

YOUR WEALTH MANAGEMENT PARTNERS

# FINANCIAL SERVICES GUIDE





# Financial Services Guide

## Part 1

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This Financial Services Guide has been authorised for distribution by:

Mont Partners Pty Ltd ('Mont Partners')

ABN 33 627 827 776

Australian Financial Services Licence No. 511061 ('AFSL')

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

This Financial Services Guide ('FSG' or the 'Guide') is designed to clarify who Mont Partners is and what Mont Partners does. The Guide is intended to help you evaluate and make an informed decision about whether to use the financial services described in this Guide

This Guide explains:

- the services and types of products Mont Partners is able to offer you
- how Mont Partners and its Authorised Representatives are remunerated.
- the relationships, associations or interests that Mont Partners and its Authorised Representatives have that could reasonably be regarded as being capable of influencing the advice provided to you.
- how Mont Partners deals with complaints, and what you should do if you have one.

This Guide consists of two parts. Part 1 of this Guide contains important information about:

- the financial services Mont Partners offers;
- details about Mont Partners as the AFSL;
- how Mont Partners is remunerated;
- who to contact if you have a complaint; and
- information related to Mont Partner's compensation arrangements regarding client complaints.

Part 2 of this Guide provides a profile of the Authorised Representatives and includes information about the Authorised Representatives and the services they are authorised to provide on behalf of Mont Partners.

References in this Guide to 'me', 'I', 'us', 'we' and/or 'our' should be read as either Mont Partners or your 'Authorised Representatives' of Mont Partners, as the context requires.

## PART 1

You must read each of these sections in Part 1 of the Guide in conjunction with Part 2, to allow you to make an informed decision about whether to use the financial services we offer.

Together, these documents form the complete FSG.

### About Mont Partners

Mont Partners holds an AFSL issued by the Australian Securities and Investments Commission ('ASIC').

## SECTION 1

### FINANCIAL SERVICES GUIDE

#### What other information should you consider before deciding whether to proceed with our recommendations?

If you receive personal financial advice it may be provided to you in a Statement of Advice (SoA) document, or in certain specific circumstances (typically where the advice is 'further' advice to advice previously provided in an SoA (the previous advice), and where your circumstances, needs and objectives and also the basis of Mont Partner's advice is not significantly different to the previous advice) the further advice may be documented and kept by Mont Partners in a document called a Record of Advice (RoA). You are entitled to request a copy of the RoA at any time up to 7 years after the advice is provided to you and a copy of the RoA will be provided to you.

When a financial product is recommended to you, and the financial product is not listed on a licensed Australian financial market (such as the ASX) you may be provided with a Product Disclosure Statement (PDS) or other disclosure document issued by the product provider. Among other things, the PDS contains information about the risks, benefits, features and fees payable in respect of the product. In combination with the advice provided by Mont Partners, these documents are intended to help you make an informed decision about whether to proceed with the acquisition of the relevant financial product.

#### Who provides the financial services described in this FSG?

The financial services described in this FSG will be provided by the relevant Authorised Representative identified in Part 2 of the Guide on behalf of Mont Partners.

Part 2 of this Guide contains information about the Authorised Representative providing you with the financial services and will detail, their experience, qualifications and professional memberships.

#### Who is responsible for those financial services?

As the holder of an AFSL, Mont Partners is responsible for the financial services provided to you.

The law requires Mont Partners to have, and Mont Partners has, arrangements in place to compensate clients for loss or damage they may suffer as a result of the acts or omissions of Mont Partners and/or its Authorised Representatives in the provision of financial services. Mont Partners is also a member of the Australian Financial Complaints Authority ("AFCA"), an ASIC-approved external dispute resolution scheme which can make determinations and awards that bind Mont Partners in relation to any client complaints or claims.

#### What financial services do we offer?

Some of the services Mont Partners can provide you are:

- financial planning advice;
- wealth accumulation advice;
- superannuation advice, including self-managed superannuation funds;
- gearing strategies;
- life and disability insurance advice; and
- strategic debt management.

Mont Partners can also provide you advice in relation to the topics listed below where the advice is incidental to the acquisition, holding or disposal of financial products:

- retirement advice;
- redundancy advice;
- tax strategies;
- cash flow advice;
- social security benefits advice;
- income and asset protection; and
- estate planning services (financial planning).

