



Absolute Financial
Wealth Creation by Design

Financial Services Guide (FSG)

Part 2

20 November 2009

Authorised and distributed by

Absolute Financial Pty Ltd

ABN 61 379 494 376

Corporate Authorised Representative (No. 291626)

of **Fitzpatricks Dealer Group Pty Ltd** (Fitzpatricks)

ABN 33 093 595

AFSL: 247429.

This document is part of a Financial Services Guide
and should be read in conjunction with Part 1

Absolute Financial Pty Ltd ("Absolute Financial") is a privately owned, boutique financial planning firm, which designs and delivers comprehensive wealth creation strategies with intelligence, passion and integrity.

Absolute Financial employs the following experienced financial advisers:

Paul Barrett (Authorised Representative number 289362) is an Authorised Representative of Fitzpatrick's Dealer Group Pty Ltd and a consultant to Absolute Financial. As a consultant to and owner of Absolute Financial, Paul receives a fixed annual consulting fee and a share of the profits of Absolute Financial. Paul holds a Masters in Business (Finance), a Diploma of Financial Planning and a Bachelor of Economics.

Paul has over 19 years in the Financial Services Industry. He has held senior positions with ANZ Bank, Commonwealth Bank, Record Investments Ltd and Planning Perspective Pty Ltd.

Dean Holmes (Authorised Representative number 302685) is an Authorised Representative of Fitzpatrick's Dealer Group Pty Ltd and a consultant to Absolute Financial. As a consultant to and owner of Absolute Financial, Dean receives a fixed annual consulting fee and a share of the profits of Absolute Financial. Dean holds a Diploma of Financial Planning, Graduate Diploma of Applied Finance and Investment and a Bachelor of Economics (Honours).

Dean has over 6 years experience in the Financial Services Industry.

Paul Barrett and Dean Holmes are authorised to provide advice in the following areas:

- *Cash Flow*
- *Asset Ownership*
- *Risk Insurance*
- *Estate Planning*
- *Investments*
- *Superannuation, Retirement and Transition to Retirement Strategies*
- *Small Business Advice, Asset Protection and Succession Planning*

Our Advice Process

Initial strategic advice is provided under our **Wealth Check** process.

Our *Wealth Check* process is like a medical check-up for your personal and financial plan. Wealth Check combines the art and science of uncovering your goals and objectives, collecting information on all aspects of your financial position and devising strategies which will assist you in achieving your ideal life.

For new clients, our *Wealth Check* process involves an initial meeting where we collect your financial information and discuss your goals and objectives. At the end of this meeting we will discuss our recommended strategy ideas and our fees and charges. If you decide to proceed with our services, we will document and implement each recommended strategy.

Ongoing strategic advice is provided under our **Wealth Mentor** program.

Our *Wealth Mentor* program provides you with a partner in the process of keeping your financial plan on track and up to date. At least annually, we will review your goals and objectives to make sure they remain clear and relevant. We will then review and revise each of your financial strategies and implement any agreed changes to your financial plan.

Ongoing investment advice is provided under our **Wealth Manager** program.

Our *Wealth Manager* program is where we devise and manage investment portfolios for our clients.

Our Fees and Charges

Absolute Financial predominantly charge on a fee for service basis, however in certain circumstances we may receive and retain commissions. Our fees and charges will be discussed and agreed with you prior to Absolute Financial providing you with any services.

Wealth Check Fees

The fees for our Wealth Check process will depend on the complexity of your situation. If you decide to engage Absolute Financial, the Wealth Check fee will be a minimum of \$1,650 (GST inclusive) and is based on our estimate of time spent and a notional hourly rate of \$330 (GST inclusive). If you decide not to proceed with our services after the initial Wealth Check meeting, there will be no charge.

Wealth Mentor Fees

Our Wealth Mentor fee will depend on the complexity of your situation and the level of service you require. The fee will be discussed and agreed with you before the provision of this service. Our minimum Wealth Mentor Fee is \$2,400 p.a. (GST inclusive) and is based on our estimate of time spent and a notional hourly rate of \$330 (inclusive of GST).

Wealth Manager Fees

Our Wealth Manager fee is charged on a percentage of your investment assets managed by Absolute Financial. Our fee will vary between 0.66% and 1.10% p.a. depending on your portfolio and the services required. Our fee will be agreed and documented before implementing an investment portfolio. For example if Absolute Financial managed a \$100,000 portfolio, your annual Wealth Manager fee would range from \$660 to \$1,100 p.a. (GST inclusive).

Investment Commissions

Absolute Financial may receive upfront and ongoing commissions from product providers based on the dollar value of products purchased by our clients. For example, if you invested \$100,000 into a managed fund and they paid a 0.25% p.a. commission, Absolute Financial would receive \$250 p.a. (GST inclusive).

Risk Insurance Commissions

For insurance policies managed by Absolute Financial, we may be paid commissions of up to 115% of the first year's premium and up to 33% of ongoing premiums. For example, if you purchase a life insurance policy and the premium was \$1,000, we could receive up to \$1,150 (GST inclusive) in the first year and an annual payment of up to \$330 (GST inclusive) for every year you hold the policy.

Finance Commissions

Absolute Financial may be paid commissions for referring you to our preferred finance broker, ImagoBrokers. Any expected commissions will be discussed and agreed with you before you proceed with a mortgage referral.

Absolute Financial can be paid 54% of the upfront mortgage commissions and 70% of the annual ongoing commission paid to ImagoBrokers. The commission paid to ImagoBrokers will vary between financial institutions. For example, if you borrowed \$100,000 and ImagoBrokers were paid an upfront commission of 0.50% and ongoing commissions of 0.25% p.a. then Absolute Financial would receive \$270 (54% of \$500) upfront commission and \$175 (70% of \$250) ongoing commission annually based on your loan balance.

Conflicts of Interest

The services provided by the following entities are not authorised activities of Fitzpatricks Dealer Group

Absolute Taxation and Management Accountants (AT) – provides accounting and taxation advice. Paul Barrett and Dean Holmes all have economic interests in AT and receive a share of the profits of AT.

To discuss our services or for further information, please contact one of our Wealth Advisers.

Absolute Financial Pty Ltd

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