

Keenan Maes

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

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

65 Lindsay Street, Perth WA 6000

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Keenan has more than 10 years of experience assisting clients with their needs and objectives in the Financial Services Industry, strengthened by his background in Stockbroking and Wealth Management.

Keenan enjoys building trusted relationships with clients and gaining an understanding of their values and priorities to provide a high level of service that meets their needs. Keenan partners with clients to organise and manage all aspects of their financial affairs, including providing advice and implementing solutions in the areas of Strategic Planning, Investment Management, Superannuation, Retirement Planning, Personal Insurance and Estate Planning.



Authorisations

- Keenan Maes ASIC Authorisation Number 001272989.
- Everest Financial Services Pty Ltd ASIC Authorisation Number 001245739.



Qualifications and memberships

- Diploma of Financial Planning



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

Superannuation products, including:

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

Retirement savings accounts

Securities

- As a referral service through an approved broker only

Keenan Maes is authorised to provide a tax (financial) service (under supervision), 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. At this meeting, Keenan Maes 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:

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 can vary between \$500 to \$5,500 depending on complexity and time involved.

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 \$10,000 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 may be charged as a percentage starting from 2.2 per cent of assets under advice or charged as a flat dollar amount up to \$10,000.

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 may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee, 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?

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

16 December 2019, version 1