle Planning are not owned or controlled by any corporate product providers or other financial groups.

**What kinds of financial services are you authorised to provide me and what kinds of Financial Product/s do those services relate to?**

Around Lifestyle Planning is authorised to:

- (i) provide financial product advice; and
- (ii) deal in a financial product by applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of the following classes of products:
  - i. Basic deposit products
  - ii. Non-basic deposit products
  - iii. Derivatives, limited to old law securities, options, contracts and warrants
  - iv. Debentures, stocks or Government bonds
  - v. Life Insurance products including investment life insurance products and life risk insurance products
  - vi. Managed Investment Schemes including Investor Directed Portfolio Services (IDPS)
  - vii. Retirement Savings Account (RSA)
  - viii. Securities
  - ix. Superannuation
- (iii) deal in a financial product by:
  - i. underwriting
  - ii. interests in a managed investment schemes; and
  - iii. an issue of securities.

Around Lifestyle Planning is authorised to provide the above services to both retail and wholesale clients.



### **Will you give me advice that is suitable to my needs and circumstances?**

Yes. In order to do so we will need to find out about your personal objectives, financial situation and needs before we make any recommendations to you. You have the right not to divulge this information to us if you do not wish to do so.

However, if you do not provide the information or provide us with inadequate detail the advice you receive may not be appropriate to your needs, objectives and financial situation. In other words, the product may not be suitable for you.

You should read the warnings contained in the *Statement of Advice* carefully before making any decision relating to financial products.

### **How will I pay for the services provided?**

Abound Lifestyle Planning offer a range of payment options including fees and commissions on funds placed, or a combination of both methods. Your financial adviser will explain to you the different payment options.

### **How are any commissions, fees or other benefits calculated for providing the financial services?**

Abound Lifestyle Planning's calculation of fees and commissions is dependent on the level of service appropriate to your needs. The fees and/or commissions charged may also differ between various financial product issuers.

For example, initial fees are calculated based on the complexity of the advice provided. Ongoing fees are based on our minimum ongoing service fee and may include a percentage of funds under advice. The ongoing cost will depend on your ongoing service level.

All levels of service, their associated calculations for fees and charges and the ongoing services provided are discussed in the first meeting and subsequently disclosed, prior to implementation of any recommendations, in the Statement of Advice. A copy of our Commission/Brokerage/Fee Schedule is attached to this FSG for your information.

### **Do I get detailed information about actual commissions and other benefits my adviser receives from making the recommendations?**

Yes. You have the right to know about details of commissions and other benefits your adviser might receive for recommending investments. We will provide this information to you when we make specific recommendations.

### **Will anyone be paid for referring me to you?**

Should you be referred to your Adviser by a third party, (eg an Accountant), the third party may receive a fee, commission or other benefit for the referral. This fee comes out of the fees received Abound Lifestyle Planning and does not

represent an additional cost to you. You will receive more detailed information concerning any referral fee or commission in your SOA.

### **Do any relationships or associations exist which might influence you in providing me with the financial services?**

Abound Lifestyle Planning is a member of the DKN Financial Group's Partner Program and may receive additional commission for recommending either BT: Portfolio Administrator or Select: Austchoice MasterTrusts. Scale commission of up to 0.1% is payable if funds under management exceed \$80 million (eg.  $0.1\% \times \$80 \text{ million} = \$80,000$ ) or reach individual platform hurdle rates. These commissions are not an additional charge to the client. Full details of the DKN Partner Program are available upon request.

If you invest in a product provided by AXA, Abound Lifestyle Planning may receive an ongoing commission of 0.22% pa. This is paid directly by AXA and does not affect your account balance in any way.

## **Complaints**

### **What should I do if I have a complaint?**

If you have any complaints about the service provided to you, you should take the following steps:

1. Contact your financial adviser about your complaint.
2. If your complaint is not satisfactorily resolved within 5 days, please contact Abound Lifestyle Planning on 03 9373 3500 or put your complaint in writing and send it to the Complaints Officer, PO Box 393, Flemington VIC 3031. We shall endeavour to resolve the complaint quickly and fairly.
3. If you remain dissatisfied with the outcome of your complaint or if we have not responded after 45 days (or 90 if we inform you extra time is needed), you have the right to refer the matter to the Financial Ombudsman Service Telephone: 1300 78 08 08 Facsimile: (03) 9613 6399 Mail: GPO Box 3, Melbourne, Victoria, 3001.
4. If you have concerns with our ethical conduct please bring it to our attention immediately. You can also raise ethical conduct concerns with the Financial Planning Association of Australia (FPA). They can be contacted at PO Box 109 Collins Street West, Melbourne VIC 8007.
5. The Australian Securities and Investments Commission (ASIC) also has a freecall Infoline on 1300 300 630 which you may use to make a complaint and obtain information about your rights.