Mont Partners is authorised to provide financial product advice and to deal in a wide range of financial

products including:

- deposit products;
- Government debentures, stocks or bonds;
- life insurance investment and life insurance risk products;
- managed investment schemes, including investor directed portfolio services;
- standard margin lending facilities;
- retirement savings account products;
- securities (e.g. shares); and
- superannuation products.

Having noted that, the Authorised Representative that will provide you with the financial services may choose to specialise in only certain financial product areas or may have a more limited service offering. Please read this section of the Guide in conjunction with Part 2 of the Guide which details any limitations in terms of the services offered by the Authorised Representative.

## How can you instruct us?

Mont Partners may specify how you can give us instructions, for example, in person, by telephone, fax or email using any of the contact details set out in Part 2 of this Guide. Where you provide instructions by telephone, we may require at our discretion for these be confirmed in writing to us prior to us acting on your instructions.

## How is Mont Partners paid for the services that are provided to clients?

Mont Partners may receive:

- fees paid by clients;
- commissions paid by product providers;
- other payments by product providers; and
- other benefits.

Fees and commissions for the provision of financial services to you are payable to Mont Partners. Mont Partners may then pay up to 100% of any fees and commissions to the Authorised Representatives named in Part 2 of the FSG.

Where it is not possible for Mont Partners to determine the actual value of the fees, commissions or other benefits that will be charged to you and that are payable to its Authorised Representatives at the time you receive this FSG, Mont Partners will provide you with an outline of the method of calculation of such fees, commissions and other payments (including where

appropriate a worked example of the proposed payment) in this FSG document.

In addition, details of any fees, commissions or other benefits that Mont Partners will receive and that it will pay to its Authorised Representatives in relation to the provision of specific recommended financial services and financial products will be disclosed to you in the relevant advice document (whether in an SoA or RoA).

In most cases where advice is provided in an SoA, you will need to authorise the remuneration payments by signing an Authority to Proceed and Remunerate Form before we implement the recommendations and advice.

## What type of fees, commissions, payments and other benefits do we receive for our services?

We will discuss and agree our fee structure with you before we provide you with services. The types of fees you can be charged are listed below. You may be charged a combination, or part of, any of these fees.

## Service fees

We may charge fees for the preparation, presentation and implementation of our advice. These fees will be based on your individual circumstances, the complexity involved in your situation and the time it takes to prepare personal financial advice for you. We will discuss these fees with you and gain your agreement to the fees before we implement the services and enter into an ongoing arrangement with you. Where we provide you advice in an SoA, we will typically obtain your written authorisation to the fees prior to the implementation of any of the advice. We do so in a document referred to as an Authority to Proceed and Remunerate Form.

Service fees are inclusive of GST and payable by you at the following stages:

### *Advice preparation:*

For having a personalised financial plan (SoA) prepared, the minimum fee charged is \$1,200 while the maximum fee is \$22,000. The fees will depend on the complexity of the advice and the size of the investment portfolio. For example, complex advice that contain multiple goals, strategies and/or tax structures including

but not limited to; self-managed superannuation funds, family trusts and companies, are likely to be charged closer to the maximum. Less complex advice that addresses limited goals, strategies and tax structures are likely to be charged closer to the minimum.

*Implementation:*

We do not generally charge an Implementation fee.

Should we choose to charge an Implementation fee, this fee would be fully disclosed within an advice document such as the SoA or RoA.

### Ongoing advice fees

We may charge a fee to provide ongoing financial services, which can include a periodic review of your financial product portfolio at agreed time intervals, and/or fees for the provision of administrative and support services connected with the holding of the financial products, such as ongoing liaison with the financial product providers.

This fee will be agreed with you and would either be a flat dollar amount (reviewed annually), or an amount based on the value of financial products under our advice, and/or the time involved in reviewing your portfolio and circumstances.

The level of the ongoing service fee is based on the complexity of ongoing advice and the services provided. Complex advice requirements include the use of trusts and ownership structures and/or multiple investment entities. The frequency of the review will also impact on the fee charged. The minimum fee is \$330 while the maximum is \$33,000.

### Referral fees

If we refer you to another business to provide you with services, we may receive referral fees. Those fees may vary according to the party to whom we are referring, and the products involved.

Where we make a referral that may give rise to a referral fee, we will notify you at the time of the referral (or prior) and request your written consent to the referral fee.

### Payment methods

Our fees are either invoiced to you directly, or deducted from your financial products, or a combination of these methods.

