

Adviser Profile

Rex Claringbold

Who is my adviser? **Rex Claringbold** and BDS Financial Planning Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd.

Mornington Office: 358 Main Street, Mornington VIC 3931

Phone: 03 5975 3122 **Fax:** 03 5975 8983

Wantirna South: Suite 2, 410 Burwood Hwy, Wantirna South VIC 3152

Phone: 03 9801 7605 **Fax:** 03 9801 7606

Rex is a principal Financial Adviser and a director of BDS Financial Planning Pty Ltd.

Rex started as a financial planner in 1988, and his primary role is to provide advice and strategies to help our clients achieve their lifestyle and financial goals and objectives. He is a fully qualified financial adviser having completed the Diploma of Financial Planning in 1996 and being granted the CERTIFIED FINANCIAL PLANNER status in June 1998.

Rex, along with fellow directors, is also responsible for the ongoing management of the practice, and ensuring their high level client service and delivery standards are continually met.

Rex Claringbold ASIC Authorisation Number 244736.

BDS Financial Planning Pty Ltd ASIC Authorisation Number 226411.

Consultum Financial Advisers Pty Ltd. ABN 65 006 373 995 ('Consultum')

Australian Financial Services Licensee, Licence No. 230323

What kinds of financial products and services are you authorised to provide to me?

I am authorised by Consultum to provide financial product advice to wholesale and retail clients, on the following class of products:

- **Deposit Products**
- **Life Products including:**
 - Investment life insurance products
 - Life risk insurance products
- **Superannuation products, including:**
 - Public Offer Superannuation Funds
 - Allocated Pensions and Complying Annuities
 - Corporate Superannuation Funds
 - Self Managed Superannuation Funds
- **Retirement Savings Accounts**
- **Managed Investment products, including:**
 - Master trusts, Wrap Facilities, Property Syndicates
 - Margin Lending Products
 - Tax-effective investments
- **Government Debentures, Stocks and Bonds**
- **Securities**
 - Active direct shares and securities advice

How I am paid?

What amounts do my employer and other related entities receive?

The product providers pay fees and commissions to Consultum which are explained in the Financial Services Guide and also below. Consultum retains a percentage of up to 5% of these fees and commissions and then pays the balance to BDS Financial Planning Pty Ltd, which engages me to provide financial services. The amount paid by Consultum to BDS Financial Planning Pty Ltd ranges from 95% to 99% of the fees and commission received. BDS Financial Planning Pty Ltd pays me a salary and up to 100% of any commission received by it.

This profile is part of your Financial Services Guide and should be read in conjunction with this document.

BDS Financial Planning Pty Ltd is also responsible for the payment of wages and salaries for its staff and for all other operational expenses such as rent, superannuation and other overheads, which are necessary to deliver its range of financial services to you.

Summary of Fee Options

Our initial appointment is free. At this meeting, I will explain how we operate, what you can expect and our payment options. All fees and commissions payable by you will be explained to you at the time advice is given and fully detailed in a Statement of Advice, Record of Advice and Product Disclosure Statements (PDS). You will have the ability to "select" your preferred payment option prior to the provision of personal advice.

Below is a summary of our payment options, which are inclusive of GST:

Financial Planning Advice Fee - You may be charged a fee based on either the time we spend or the complexity of developing your plan. Our current hourly based rate is \$275 per hour. Our plan (Statement of Advice) based fee ranges upwards from \$1,760 and price varies depending on scope and complexity.

To make it easy you have a choice of how to pay our plan fee. You can either be invoiced directly or our fee can be debited directly from funds invested.

Implementation Fee - You may be charged a fee based on the time we spend implementing your recommendations and strategies. Our current hourly based rate is \$275 per hour. Our implementation fee ranges upwards from \$1,760. The price varies depending on the complexity and facilitation required, and the checking, confirmation and quality control to ensure correct and accurate action has been undertaken on your behalf.

You have a choice of how to pay our implementation fee, which can either be invoiced directly or debited directly from funds invested.

Ongoing Service Fee - You may be charged an ongoing service fee. This fee will be dependant on the service levels required to provide ongoing advice, regular ongoing reviews and professionally manage your accounts to ensure you are kept up to date and your strategies remain current.

You also have a range of fee payment options. You can choose either a set dollar amount from \$220 per month, or an asset based fee starting from 0.55% per annum of assets under advice This fee can be paid via EFT, cheque, credit card, or monthly direct debit from your bank or investments.

Initial & Ongoing Investment Commission - We do not charge or take any commissions from investment products. Where a commission is paid by the investment product provider it will be rebated back into your investment or refunded directly to you.

Initial & Ongoing Insurance Commission - Where insurance products are recommended, the insurance provider may pay Consultum an initial commission based on the value of your premium. This may be up to 125% of the value of the premium.

For life insurance policies there may be an ongoing commission. This is factored into the cost of the policy and is paid by the product provider to Consultum. The amounts paid will depend on the insurance premium and will continue for the duration of the insurance product. Where this happens the ongoing commission may be up to 35% of the value of the ongoing premium amount.

Do any relationships or associations exist which might influence you in providing me with the financial services, other than what has already been outlined in the FSG?

Yes.

BDS Financial Planning Pty Ltd has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

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Consultum Financial Advisers

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