



Advice4Life Financial Planning

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

Date of issue 29 May 2021 - Version 11.0

The financial services offered in this Guide are provided by:

Dusty Powter Authorised Representative No. 437471

Advice4life Financial Planning

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About Your Adviser **Overview**

We understand how important financial advice is and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives. To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services. These documents provide you with information regarding the financial planning advice process and charging model used by Dean Arnold Powter (Dusty Powter), Authorised Representative No. **437471** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage Dusty to provide financial advice for you. If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office. **Dusty operates under DAJRP Pty Ltd ATF The Powter Family Trust ABN 85 351 733 570 Trading as Advice4life Financial Planning ABN 88 142 951 817, Corporate Authorised Representative No 437469.**

About Your Adviser **Profile**

Dusty Powter CFP® Dip.FP, SA Fin, JP



Authorised Representative

InterPrac Financial Planning Pty Ltd

Advice4Life Financial Planning is proud to introduce to you Dusty Powter. Dusty commenced as a Financial Planner in 1994 and has around 40 years' experience within the financial services industry. His prior work experience is varied and includes a number of different roles in banking, spanning business, rural and consumer banking throughout mostly rural NSW and the ACT through to management level. Dusty holds a Diploma of Financial Planning from Deakin University, a leading educational course of study from

Financial Advisers. He is Certified Financial Planner (CFP) member of the Financial Planning Association of Australia (FPA), which is the highest level of professional endorsement for Financial Planners in Australia with qualifications and experience attesting to their expertise in financial planning. Dusty is also a Senior Associate of the Financial Services Institute of Australia.

As part of our Financial Planning team, Dusty has the knowledge and experience to assist you in planning for your financial security and independence. He is able to provide specialist advice on all aspects of financial planning. In particular, Dusty specialises in:

- developing wealth accumulation and protection strategies
- debt management and gearing
- superannuation, taxation, Centrelink, estate and retirement planning: and
- retirement and lifestyle planning

Dusty's customer service philosophy is simple. He believes professional financial planning is based around an ongoing partnership between client and adviser built on mutual trust and respect. It involves the preparation, implementation and regular reviews of a Plan tailored to the client's individual circumstances and needs that will take them from where they are to where they want to be. Dusty believes his primary focus is to help his clients nurture and protect their wealth to achieve their goals, subsequently enhancing their lifestyle choices and quality of life.

