

## Drew Potts

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

Drew Potts and Potts Duhring Financial Advisors Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Drew understands that clients faced with making important financial decisions such as retirement, redundancy, estate planning, assisted living and aged care will often face an overwhelming range of options. Drew assists his clients to efficiently navigate their way through these complexities helping them to achieve optimum financial solutions specific to their needs and objectives.



## Authorisations

- Drew Potts ASIC Authorisation Number 226101.
- Potts Duhring Financial Advisors ASIC Authorisation Number 1246340.



## Qualifications and memberships

- CERTIFIED FINANCIAL PLANNER®
- Aged Care Specialist Adviser (ACSA)
- Financial Planning Association of Australia



## 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

Drew Potts 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 Potts Duhring Financial Advisors 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 Potts Duhring Financial Advisors, which engages your adviser to provide financial services. Of the amount received by Potts Duhring Financial Advisors 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

At your first meeting, Drew will explain how Potts Duhring Financial Advisors 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). Please note, in relation to aged care, we charge a flat fee of \$330 for your initial meeting.

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

You may be invoiced a once-off fee for the services and advice provided to you. This fee can vary between \$330 to \$3,300 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 \$2,200 to \$3,300 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 of up to 2 per cent of assets or charged as an hourly rate of \$220.

### 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 starting from \$880 per annum, 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

8 January 2019, version 5