

Adviser Profile

Mark O'Connell

Who is my adviser? **Mark O'Connell** and Mark O'Connell & Associates Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd.
Suite 310, 20 Dale Street, Brookvale NSW 2100 **Phone:** 02 9907 3771 **Fax:** 02 9907 377

Mark O'Connell has had over twenty five years experience advising clients in the areas of Personal Risk Insurance, Superannuation, Retirement Planning and Investment Planning. Mark has completed the required competencies to provide advice in these areas. Mark is a Fellow Chartered Financial Practitioner (FChFP) and is a Fellow of the Association of Financial Advisers (FAFA).

Mark O'Connell ASIC Authorisation Number 265075.
Mark O'Connell & Associates Pty Ltd ASIC Authorisation Number 265353.
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
- **Retirement Savings Accounts**
- **Managed Investment products, including:**
 - Master trusts, Wrap Facilities, Property Syndicates
 - 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 Mark O'Connell & Associates Pty Ltd, which engages me to provide financial services. The amount paid by Consultum to Mark O'Connell & Associates Pty Ltd ranges from 95% to 99% of the fees and commission received. Mark O'Connell & Associates Pty Ltd pays me a salary and up to 100% of any commission received by it. Mark O'Connell & Associates 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.

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

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

Adviser Service Fee Upfront/Entry Fee/Contribution Fee/Initial Commission -

Adviser Service Fee Upfront/Entry Fee/Contribution Fee - The product provider deducts the fee from the funds invested and pays this to Consultum. This fee may be up to 4.4% dependent on the product provider and the specific product recommended.

Initial Commission - The product provider pays the initial commission to Consultum. This amount is not an additional cost to your entry fee. This commission may be up to 4.4% dependent on the product provider and the specific product recommended.

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 115% 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 2.1% per annum.

Ongoing commission - Ongoing commission is factored into the cost of the product and is paid by the product provider to Consultum. The amounts paid will depend on the investment value and will continue for the duration of the investment product. This commission may be up to 1.1% per annum.

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.

Deferred Entry Fee - The product provider will not deduct any entry fees from the funds invested. The initial commission that is paid to Consultum is recouped via higher ongoing fees for a specified period of time. This fee may be up to 1.16% per annum.

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 can range up to \$2750.

Financial Planning Advice Fee - You may be charged a fee, based on either the time we spend developing the plan or based on the value of the funds you invest. This hourly based rate may be negotiated and ranges up to \$275 per hour (incl. GST). Our plan (Statement of Advice) based fees range upwards from \$550 (incl. GST) and price can vary depending on scope and complexity.

Ongoing Service Offer	Cost	Frequency
Face to Face meetings	No further charges apply	Annually
Insurance Review Letters	No further charges apply	Annually
Statement of Advice	\$500 plus GST	As required
Newsletters	No further charges apply	Quarterly
Invitations to Seminars	No further charges apply	Ad hoc
Phone Contact	No further charges apply	As required
Referrals to other professionals	No further charges apply	As required

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?

Yes.

Mark O'Connell & Associates Pty Ltd have a referral arrangement in place with Clearly Business Services Pty Ltd as a Mortgage Broker.

If new business is placed as a result of this referral arrangement, Mark O'Connell & Associates Pty Ltd will receive 25% of any upfront brokerage and 50% of any ongoing trail brokerage paid to Clearly Business Services Pty Ltd resulting from this arrangement.

Date of completion of Adviser Profile: 5 September 2011, Version 4.

Consultum Financial Advisers

ABN 65 006 373 995
AFS Licence No. 230323
Level 6, 161 Collins Street
Melbourne VIC 3000
1800 062 134
www.consultum.com.au