Where it is deducted from your financial products the fee is normally referred to as the Adviser Service Fee.

### Commissions

If you acquire certain financial product through us, Mont Partners may receive payments in the form of initial commissions and/or ongoing commissions from the financial product providers. These commissions are included in the cost of the fees, premiums or interest rate (in the case of margin loans) you pay for the financial product to the financial product provider. The financial product provider then pays Mont Partners. Commissions are not an additional cost or payment made by you to us. We may agree to rebate some or all of these commissions.

The commission payable for different classes of financial products include the following:

### Investment products

For investment products, including superannuation and annuities, commissions are generally deducted from the funds you invest. Commissions on investment products may only apply in certain circumstances, typically where a financial product was acquired prior to 1 July 2013 (and in some cases where the financial product was acquired as part of an Investor Directed Portfolio Service before 1 July 2014).

Mont Partners may receive between 0% and 5.5% of the amount you contributed to the financial product as a consequence of implementing our advice.

Mont Partners may also receive ongoing commissions paid by the product providers from the management fees where the product providers have Mont Partners recorded as the AFSL that is providing ongoing services to the client. Ongoing commissions range between 0% and 0.88% p.a. of the value of the relevant financial products.

### Example

Mont Partners recommended you invest \$10,000 in an investment product before 1 July 2014. The applicable initial commission was 1% and the ongoing commissions are 0.88% p.a. Mont Partners may have received an initial commission of \$100 and assuming the financial product's value stays the same value of the relevant period, each year Mont Partners will receive ongoing commission of \$88.

### Life Insurance Products

Initial and ongoing commissions from insurance providers may be received by Mont Partners. These commissions are paid to Mont Partners by the

insurance company that issues the product that we recommend to you and that you acquired. The value or cost of the commissions are included in the cost of what you pay for the insurance. The commissions are not an additional cost payable by you to Mont Partners.

The initial commission is paid at the commencement of the insurance policy by the product issuer to Mont Partners. Ongoing commissions are payments paid by product issuers to Mont Partners after the commencement of the insurance policy.

If you initiate an increase to your cover (resulting in an increase in the cost of premium payable by you to the insurance company), Mont Partners may receive a further initial commission and an increase in the receipt of ongoing commissions on the value of the annual increase to your policy cost.

If the initial commission is equal to the ongoing commissions (as a percentage of your policy cost), Mont Partners may receive up to 38.5% (excl. GST) of your annual policy cost. If the initial commission is higher than the ongoing commissions, the maximum commission that Mont Partners may receive is set out in the table below:

Date a new product is issued	Initial commission (% of annual policy cost or increase excl. GST)	Ongoing commission pa (% of annual policy cost or increase excl. GST)
1 January 2019 - 31 December 2019*	0 - 70%	0 - 20%
From 1 January 2020*	0 - 60%	0 - 20%

## Other benefits

From time to time we may accept alternative forms of remuneration from financial product providers or other parties, such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit we receive which is valued at between \$0 and \$300.

Separate from and in addition to this, we are lawfully permitted to obtain other benefits that relate to information technology software or support provided by a financial product issuer or benefits that relate to certain educational and training purposes. Our entitlement to these latter types of benefits are subject

to strict conditions set out under the Corporations Regulations 2001.

The value of any of these types of benefits received by us is recorded in a register maintained by us. You may ask to inspect a copy of this register.

## What arrangements may influence our advice to you?

Mont Partners' Approved Product List includes a range of financial products from product providers that are typically not related to Mont Partners or its Authorised Representatives.

Where Mont Partners recommends any financial products issued by financial product providers in relation to whom Mont Partners has relationships, associations or interests that may reasonably be regarded as capable of influencing us, we will disclose that information to you as part of any advice we provide to you.

## What fees do we pay to someone who refers you to us?

If you are referred to us, we may pay the referrer a fee. We may also provide the referrer with gifts such as branded promotional items, hampers or gift vouchers.

The fee may vary according to the referrer and financial products involved.

The fee may be a percentage of our fees, a or a flat fee. We may pay these fees upfront when the financial service is provided, or the financial product is provided, or periodically as ongoing fees.

Where this occurs, we will provide you with written disclosure of the arrangement and obtain your written consent to the payment of the referral fee.

## What to do if you have any concerns about our services

If you have a complaint or concern about the service provided to you, Mont Partners encourages you to take the following steps:

- 1.) Contact Mont Partners about your concern.

