



Financial Services Guide – Part A

“Making the right financial choices is one of the keys to a secure and happy future.”

This guide is designed to assist you when deciding whether to use our services. It tells you about:

- ~ who we are;
- ~ the services we offer;
- ~ how we and our associates are paid;
- ~ any arrangements we have that might influence our advice; and
- ~ who to contact if you have a complaint.

As a new client, if you choose to obtain advice from one of our advisers, you will receive a Statement of Advice that confirms the discussions held with your adviser, what we recommend and the basis for our advice. This document will also explain how our recommendations will work towards achieving your goals. Your Statement of Advice will also contain information about any fees and our associations to financial product issuers.

On an ongoing basis, a Record of Advice (RoA) will be prepared if there have been no significant changes in your personal circumstances or the basis of the advice has not significantly changed since your last Statement of Advice. You have the right to request a copy of your RoA from us at any time at no cost to you.

When we recommend a financial product we will also give you a Product Disclosure Statement (PDS). The PDS will tell you about the key features, risks, benefits and fees of the financial product we recommend. To invest in any of our financial products you must complete the application form attached to the PDS.

Financial Services Guide Part B – Financial Adviser Profile

This guide must be read in conjunction with the financial adviser profile as it forms part of this financial services guide. The financial adviser profile provides more detailed information about your financial adviser such as their contact details and the types of financial services they can provide.

Please retain this document together with the financial adviser profile for your reference and any future dealings with Strategic Planning Partners and Wealth Vision.



ABN 65 057 800 405
2124 Gold Coast Highway, MIAMI QLD 4220
Telephone: 07 5554 1000 | Fax: 07 5527 7522
Website: www.sppgroup.com

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Introducing Strategic Planning Partners

The financial services you will receive are provided by Strategic Planning Partners Pty Ltd ("SPP") and we are responsible for the advice provided by your adviser. SPP holds an Australian Financial Services Licence (AFSL) No.230887 and is a Principal Member of the Financial Planning Association (FPA).

At SPP, our advice helps guide clients on the journey to their lifestyle and financial goals. Your adviser will help you put plans into action and can provide ongoing advice to keep you on track as your needs and priorities change.

SPP is a wholly owned subsidiary of ipac securities limited ABN 30 008 587 595. ipac securities limited is a wholly owned subsidiary of the AMP Group, a leading financial solutions provider and investment manager. The following entities are also part of the AMP Group and as such are affiliated with ipac:

- ~ The National Mutual Life Association of Australasia Limited
- ~ National Mutual Funds Management Limited
- ~ NMMT Limited
- ~ N.M. Superannuation Pty Limited
- ~ ipac asset management limited
- ~ Multiport Pty Ltd
- ~ AMP Bank Limited
- ~ AMP Capital Investors Limited
- ~ AMP Superannuation Limited
- ~ AMP Life Limited
- ~ AMP Group Financial Services Limited

Introducing Wealth Vision

Wealth Vision Group Pty Ltd (Wealth Vision), corporate authorised representative (CAR), number 305794, is authorised to provide financial services on behalf of Strategic Planning Partners Pty Ltd, AFSL 230887.

Wealth Vision Group Pty Ltd is a company owned and controlled by Grant Ducat and acts as trustee of the Wealth Vision Trust which trades as Wealth Vision. Our approach has always been one of holistic advice and helping our clients achieve their personal lifestyle goals through prudent financial management and sound investment structures.

As a result, Wealth Vision is pleased to have entered into an agreement with ipac securities limited (ipac) ABN 30 008 587 595, where ipac has option to purchase shares in Wealth Vision Group Pty at any time after 30 June 2013. We are confident this arrangement will benefit our clients now and into the future through the additional services and support ipac is able to bring to Wealth Vision.