## Professional Indemnity Insurance

We hold Professional Indemnity Insurance cover for the activities conducted under our AFS licence. The limit of the indemnity is \$3,000,000 for any one claim and \$6,000,000 in the aggregate for all claims arising out of our AFS licence activities. The insurance will cover claims in relation to the conduct of authorised representatives, representatives and employees who no longer work for the Licensee (but who did at the time of the relevant conduct). We believe that our Professional Indemnity insurance cover satisfies the requirements of s. 912B of the Corporations Act.



## Schedule of Fees

### First Consultation:

The initial meeting fee is \$275. This fee may be rebated if you proceed with a comprehensive Statement of Advice.

### Statement of Advice Fees

At the completion of our first consultation, you will be provided with a quotation to prepare a Statement of Advice. Please note we will not proceed with any work until this signed quotation is returned, along with any other information requested. Statement of Advice fees are based on complexity of your situation and the advice provided. This fee will normally range between:

**Simple Statement of Advice** Cost \$330 - \$550  
**(one goal/objective)**

One of the following strategies/investment options - i.e. rollover of superannuation (x 1); debt reduction strategies; establishing an investment account; personal insurance.

**Intermediate Statement of Advice** Cost \$550 - \$1,650  
**(two goals/objectives)**

Two of the following strategies/investment options - i.e. rollover of superannuation; debt reduction strategy; establishing an investment account; personal insurance.

**Comprehensive Statement of Advice  
(multiple goals/objectives)**

Cost \$1,650+

Complex strategy/investment options – i.e. self managed superannuation fund; rollover to account based pension, complex transfers of entities/structures, gearing, multiple strategies as outlined above

*If you require advice on complex issues an individual fee will be quoted separately.*

Implementation Fee: An implementation fee may be charged based on time taken to implement our recommendations. This fee will be based on an administration charge of \$65 per hour.

**Ongoing Advice Fees**

Annual Review Fee: We must ensure your investments are continuously aligned with your objectives. The portfolio advice fee is up to 1.10% of the investment balance. For portfolios in excess of \$1,250,000 the fee will be negotiated on an individual basis. We do not charge entry fees and we rebate all ongoing commissions where available.

Additional Services: At times you may benefit from additional services we are able to offer. We will negotiate a separate fee for these services if relevant.

Ongoing Services Package: To be entitled to our ongoing services package a minimum ongoing fee of \$2,500pa fee is payable.

Please note all fees quoted above are GST inclusive.

**Commissions**

**Upfront Commission – All Financial Products Except Life Risk Insurance Products**

Unless we advise you otherwise we will rebate upfront commission from the product issuer where you decide to invest in a product recommended to you. Usually this upfront commission is 0% of the amount you invest, although the exact amount may vary from 0% to 10% depending on the product. For example, for an investment of \$10,000 in a product whose manager pays us 3% commission we will receive an upfront commission of \$300, this will be rebated to you as extra units and substituted with our implementation fee.

**Ongoing Commissions – All Financial Products Except Life Risk Insurance Products**

We will also receive ongoing commissions - the amount we will receive varies depending on the circumstances, although typically we receive an ongoing

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commission of between 0% and 1.50% per annum of the value of your holding in a product for as long as you hold the product. This ongoing commission will be rebated to you as extra units unless disclosed otherwise.

### **Commissions – Life Risk Insurance Products**

We will receive an upfront commission from the relevant insurer whenever we arrange an insurance policy for you. For example, an upfront commission of 30% on an insurance premium of \$1,000 equates to \$300 paid to us.

The commission is generally a percentage of the insurer's base premium (i.e. premium excluding stamp duty, fire services levy, GST, modal loadings or any other government charges, taxes, fees or levies). The rate ranges between 0% and 130%.