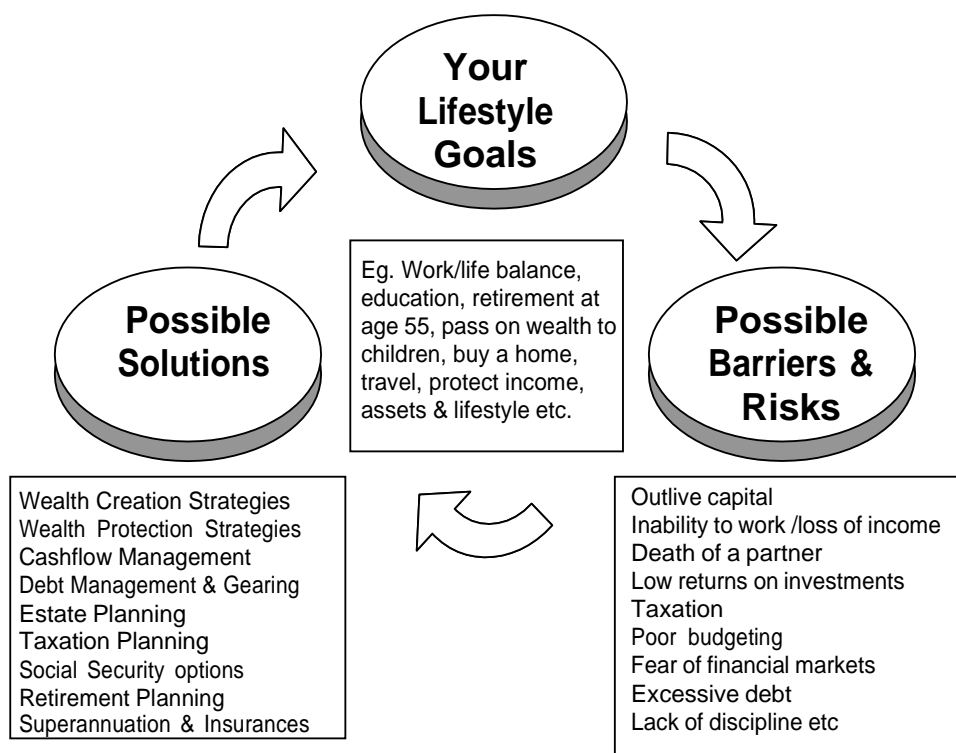
About **Our Organisation**

Our Ethos

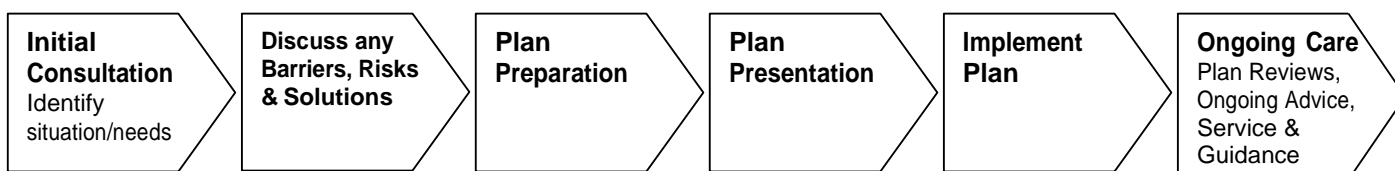
Success is not achieved by accident. Most successful businesses have one thing in common – they have a plan that clearly defines the business objectives and the strategies to achieve them. When it comes to planning for your future, the path to success is no different. You need a plan that takes into account your current situation, where you want to be in the future, and how you are going to get there. It's important that you have a plan that's been specifically tailored for you, incorporating your lifestyle goals and objectives and the strategies to help you achieve them.

Our Lifestyle Financial Planning Approach

We believe our approach to financial planning will assist you in achieving your goals, while still providing a balance between your lifestyle today and your needs in the future. We begin by gaining an understanding of your current situation and your lifestyle goals and objectives, then separating these into the short, medium and long term.



What process do we use ?



Why choose us?

- **Our Process** - A disciplined, professional, holistic Lifestyle focused Financial Planning process
- **Reputation** - Experienced staff, renowned for their high-quality advice & service.
- **Dedication to our Clients** - Local staff focused on our clients' needs.
- **Team Based Approach** - Having a team provides multiple contact points for our clients enhancing service and response to your needs.
- **Relationship Based Approach** - We value close relationships with our clients and feel this is essential in everything we do. We position ourselves as your financial co-pilot to keep you in good "financial health" so you can achieve and maintain your individual lifestyle choices.
- **Industry Commitment** - Our team has over 136 years' experience in financial services.
- **Qualifications, Education** - Wayne has 2 Diplomas in Financial Services (Financial Planning) and is an Affiliate Member of the Financial Planning Association (FPA).
- **Code of Conduct & Ethics** – Our team is committed to the high professional standards outlined in the FPA code of conduct. We recognise mutual trust, respect and confidentiality is crucial in everything we do for our clients.

Who are our services suited to?

- Those who wish to partner with a lifestyle & financial planning coach, mentor and co-pilot and who are looking to maintain or enhance their life and lifestyle choices with the motivation and discipline required to achieve their goals.

What services can I receive or request?