Wealth Vision Group Pty Ltd

18 Stuart Street

Tweed heads NSW 2485

PO Box 201

Tweed Heads NSW 2485

Telephone: (07) 5536 0600

Facsimile: (07) 5536 3166

Email: info@wealthvision.com.au

Web: www.wealthvision.com.au

The Services We Offer

Wealth Vision offers following financial services:

- ~ Goal Setting
- ~ Budgeting Advice
- ~ Financial Planning Advice
- ~ Wealth Accumulation Advice
- ~ Superannuation Advice
- ~ Retirement Advice
- ~ Life Insurance
- ~ Gearing Strategies
- ~ Cashflow And Debt Management Advice
- ~ Estate Planning Considerations

The SPP AFSL Is authorised by ASIC for the use of:

- ~ Cash Management Trusts
- ~ Managed Investments
- ~ Superannuation
- ~ Self Managed Superannuation Funds
- ~ Retirement Income Streams
- ~ Deposit Taking Facilities
- ~ Portfolio Administration Services
- ~ Margin Lending
- ~ Listed Securities
- ~ Life Insurance

SPP and Wealth Vision are not authorised to provide advice on derivatives, general insurance and direct property.

Our advisers will only provide advice to you after considering your individual objectives, financial situation and needs.

Should investment recommendations be required, our advisers will recommend products on the licensee's Approved Product List. We generally recommend ipac branded managed investments, superannuation and retirement funds where they are appropriate. Currently these are the ipac iAccess and ipac Pathways products. We believe that applying research and specialist knowledge in selecting the correct mix of fund managers is important in delivering quality investments, while carefully managing risk. ipac asset management's specialists research, select and manage the combination of leading fund managers to deliver these outcomes for our clients.

Other financial products, including non-ipac managed investments, life insurance and listed securities, will be recommended where your needs require it however your adviser can only recommend products approved by the licensee. A copy of the Approved Product List can be supplied to you on request.

Your adviser will also explain the options available for you to obtain ongoing advice.

Our fees and charges

SPP and Wealth Vision are paid through a combination of (i) fees for service, (ii) payment for investment management and portfolio administration services, (iii) payments from product issuers, and (iv) payments for introductions to Wealth Vision. If the fees are payable by you, the fees can be either deducted from your investments or invoiced to you directly. Further information about the specific fees, including details of the actual amounts of any payments we receive, will be disclosed in your Statement of Advice. All the fee examples below assume your balance stays the same throughout the year. All figures are inclusive of GST.

(i) Fees For Service

The fees to implement your individual strategy include an initial retainer and an annual ongoing fee. Both fees are calculated in reference to your individual needs and on the financial services to be provided to you. This fee covers:

- ▶ the time spent in meetings to discuss your circumstances
- ▶ liaison with other professionals such as accountants and solicitors to ensure the advice is relevant in your overall situation
- ▶ the preparation of a comprehensive Statement of Advice, otherwise known as a financial plan to confirm the advice we recommend
- ▶ our time in implementing the advice
- ▶ liaising with you and the product companies to ensure timely processing
- ▶ working with your accountant and solicitor to implement your overall strategy

Any advice or work carried out by other professionals, on consultation and agreement with you, will be separately invoiced to you by that other professional.

Initial Retainer

The initial retainer is charged for the initial plan preparation, lodgement of investments and management of your portfolio for the first year. This fee may be up to a maximum of \$10,450 depending on the type of advice being provided. The fee consists of:

- ▶ Plan preparation fee – up to \$495 (The plan preparation fee may be waived when you implement our advice)
- ▶ Lodgement of investments fee – up to \$550
- ▶ Management of your portfolio for the first year – up to \$9,405

The fee is our estimate of the additional work and planning required in the first year. This fee will be quoted to you during your initial interview and agreed upon BEFORE providing any advice. The initial retainer fee is charged in advance for the first year only.

Ongoing Advice Fee

The ongoing advice fee may be paid in advance or charged monthly in advance and may be varied each year on agreement. This fee is charged from the second year onwards for the ongoing advice on budgeting, cashflow, debt structuring, overall financial strategy and access to unlimited email & telephone contact and bi-annual reviews. The minimum annual fee is \$1,100 and up to a maximum fee of \$5,500. This is calculated on the value of your investments at each review. Once your investments (not including superannuation) are valued at over \$100,000, then an additional charge of 0.77% of the excess over \$100,000 will be added to your ongoing advice fee until your fees reach the maximum rate.

example: assume your portfolio balance (not including superannuation) has grown to \$200,000. The total ongoing advice fee amount deducted would be \$3,520. This consists of an annual fee of \$2,750 and .77% (\$770) additional charge on the excess of \$100,000.