**Write to:**

Compliance Manager  
Mont Partners Pty Ltd  
106 Burswood Road, Burswood WA 6100

**Email:** [contactus@montpartners.com.au](mailto:contactus@montpartners.com.au)

**Phone:** 08 6148 5155

- 2.) If your complaint is not resolved to your satisfaction, you can lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

**Write to:**

AFCA  
GPO Box 3  
Melbourne VIC 3001

**Email:** [info@afca.org.au](mailto:info@afca.org.au)

**Website:** [www.afca.org.au](http://www.afca.org.au)

**Phone:** 1800 931 678 (free call)

- 3.) You may also wish to contact the Australian Securities & Investments Commission (ASIC) is Australia's financial services regulator. You may contact ASIC by:

**Writing to:**

Australian Securities & Investments Commission  
GPO Box 9827  
Your Capital City

**Website:** [www.asic.gov.au](http://www.asic.gov.au)

**Phone:**

1300 300 630  
1300 626 393

# Financial Services Guide

Part 2

## PART 2 (AUTHORISED REPRESENTATIVE PROFILES)

Part 2 (Authorised Representative profiles) contains the following sections:

- Information about Wealth Management Partners Pty Ltd (a Corporate Authorised Representative of Mont Partners) and the individual Authorised Representatives that operate under Wealth Management Partners. (Section 1);
- the Services Wealth Management Partners provide (Section 2); and
- Fees and Commissions (Section 3);

This document is Part 2 (Authorised Representative profiles) of the Mont Partners Financial Services Guide (FSG) dated 01 August 2019 and should be read together with Part 1. Part 2 sets out specific details about Wealth Management Partners and the individual Authorised Representatives of Mont Partners that operate under Wealth Management Partners.

In Part 2, the terms 'I', 'me', 'us', 'we' and 'our' refer to Wealth Management Partners and the individual Authorised Representatives that operate under Wealth Management Partners.

Wealth Management Partners Pty Ltd  
ABN 74 103 533 455  
(‘Wealth Management Partners’)  
Corporate Authorised Representative No. 243092.  
106 Burswood Road, Burswood WA 6100  
Phone: 08 9368 6030  
Email: [admin@wealthmp.com.au](mailto:admin@wealthmp.com.au)  
Website: [www.wmpgroup.com.au](http://www.wmpgroup.com.au)

### SECTION 1

## ABOUT WEALTH MANAGEMENT PARTNERS AND THE INDIVIDUAL AUTHORISED REPRESENTATIVES

### Wealth Management Partners - The corporate Authorised Representative

Wealth Management Partners seeks to ensure its clients achieve their financial lifestyle aspirations and improve their financial wellbeing by working to deliver informed, ethical and quality financial advice.

Wealth Management Partners is a resource hub that provides effective and efficient support for its related individual Authorised Representatives and their clients. It facilitates ongoing professional development of advisers and staff, and the delivery of service.

### Wealth Management Partners- The individual Authorised Representatives

The following individual Authorised Representatives are Mont Partners’ financial advisers and are authorised to provide the financial services described in Part 2 (Authorised Representative profiles) of the FSG on behalf of Mont Partners. In referring to them below, we have referred to the relevant individual Authorised Representative who provides you with financial services as your financial adviser.

<b>Steve Beattie</b> Authorised Representative No. 242608  steve@wealthmp.com.au (08) 9368 6030	<b>Troy Hartley</b> Authorised Representative No. 242643  troy@wealthmp.com.au (08) 9368 6030
<b>Janusz Mazurek</b> Authorised Representative No. 238504  janusz@wealthmp.com.au (08) 9368 6030	<b>Adrian Whitaker</b> Authorised Representative No. 242828  adrian@wealthmp.com.au (08) 9368 6030
<b>Quincy Matambanadzo</b> Authorised Representative No. 1007628  quincy@wealthmp.com.au (08) 9368 6030	<b>Richard Moore</b> Authorised Representative No. 242540  richard@wealthmp.com.au (08) 9368 6030
<b>Steven Perica</b> Authorised Representative No. 242687  stevep@wealthmp.com.au (08) 9368 6030	<b>Sandra Carr</b> Authorised Representative No. 1266479  sandra@wealthmp.com.au (08) 9368 6030
<b>Zo Winzer</b> Authorised Representative No. 373624  zoe@wealthmp.com.au (08) 9368 6030	<b>Christian Colkers</b> Authorised Representative No. 1241607  christian@wealthmp.com.au (08) 9368 6030
<b>Jeff Karim</b> Authorised Representative No. 1273266  jeff@wealthmp.com.au (08) 9368 6030	<b>James Maynard</b> Authorised Representative No. 1268632  james@wealthmp.com.au (08) 9368 6030

## SECTION 2

### THE SERVICES WE PROVIDE

What areas is your financial adviser authorised to provide advice on?

