

Financial Services Guide

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Best Interest Advice Pty Ltd
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Introduction

This guide contains important information about the services we offer, how we and our associates are paid, any potential conflict of interest we may have and our internal and external dispute resolution procedure and how you can access them.

Best Interest Advice Pty Ltd has held a Australian Financial Services Licence Number 292925 since 2006. Its services are varied, and it authorises individuals and corporates to provide fee-based personal and general advice to Australian individuals and small and medium size companies.

Our AFS Licence permits us to advise on and deal in the following classes of financial products:

- deposit and payment products
- government debentures, stocks or bonds
- general insurance products
- investment life insurance products
- interest in managed investment schemes
- investor directed portfolio services
- RSA products
- life risk
- insurance products
- managed investments
- retirement income streams
- securities
- standard margin lending facilities
- superannuation
- self-managed superannuation funds
- Applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of deposit products, general insurance government bonds. Life products and investor directed portfolios, RSA's and securities standard margin lending facility and superannuation to retail and wholesale clients.

Who is my adviser?

Best Interest Advice authorises both individual and corporate advisers that you may engage. If you do not wish to receive our advice, we may act on your behalf in which case we will only be carrying out your instructions. If you do not obtain advice, you face the risk that the investments or financial product(s) you select may not meet your objectives, needs or suit your financial situation. Best Interest Advice Pty Ltd is responsible for the actions of its employees and representatives. However, Best Interest Advice Pty Ltd is not responsible for services provided to you by any other third party including other financial service providers or others who we may engage.

As part of our delivery of services to you, we may prepare a Statement of Advice or a Record of Advice and possibly provide you with one or more Product Disclosure Statements prepared by one or more product issuers. Where we prepare a Statement of Advice or a Record of Advice, we will always provide you with a file copy (either electronic, voice or paper version) and keep a copy in our files, or on our CRM and or our website portal. You are entitled to request a copy (at no additional cost) up to 7 years after the date of issue. As a provider of financial services, we may act on the instructions we receive from you in writing, by telephone, email or any other form of communication.

What information should I provide in order to receive personal advice?

Our advisers will only provide advice after you agree to the terms of our financial services guide and our online engagement process. You will then be required to complete an online or phone based personal fact find which will collect your personal information, goals and objectives, financial situation and needs. If you do not provide accurate information about your situation, the advice you receive may not be appropriate to your needs. We will also collect information from other means like the tax agent portal and other data sources only with your prior approval. This will assist us in getting an accurate and full picture of your financial position from which a recommendation can be provided. We cannot provide appropriate advice unless we receive accurate information from you. A warning will be inserted into the advice document if we feel that you have not provided free and informed consent and accurate information.

What is the difference between getting general advice and personal advice?

General advice is given only if your adviser clarifies with you (the client), when they give the advice, that they are not giving personal advice, because they do not consider the relevant circumstances (i.e. your objectives, financial situation or needs). We will also issue a warning that it is general advice. If you choose to receive general advice then it will be without considering your objectives, financial situation or needs (s949A (2) (a) of the Corporations Act). You should then consider whether this advice is appropriate to your needs if you enlist us to provide personal advice.

What is the definition of a sophisticated investor?

Some clients may consider themselves a sophisticated investor and this can provide concessions. A sophisticated investor can receive advice from us. A sophisticated investor is someone who has had a gross annual income of \$250,000 or more in each of the previous two years or has net assets of at least \$2.5 million, as prescribed by the Corporations Regulations 2001 (reg 6D.2.03 and reg 7.1.28). Although clients may meet the criteria of a sophisticated investor, we are required to conduct due diligence to confirm their investment experience and ability to understand investment principles and terminology. If a person is certified as a sophisticated investor or wholesale client, they do not have the following protection. The provision of a financial services guide, a statement of advice, the advisers' best interest duty and related obligations and the bans on some conflicted remuneration that a retail investor has.

How are we paid for the advice services we provide?

We charge for our advice based on the time it takes to collect the data, consider the scope of the advice, consult experts and stress test strategies to make sure that they are appropriate and in your best interests.

Additional Services and brokerage fees

Any services provided outside the initial arrangements will be charged based on the time spent and be calculated based on the consultancy rates.

Desktop Broker, Macquarie Online Trading, BT Panorama, Asgard, Netwealth, Hub 24

We receive an additional brokerage fee of \$10.00 or 0.01% of the trade amount whichever is greater.