Ongoing Investment Fee

The ongoing investment fee is charged based on the value of your investment and paid monthly from your investment portfolio. It is in addition to the ongoing advice fee above. This fee covers the costs of ongoing management of your investment platform and portfolio, margin loans (if held), investment monitoring, selection and determining the ongoing appropriateness of your risk profile. The fee may be a flat fee or a tiered fee, and ranges from 0.55% to 1.60% of the value of your investment.

example: assume your portfolio balance is \$200,000 and the agreed fee is 0.77%. The total ongoing investment fee amount deducted from your investment would be \$1,540.00

Additional Advice Fee

This is a flat fee agreed with your adviser which may be charged and deducted from your account when you request further advice. This fee may appear on your statement as 'member advice fee – additional advice' or 'client advice fee – additional advice' depending on which financial product you invest in.

Contribution Fee

This fee may apply to investments established prior to 1 July 2010. It is deducted from each future contribution you make into an investment and it can be up to a maximum of 5.5%. It is agreed between you and your adviser.

example: assume you contribute \$100,000 in a product where an upfront fee of 2.2% was charged. The maximum contribution fee deducted would be \$2,200.

(ii) Payments For Investment Management And Portfolio Administration Services

~ For Investment Management:

When you utilise a financial product (including products issued by ipac and AMP), the product issuer will receive investment management fees ranging from 0% pa to 3.20% pa, depending on the financial product and investment option you choose.

This is calculated as a percentage of the amount you have invested in each investment option; and included in the unit price of that option or, in the case of the cash account, deducted monthly prior to the declaration of the monthly earning rate.

~ For Portfolio Administration Fees:

When you utilise ipac iAccess as your portfolio administration platform, the product issuer will receive fees ranging from 0% pa to a maximum of 1.18% pa as specified in the ipac iAccess offer document. These fees can be lower depending on the amount you (and related investors) invest and the investment options you choose. It is calculated on your month-end account balance and deducted monthly from your cash account.

example: assume you invest \$100,000. Your investment management fee would be up to \$3,200 pa (included in the unit prices) and your portfolio administration fee would be up to \$1,180 pa (deducted monthly from your cash account). These fees are payable to the fund managers and administration service providers, not to SPP or Wealth Vision.

~ *For Guarantee Fees*

This fee is charged through the North product where protection of the portfolio is available as an option. The fee charged will depend on the protection term and your investment strategy. The relevant Product Disclosure Statement details these fees ranging from 2% initially and up to 2.65% pa ongoing. example: Assume you invest \$400,000 in the North Protected Investment Guarantee. Your guarantee fee would be up to \$8,000 initially and up to \$10,600 pa.

~ *For Other Fees*

You may incur other fees relating to your products, such as performance fees, buy/sell spreads, trustee fees, switching fees and withdrawal fees. The relevant Product Disclosure Statement details these fees.

(iii) Payments From Product Issuers

~ *Commissions On Investment Products*

We will not receive any initial or ongoing commissions on investment products within the ipac and AMP group of companies for accounts established after 1 July 2010.

If we have previously recommended a product either within or external to the ipac and AMP group, or from 1 July 2010 if we recommend a product external to the AMP Group SPP may receive initial payment of up to 5.5% and an ongoing service payment of up to 1.60% of the amount invested. SPP will receive 100% of the commission and pass on the full 100% to Wealth Vision. For example, assume you invest \$100,000, SPP could receive up to \$5,500 of initial payment and up to \$1,600 pa of ongoing payments and will pass on the full 100% to Wealth Vision.

~ *Additional Payments*

ASGARD may pay SPP additional payments based on our current Funds Under Advice with ASGARD. The amount paid may increase or reduce depending on balances held with ASGARD during the year. The payment is calculated at an average of 0.25% of ASGARD's net administration fees.

Macquarie may pay SPP additional payment based on our current Funds Under Advice with Macquarie. The amount paid may increase or reduce on balances held with Macquarie during the year. The payment is calculated at 24.5% of Macquarie's net administration fees based on the first \$50,000 per asset held within the Macquarie Wrap over the year.

Russell may pay SPP additional payments based on our current Funds Under Advice with Russell C Class units. The amount paid may increase or reduce depending on balances held with Russell during the year. Russell will pay up to 0.2% of Funds Under Advice with them.