As noted above, all financial advisers listed above are authorised by Mont Partners to provide general and personal advice and deal in financial products and financial services, including advice or services in the areas listed in Part 1, Section 1 (Financial Services Guide) of the FSG, but, subject to any limitations or restriction noted in the Table of information related to individual Authorised Representatives above.

## SECTION 3

### FEES AND COMMISSIONS

#### **What amounts will my financial adviser, Wealth Management Partners and other related entities receive for the services provided?**

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by your financial adviser are paid to Mont Partners.

Mont Partners receives all fees and commissions payable for the financial services provided by your financial adviser and can pay up to 100% of that amount to Wealth Management Partners. In most circumstances, a proportion of all the fees and commissions Wealth Management Partners receives, up to a maximum of \$400,000 per financial year, is paid to Mont Partners.

#### **What other benefits does your financial adviser receive?**

In addition to the details of the remuneration and benefits payable to Mont Partners, Wealth Management Partners and your financial adviser detailed above, your financial adviser will be entitled to be remunerated for the services provided to you. Details of the relevant remuneration and benefits paid to the individual financial adviser will be disclosed in the relevant advice document provided to you. Before you implement the advice provided to you, and as part of the Authority to Proceed and Remunerate Form you will sign, we will disclose to you and you may authorise the remuneration and benefits payable to your financial adviser arising from the implementation of the advice provided to you.

Where your financial adviser makes a referral to an external specialist such as an accountant, mortgage broker or solicitor, they may be entitled to a referral fee. Where this can occur, their entitlement to a referral fee will be disclosed to you and we will seek your formal consent to the payment before it is made.

**Table: Associations, Relationships and Related Entities**

Name of Entity	Nature of association
Wealth Management Partners	<p>Troy Hartley, Adrian Whitaker and Steve Beattie are directors of Wealth Management Partners Pty Ltd, and as a result will receive director fees and other distributions and/or other benefits from Wealth Management Partners Pty Ltd as determined by that company from time to time.</p> <p>Troy Hartley, Adrian Whitaker, Steve Beattie and Janusz Mazurek are shareholders of Wealth Management Partners Pty Ltd and as a result will receive dividends and/or other shareholder benefits from Wealth Management Partners Pty Ltd as determined by that company from time to time.</p> <p>Richard Moore, Steve Perica, Quincy Matambanadzo, Sandra Carr, Christian Colkers, Zoe Winzer, James Maynard and Jeff Karim are employees of Wealth Management Partners Pty Ltd and as a result will receive a salary. They could also receive a performance bonus which may be based on certain performance criteria, such as the revenue they generate for Wealth Management Partners, as well as other factors. My bonus potential does not influence my advice or any recommendations made.</p>
WMP Finance	Troy Hartley, Adrian Whitaker and Steve Beattie are shareholders of WMP Finance Pty Ltd and as a result will receive distributions and/or other benefits from WMP Finance Pty Ltd. as determined by that company as appropriate from time to time.
WMP Tax	Wealth Management Partners is an owner of WMP Tax Accountants Pty Ltd and as a result will receive distributions and/or other benefits from WMP Tax Accountants Pty Ltd. as determined by that company as appropriate from time to time.
Moore Perica Leasing	Richard Moore and Steve Perica are Directors of Moore Perica Leasing and as a result will receive distributions and/or other benefits from Moore Perica Leasing as determined by that company as appropriate from time to time.
Assurity Financial Planning	Wealth Management Partners Pty Ltd is an owner of Assurity Financial Planning Pty Ltd and as a result will receive distributions and/or other benefits from Assurity Financial Planning Pty Ltd. as determined by that company as appropriate from time to time.

**IMPORTANT INFORMATION RELATED TO REFERRAL ARRANGEMENTS**

Please note that where Mont Partners refers you to third-party professional services providers (even where there is a relationship or association between Mont Partners (and its Authorised Representatives) and the relevant third-party) Mont Partners does not accept any responsibility for the advice or services provided by these third-party providers.