Insurance and other commissions

Upfront and/or ongoing commission	<p>We may receive an upfront and/or ongoing commission payment from a life insurance company for recommending their products. The initial commission may be a maximum of 60% with a trailing commission of 20%. Alternatively, a level commission may be received, and this is 30%. These rates exclude GST. We may also be entitled to receive grandfathered commission on orphan or discontinued products that have our AFSL listed as the servicing adviser. This will be paid until the ban on grandfathered commission is implemented.</p> <p>If you appoint us as your adviser, then we will receive any ongoing commission or fees associated with your account. This will be rebated against any fees that are outstanding on your account. You will receive a fee disclosure each 12 months outlining those fees and an opt in every 24 months to continue with our service.</p>
Lending and credit brokerage and commission	<p>We hold a credit licence 292925 and may be entitled to receive a commission on loans and lending products between 0.25% and 1.00%.</p>

Ongoing Investment Management Fees:

We charge a portfolio management and investment advice fee to implement and rebalance investment portfolios. This fee is deducted on a monthly basis and is between 0.025% and 0.079% excluding GST and will be shown separately in the statement of advice or record of advice. This fee will be either deducted from your investment or invoiced separately depending on the engagement terms.

SMSF establishment and administration fees include:

- SMSF establishment documents including Trust Deed
- ATO registration with TFN and ABN application
- Desktop Broker and Macquarie Cash Management Account establishment
- Australian money market set up
- Establishment of International trading facility with Hub 24 and or Netwealth
- Preparation of financial statements, tax preparation and lodgement
- Independent audit

Fee Type	Fee (ex GST)
One-off set-up fee. Fund establishment trust deed, registration with ATO including ABN and TFN application.	\$495
One-off fee for corporate trustee establishment (if applicable) Includes ASIC company registration fee.	\$880
Ongoing admin Annual audit fee	\$150 month* \$550

*This fee is for a no advice administration only service. Additional fees may apply for complex funds and this is charged on a time basis.

Note: Each ETF in your portfolio will charge management fees to cover their admin/operating costs. These fees flow to the ETF issuer and are incorporated in the share price of the ETF.

Other personal advice services

1. Organise your money and budget
2. Provide you with insurance advice and asset protection
3. Estate Planning and wealth protection strategies
4. Risk profiling and investment platform recommendations
5. Superannuation fund comparison and Insurance analysis

General Advice Services

Find my Super Search

Get a complete listing of all your superannuation accounts. You will receive a listing of your accounts after you log into the find my super App and validate your identity. You will be asked if you want superannuation advice and then you will be required to complete the online fact find questionnaire. A statement of advice (SOA) will be prepared advising you of the best fund to consolidate into. A flat fee of \$1,250.00 or 30% of the fee saving whichever is greater is charged ex GST. This is deducted from your super fund.

Financial Choice Robo advice

You can receive a tailored investment portfolio after you complete the investment risk assessment questionnaire to determine the most suitable mix of defensive and growth investments. A statement of advice will be prepared and your rebalancing will be done every six months to align you with our advice. This advice is limited in scope to investing only and does not consider other aspects of your financial situation.

Personal Tax Return fees

Australian Online Taxation Services Pty Ltd is a registered tax agent. Existing clients can use AOTS to get a complete listing of all superannuation accounts for free to assist in consolidating your accounts.

Referral Arrangements

We do not pay referral fees.

Complaints

We hope you will be satisfied with our services and encourage you to discuss any concerns you have with your adviser or our client services staff.

Should our staff fail to assist you we have an established procedure to deal with complaints. If you make a complaint we will:

- acknowledge its receipt
- assign it to an appropriate person for investigation and resolution
- respond to you as quickly as we can

We are a member of an external complaint handling authority AFCA. Before you lodge a dispute with AFCA, read about the types of disputes we can consider. If your dispute remains unresolved even after you have complained directly to your financial services provider, learn how you can lodge a dispute with us.

Should we fail to solve your complaint within the above guidelines or to your standards you may contact the Australian Financial Complaints Authority (AFCA) who can be contacted at:

- Phone: 1800 931 678
- Email: info@afca.org.au
- Mail: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

Professional indemnity insurance

Best Interest Advice maintains professional indemnity insurance policies on behalf of your adviser. These policies cover the advice, actions and recommendations which your adviser has been authorised to provide to you by Best Interest Advice. These arrangements satisfy the requirements imposed by the Corporations Act.

Privacy Policy

Your privacy is important to Best Interest Advice. We have systems and processes in place to protect your privacy. For further details of our privacy policy please refer to our websites www.financialchoice.com.au, www.selfmanagedsuper.com.au, www.findmysuper.com.au, www.lifecoveronline.com.au

How can you contact us?

You can contact Best Interest Advice in the following ways:

- Phone: 1300 664 118
- Email: admin@bestinterest.com.au OR support@selfmanagedsuper.com.au OR support@financialchoice.com.au
- Postal Address: PO Box 115 North Ryde BC NSW 1670
- Business Address: Level 4, 32 Delhi Road, North Ryde NSW 2113

Declaration and understanding of our services (please tick)

I/we have received, read and agree to the terms and conditions outlined in this Financial Services Guide (FSG).

Signature _____ Date: _____

This FSG covers the following brands under the Best Interest Advice AFSL.

