

## Part 2 Adviser Profile

### Craig Beck

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

Craig Beck and Everest Financial Services Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Since commencing his financial planning career in 2003, Craig has been partnering with individuals and families to help them map out a clear plan to secure their life goals with clarity and confidence. His extensive experience in many facets of financial planning sees him deliver personalised wealth advice individually tailored to each client's unique circumstances.



#### Authorisations

- Craig Beck ASIC Authorisation Number 281051.
- Everest Financial Services Pty Ltd ASIC Authorisation Number 1245739.



#### Qualifications and memberships

- Advanced Diploma of Financial Services (FP)
- ASX Listed Products Accreditation
- Self-managed superannuation fund accreditation



#### 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
- self-managed superannuation funds

##### Retirement savings accounts

##### Securities

- Active direct shares and securities advice

##### Managed Discretionary Account (MDA) investment programs

Craig Beck 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 Everest Financial Services Pty Ltd 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 Everest Financial Services Pty Ltd, which engages your adviser to provide financial services. Of the amount received by Everest Financial Services Pty Ltd 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 if you engage our services. If you elect not to proceed after your initial appointment, we reserve the right to charge a fee of \$330. At this meeting, Craig Beck will explain how Everest Financial Services Pty Ltd 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:

### 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 \$1,650 to \$7,700 depending on complexity.

### Fee for service – implementation - initial

An initial fee for service represents the cost of implementing the advice contained in the SoA. This fee ranges from \$330 to \$5,500 depending on complexity and time involved.

### Fee for service - ongoing

An ongoing fee for service represents the cost of providing our ongoing professional services to you. We provide a range of ongoing professional services designed to meet your specific needs. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. The fee for this service will be calculated as either - a dollar-based fee, or a percentage of the assets under our advice, or a combination of both - depending on the complexity of advice and level of service being provided.

Strategic financial advice (which may also incorporate portfolio investment management) is charged as a dollar-based fee and generally ranges between \$1,650 to \$6,600 per annum, however depending on the complexity of the advice sought, this fee may be higher. We will advise the exact fee prior to commencing any work on your behalf.

Portfolio investment management is generally charged as a percentage-based fee ranging from 0.275% to 1.10% per annum with a reducing tiered fee scale based on the amount of your funds under our management (subject to a minimum annual fee of \$990).

### 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?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

### Date of completion of Adviser Profile

6 August 2018, version 2