Service	Description
Lifestyle Reviews	Offer of a yearly meeting to review of your lifestyle needs & goals, financial situation & the appropriateness of existing strategies & financial services.
Comprehensive File Administration & Record Keeping	Maintenance of your personal, financial & investment details on our computerised client administration systems.
Access to the Client Services team	Unlimited access to rest of the team at all times to discuss any issues that arise
Newsletter	Our quarterly "Insight" newsletter & monthly emailed "articles of interest"
Complimentary Consultations	Availability of complimentary "Family & Friends" consultations
General Administration/ Servicing	Assistance dealing with other institutions i.e., change of address, deposits withdrawals, missing statements/tax advices etc.)
Financial Institution & Services Liaison	We provide access and a link to a wide range of resources, people & services at other financial institutions we have relationships with such as the ATO, stockbrokers, mortgage brokers, fund managers & fixed interest brokers etc.
Portfolio Report	Access to a written report of your portfolio
Additional Review	Additional reviews outside normal review periods (regular or ad-hoc) as required
Meetings with/access to your adviser	Face to face meetings with, and access to your adviser as required
Centrelink	Where required assistance when dealing with Centrelink: <ul style="list-style-type: none"> - Applying for Pensions and benefits on your behalf - Acting as a nominee and liaising with Centrelink on your behalf - Updating your Centrelink records and advising Centrelink of changes where required etc
Professionals Liaison	Liaising with other professionals you may deal with such as Accountants, Solicitors, Bankers etc. as required
Technical Library	Access to technical information/literature in areas such as superannuation, investing, taxation planning, social security etc.
Miscellaneous	Assistance with miscellaneous services such as, analysis work, general support and troubleshooting etc. as required
Mortgage/Fixed Interest Broking & Share Trading	Access to competitive; <ul style="list-style-type: none"> - Mortgage broking via Specialised Mortgage Solutions - Rates on fixed term deposit investments with a wide range of institutions - Trade shares via our stock brokers (research also available)

Who is our team and what do they do?



Dusty John Wayne Veronica Wendy Leone

Senior Financial Planners

Dusty Powter
Wayne Powter

Client Service Manager

John Green

Client Service Co-ordinators

Veronica Amor
Wendy Lydon
Leone Stevenson

Financial Services Your Adviser Provides

The financial services and products which Wayne Powter can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Wayne Powter is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work. The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.

All fees include GST.

Initial consultation	Up to \$220 per hour
Plan/Advice preparation Fee for Advice	<p>If you elect to pay us a fee for advice the following fees will apply. The fees will depend on the size of the investment portfolio and the complexity of the advice:</p> <p>The minimum fee charged is \$220 and would usually range up to \$4,400. (this fee is fully waived if proceeding with our advice).</p>
Implementation (fee for advice)	<p>If you elect to pay us a fee for advice the following fees will apply. The fees will depend on the size of the investment portfolio and the complexity of the advice:</p> <p>The minimum fee charged is \$330 and would usually range up to \$6,600.</p>
Ongoing fee for advice	<p>If you elect to pay a fee for the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided. The minimum fee usually is \$2,475 while the maximum is 1.10% of the value of your portfolio each year. For example, for investment valued at \$300,000 the maximum ongoing fee would be \$3,300 pa.</p> <p>Borrowed funds – if we recommend you acquire investments using borrowed funds then your ongoing fee will usually be a minimum of \$2,745 and a maximum of \$11,000 pa.</p> <p>The ongoing advice fee will be based on the level of service needed and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency of the review will also impact on the fee charged.</p>
Fixed Term Advice and Services Agreements	<p>You can elect to enter into a 12-month Fixed Term Advice and Services Agreement as part of your financial planning strategy so you can receive advice services such as a meeting to review your plan. Details of the services will be set out in your 12-month Fixed Term Advice and Services Agreement.</p> <p>The fee can usually range from a minimum of \$2,475 while the maximum is 1.1% of the value of your portfolio each year. The fee applied will be commensurate to the level of service needed and the complexity of the advice provided and will be outlined and agreed with you in the Agreement.</p> <p>For example, for investments valued at \$300,000 the maximum annual fee would be \$3,300 pa.</p> <p>Borrowed funds – if we recommend you acquire investments using borrowed funds then your annual fee will usually be a minimum of \$2,475 and a maximum of \$11,000 pa.</p>
Ad hoc advice	Where you do not wish to participate in a 12-month Fixed Term Advice and Services Agreement but require ongoing advice on an ad hoc basis, an hourly fee of between \$165 and \$330 may apply.
Execution only service	Where we provide a financial service to facilitate buying or selling of a specific financial product as instructed by you, a usual one-off minimum of \$20 and a maximum of \$2,200 fee may apply.