We may also receive a renewal commission from the relevant insurer when you renew your policy. The renewal commission may range from 0% to 44%. For example, a renewal commission of 10% on an insurance premium of \$1,000 equates to \$100 paid to us.

### **Other Benefits and Interests**

We may also be entitled to receive additional pecuniary and non-pecuniary benefits, bonuses and/or rewards resulting from promotional, performance related and/or loyalty programs should they be conducted at any time by a related company, any relevant industry organisation or financial product issuer. These types of benefits and/or awards are not able to be quantified at any given time and are generally not directly attributable to any one-product dealing.

## **Privacy Notification Statement**

### **Our Commitment**

At Abound Lifestyle Planning Ltd we recognise that your privacy is very important to you - it is to us as well. We handle personal information on a daily basis; that is information or an opinion pertaining to our clients that is acquired for the purpose of our advisory process or in the course of providing our services.

We are bound by and committed to the National Privacy Principles (NPPs) set out in the Privacy Amendment (Private Sector) Act, 2001. The information set out below is a summary of our obligations under the NPPs.

We believe that this Statement will address any potential concerns you may have about how personal information you provide to the Abound Lifestyle Planning is collected, held, used, corrected, disclosed and transferred

### **Collection**

As a financial planning organisation we are subject to certain legislative and regulatory requirements, which necessitate us obtaining and holding detailed information, which personally identifies you and contains information about you. In addition, our ability to provide you with a comprehensive financial planning service is dependent on us obtaining certain personal information about you, including but not limited to the following:

- Employment details and history.
- Details of your financial needs and objectives.
- Details of you current financial circumstances, including assets, liabilities, income, expenditure, insurance cover and superannuation.
- Details of your investment preferences and tolerance of risk.
- Details about your social security, family commitments.

We will only collect personal information from you that is necessary for one or more of our functions and activities. We will only collect personal information from you by lawful and fair means, without being unreasonably intrusive, such as when you complete a client Fact Finder, application form, insurance proposal, finance proposal, membership application, registration form or questionnaire etc.

Failure to provide full and complete information as requested may affect the appropriateness and adequacy of advice provided to you.

Your personal information is generally held in your client file. Information may also be held in a computer database.



### **Use and Disclosure**

We are required under the Rules of Professional Conduct of the Financial Planning Association of Australia to make certain information available for  
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inspection by the Association on request to ensure ongoing compliance with mandatory professional standards. This may involve the disclosure of your personal information. We are also obliged pursuant of the Corporations Act to maintain certain transaction records and make those records available for inspection by the Australian Securities and Investments Commission.

We may also be required to exchange information with our business financiers, this being a usual audit requirement.

Details about some of your personal situation need to be provided to life offices and fund managers.

**You may at any time, by contacting us by any of the methods detailed below, request access to your personal information and we will provide you with access to that information either by providing you with copies of the information requested, allowing you to inspect the information requested or providing you with an accurate summary of the information held. We will prior to providing access in accordance with this policy require you to provide evidence of your identity.**

### **Access and Correction**

We will endeavor to ensure that, at all times, the personal information about you, which we hold is up to date and accurate. In the event that you become aware or believe that any personal information that we hold about you is inaccurate, incomplete or outdated, you may contact us by any of the methods detailed below and if we agree that the information requires correcting, we will take all reasonable steps to correct the information.

### **Complaints Resolution**

If you wish to complain about any breach or potential breach of this privacy policy or the National Privacy Principles, you should contact us by any of the methods detailed below and request that you speak to Mr Richard Brown. Your complaint will be considered and responded to within 7 days. It is our intention to use our best endeavours to resolve any complaint to your satisfaction; however, if you are unhappy with our response, you are entitled to contact the Office of the Privacy Commissioner who may investigate your complaint further.

### **Website Privacy**

We have had confirmation that any personal information held on our website is held in a secure format and is not released to any other parties.

## Additional Privacy Information

Further information on privacy in Australia may be obtained by visiting the web site of the Office of the Federal Privacy Commissioner at <http://www.privacy.gov.au>.

## Contact Us

If you have any queries after reading this document please do not hesitate to contact Abound Lifestyle Planning on:

Business

Address: Level 1, 416 Mount Alexander Road, Ascot Vale VIC 3032

Postal Address: PO Box 393, Flemington VIC 3031

Telephone: (03) 9373 3500

Fax: (03) 9326 2171

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

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