~ *Commissions On Life Insurance Products*

The issuers of recommended life insurance products pay SPP initial and renewal commission for advice provided by the adviser at Wealth Vision. SPP will pass on 100% of the commission to Wealth Vision. The commission can vary depending on the product and insurer and can be up to 130% of the initial premium and 33% pa of the renewal premium. For example, assume you pay insurance premiums of \$1,000, SPP could potentially receive up to \$1,300 initially and up to \$330 pa ongoing and pass on all of the commissions to Wealth Vision. In practice however, the higher the up-front commission, the lower the ongoing commission, so in this example, if \$1,300 is paid initially, SPP and Wealth Vision would only be entitled to a maximum of 10% (\$100) in ongoing commission. Ongoing commission will be paid for as long as the policy is held.

(iv) Referral Arrangements

When another organisation or a staff member introduces you to Wealth Vision, Wealth Vision may pay that organisation or person a referral fee or when we refer you to another professional, we may receive a referral fee.

In all cases, we will tell you who receives all payments, and what amount has been paid. These referral payments are not an additional cost to you.

Adviser Remuneration

Your adviser is a salaried employee of Wealth Vision. Wealth Vision pays salaries and any bonuses from the fees and charges you pay. Your adviser may also receive annual bonus or share of revenue earned by them. Individual authorised representatives may also receive a percentage of revenue from Wealth Vision for new business implemented from our recommendation for the first year. This is not an additional cost to you.

Further information about your adviser's remuneration will be in your Statement of Advice.

SPP and Wealth Vision may receive financial assistance with client seminars, marketing assistance and other financial assistance.

Your adviser, Wealth Vision and SPP may also receive other benefits from Product Providers including awards and various hospitality events. Any benefit received by your adviser or SPP in excess of \$300 will be recorded in a Public Register that can be made available upon request.

When You Get Our Advice

To give advice that is personalised for your circumstances we need to find out your lifestyle objectives, your financial situation and your needs before we make any strategy, insurance or investment recommendations.

You have the right not to divulge this information to us, if you do not wish to do so. In that case, we will warn you about the possible consequences of us not having your full personal information and the impact on our recommendations.

Privacy

We maintain a record of your personal questionnaire which includes details of your investment objectives, financial situation and needs. We also maintain records about any recommendations we made to you.

We are required under the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006 to implement client identification processes. This means we will ask you to present identification documents such as passports and driver's licences in order to meet this obligation. We will also retain copies of this information and assure you that this information will be held securely.

Our Privacy policy and strict confidentiality arrangements protect your personal information. Please ask us if you wish to obtain a copy of our privacy policy or you can view a copy on our website.

Generally you may access any personal information that SPP holds about you, simply by contacting us.

Explanation Of Any Risks

We will explain any significant risks of the strategies, insurances and investments that we recommend to you. If you are unclear of the risks, do not hesitate to question your adviser further.

Giving Us Instructions

You can direct Wealth Vision to act on your behalf by signing an Authority to Proceed and the appropriate application, withdrawal or switch form.

Professional Indemnity Insurance

SPP and Wealth Vision maintain Professional Indemnity insurance policies on behalf of your adviser. These policies cover advice, action and recommendations which your adviser has been authorised by SPP to provide you. These arrangements satisfy the requirements imposed by the Corporations Act 2001 and financial services regulations.

If You Have Any Complaints

If you have a complaint about the service provided to you, please take the following steps:

1. Contact your adviser about your complaint.
2. If your complaint is not satisfactorily resolved within **3** business days, please contact the General Manager, Strategic Planning Partners, Nick Brinkworth on 07 5554 1000, or put your complaint in writing and send it to:

Mr N Brinkworth

General Manager

Strategic Planning Partners Pty Ltd

PO Box 290

NOBBY BEACH QLD 4218

3. If you still do not get a satisfactory outcome, you have the right to contact the Financial Ombudsman Service ('FOS'). SPP is a member of this scheme. FOS can be contacted by calling 1300 780 808, visiting their website at www.fos.org.au or by emailing them at info@fos.org.au. You will need to quote the SPP reference number, which is 10985

If your complaint relates to personal information held you can contact the Office of the Privacy Commissioner on 1300 363 992

The Australian Securities and Investment Commission (ASIC) also has a freecall infoline on 1300 300 630 which you may use to make a complaint and obtain information about your rights.

If You Have Any Questions

If you have any further questions about the financial services Wealth Vision provides, please ask your Financial Adviser.