

## Adviser Profile

This document, the Adviser Profile, should be read in conjunction with the Financial Services Guide (FSG) already provided.

### Joel Plowman

Joel Plowman is a Sub-Authorised Representative (No 1256299) of Nixon Financial Services Pty Ltd. Nixon Financial Services Pty Ltd is a Corporate Authorised Representative (No 321469) of Sentry Advice Pty Ltd AFSL 227748 (The Licensee).

**Business Address:** 23a Hamilton Street, Gisborne, VIC 3437  
**Postal Address:** PO Box 692, Gisborne, VIC 3437  
**Ph No:** 03 5428 0123  
**Mobile:** 0430 180 196  
**Email:** joel@nixonfs.com.au

## The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and non-basic deposit products
- Debentures, stocks and or bonds issued or proposed to be issued by a government
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services
- Managed Discretionary Accounts – Advise & Operate
- Retirement savings accounts (“RSA”) products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Self-Managed Super Funds
- Securities
- Tax (Financial) Adviser

## How are my company and I paid?

The Licensee initially receives all fees and commissions from clients and product providers and distributes them after their fees and other expenses are deducted. The Licensee generally retains a portion of fees paid under its authorisation arrangements.

For details of other possible benefits, please refer to the FSG and/or your Advice Documents. All fees and commissions outlined below are inclusive of GST.

### Initial Consultation

Initial Consultation is charged at an hourly rate of \$385 per hour. A typical Initial Consultation meeting runs from 1 to 3 hours.

Our main aim is to gather information about you and to determine your primary goals and objectives in seeking advice.

At the end of this meeting, we will outline the next steps and detail any fees applicable.

If you agree to proceed with Plan Preparation, we will waive the above Initial Consultation fee.

## Advice preparation

You may be charged a Statement of Advice preparation fee which will depend on the complexity of your individual circumstances and type of advice you require. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The fee may range from \$3,000 - \$15,000.

## Implementation

We will outline the details of any fees, including Implementation Fees, for you to authorise before any work is carried out.

If you elect to proceed with our advice the fee will range from \$3,000 to \$15,000.

## Insurance products

My company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.

These commission payments are made by the relevant product issuers and are not an additional cost to you.

## Ongoing fee for advice

If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.

The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets, or incomes, executive options, or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.

The ongoing advice fee can range from \$1,450 - \$30,000 per annum. In some cases, a fixed fee may not be applicable and then ongoing service fees will be charged as a % of assets under advice p.a. which range from 0.55% to 1.1%. (excluding investments using geared funds).

## Ad hoc advice

Where you do not wish to participate in an ongoing advice fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of \$385 per hour may apply.

## Other benefits, interests, or associations

I or my company may have referral arrangements with selected referral partners. If a referral arrangement applies to you, we will provide you with further details.

## How to find me

If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 0430 180 196 or via email at [joel@nixonfs.com.au](mailto:joel@nixonfs.com.au).

## Discretionary Account (MDA) Service

### Nature of the MDA Service

Nixon Financial Services Pty Ltd offers a MDA Service that enables you to provide Joel with the discretion to manage your investments in accordance with the MDA Contract and Investment Program.

You must first enter into a MDA Contract in order for you to utilise the MDA Service.

The Investment Program is reflective of your financial circumstances, needs and investment objectives and stated risk profile. It is intended that your portfolio assets will be actively managed by Joel to facilitate the achievement of your needs and objectives within the parameters of the Investment Program.

The MDA Contract and Investment Program are prepared by Joel and contain the following information:

- The nature and scope of the discretions that Joel will be authorised and required to exercise in managing the investments;
- Any significant risks associated with the MDA Service;
- The basis on which Joel considers the MDA Service suitable for you; and
- Warnings that the MDA Contract may not be suitable for you if you have provided limited or inaccurate information and that the MDA Contract may cease to be suitable if your circumstances change.

Joel will be responsible for reviewing the Investment Program annually. This will be performed as part of the Annual Review process.

Under the MDA Service, you delegate to Joel the investment discretion pertaining to your portfolio, including the decision on rights relating to the investments, such as Corporate Actions. In such instances, Joel will not be required to communicate with you to seek your instructions.

## Significant risks associated with investing through the MDA Service

The significant risks associated with investing through the MDA Service are more fully described in the Investment Program; however you should be aware of the following:

The investment discretion involves the selection of assets exposed to the higher-risk investment sectors such as property, the share market and international investments and therefore entails exposure to capital risk.

The Investment Program is based on your relevant personal and financial circumstances, needs and objectives and risk/return preferences. Therefore, there may be risks associated with a change to those circumstances, needs, objectives and risk/return preferences which affect the appropriateness of the Investment Program.

Your portfolio assets will be subject to active management and therefore you will generally not be aware of the investment transactions being undertaken on your behalf until after the event and therefore such involves information risk.

## External Portfolio Management Service Provider

The MDA Service may utilise the services of a Portfolio Management Service Provider through which all transactions on your MDA portfolio will be made. As a result, you will also need to enter into an agreement with the Portfolio Management Service Provider to authorise them to act on the instructions of Joel.

The MDA Service may utilise HUB24 & Netwealth as a Portfolio Management Service Provider for the administrative functions, reporting, and custodial and depository services associated with your portfolio.

HUB24's contact details are as follows:

Telephone: 1300 854 994

Address: GPO Box 529, Sydney NSW 2001

Netwealth's contact details are as follows:

Telephone: 1800 888 223

Address: Level 8/52 Collins Street, Melbourne, Vic, 3000.

HUB24 & Netwealth charge direct fees in addition to our Fees as detailed above. Please refer to the HUB24 & Netwealth PDS which we will provide to you for a full disclosure of the fees charged by HUB24 & Netwealth.

Sentry Advice Pty Ltd does not provide custodial or depository services relating to the MDA service for your portfolio assets.

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## Compliance with legislative instrument

This FSG complies with the requirements of ASIC Corporations (Managed Discretionary Account) Instrument 2016/968 and ASIC Regulatory Guide 179.