

# Adviser Profile

Leigh Fisher

## Who is my adviser?

**Leigh Fisher** and Custodian Financial Planning Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd.

Building E, Kings Gardens, Level 2/100 Dorcas Street, South Melbourne, VIC, 3205

**Phone:** 03 9699 4955 **Fax:** 03 9699 6233

Leigh Fisher is a Financial Adviser at Custodian Financial Planning Pty Ltd.

Leigh holds a Bachelor of Commerce from Deakin University majoring in Finance, Financial Planning and Sports Management. He has also completed additional study including specialist subjects in self managed superannuation funds and direct equities.

Leigh was previously an Authorised Representative at Asset Builder Financial Services Pty Ltd. He gained experience over 18 months in that position before joining Custodian Financial Planning Pty Ltd.

Leigh is a member of the Financial Planning Association of Australia.

Leigh Fisher ASIC Authorisation Number 352035.

Custodian Financial Planning Pty Ltd ASIC Authorisation Number 340610.

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
- **Securities**
  - As a referral service through an approved broker only

## 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 Custodian Financial Planning, which engages me to provide financial services. The amount paid by Consultum to Custodian Financial Planning ranges from 95% to 99% of the fees and commission received. Custodian Financial Planning pays me a salary and up to 100% of any commission received by it. Custodian Financial Planning 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.

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

### 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:

**Adviser Service Fee Upfront** - The product provider deducts the fee from the funds invested and pays this to Consultum. This fee may be up to 1.1% dependent on the product provider and the specific product recommended.

**Initial 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.

**Adviser Service Fee Ongoing** - The product provider deducts the fee from the account balance and pays this amount to Consultum. The amounts paid will depend on the investment value and will continue for the duration of your account. This fee may be up to 1.0% per annum.

**Ongoing commission** - Where a life insurance policy is renewed, the insurance provider may also pay a renewal commission. Where this happens the commission may be up to 35% of the value of the renewal premium amount.

**Adviser Service Fee Once-Off** - The product provider deducts a once-off fee for the services provided to you in relation to your account and pays this to Consultum. This fee may be up to 1.16%.

**Financial Planning Advice Fee** - You may be charged a fee, based on either the time we spend developing the plan and/or the value of the funds you invest. Our plan (Statement of Advice) based fees range upwards from \$250 to \$5000 depending on scope and complexity.

**Cash Flow Modelling Fee** - a fee will be charged based on the time spent and the complexity of the scenarios. This fee will range from \$750 to \$2,000 plus GST, subject to discussion with the adviser.

Through discussion, any combination of the above options may be negotiated.

**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?**

No.