

## Paul Brown

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



## Introducing your financial adviser

Paul Brown and Planning in Paradise Pty Ltd t/as Norfolk Wealth are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

Suite 1, Coast Watchers Centre, 5-9 Rabaul Street, Trinity Beach QLD 4879

T: 07 4057 5752 | F: 07 4057 5250

E: paul@norfolkwealth.com.au

Paul Brown has over 15 years' experience in the financial services industry specialising in creating financial strategies that assist in achieving clients' objectives. Our focus is on creating long term relationships and providing holistic advice to help our clients achieve their life goals. We like to refer to this as 'helping you achieve your bucket list'.



## Authorisations

- Paul Brown ASIC Authorisation Number 235951.
- Planning in Paradise Pty Ltd t/as Norfolk Wealth ASIC Authorisation Number 304832.



## Qualifications and memberships

- Masters in Financial Planning
- Diploma of Financial Planning
- Diploma in Financial Services (Mortgage Broking)



## Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

## Deposit products

## Life products including:

- investment life insurance products
- life risk insurance products

## Managed investment products, including:

- master trusts, wrap facilities, property funds
- margin lending products
- tax-effective investments

## Government debentures, stocks and bonds

## Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds

## Retirement savings accounts

## Securities

- Active direct shares and securities advice

Paul Brown is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



## How is your financial adviser paid?

The fees and commissions payable to Norfolk Wealth are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Norfolk Wealth, which engages your adviser to provide financial services. Of the amount received by Norfolk Wealth from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



## Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Paul Brown will explain how Norfolk Wealth operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

### Fee for service – once-off

The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee will be based on an hourly rate of \$330 and the total fee will depend on complexity and time involved. Alternatively you may elect to pay the once off fee for service by direct payment.

### Statement of Advice (SOA)

A statement of advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$1,500 to \$6,600 depending on complexity. Should the cost of our advice exceed this range, we will discuss this with you and obtain your agreement prior to undertaking any work on your behalf.

### Fee for service - ongoing

An ongoing fee for service represents the cost of providing our ongoing professional services to you. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. This fee is charged as a flat dollar fee between \$100 to \$300 per month, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided.

### Commission for life risk insurance products – Policies issued from 1 January 2018

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

### Increases to Policies issued before 1 January 2018

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.



## Other benefits?

Norfolk Wealth has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

### Date of completion of Adviser Profile

16 November 2018, version 3