

# FINANCIAL SERVICES GUIDE

PLANNER PROFILE &  
HOW YOU PAY FOR THE  
FINANCIAL SERVICES

Wealth Management Matters Pty Ltd (ABN 34 612 767 807) is an Australian Financial Services Licensee, No 491619.

Our contact details are as follows:

Wealth Management Matters Pty Ltd  
62 Woodlark Street  
Lismore NSW 2480  
T 02 6619 1939  
E [admin@wealthmm.com.au](mailto:admin@wealthmm.com.au)

## **The purpose and content of this Financial Services Guide (FSG):**

- To assist you to determine whether to use any of the services described herein;
- How we and our associations are remunerated for our services; and
- Contains details about how complaints against us will be handled.

We appoint Authorised Representatives to act on our behalf for the provision of authorised financial services.

Your financial planner is one of our Authorised Representatives and we are, therefore, responsible for the financial services provided and have authorised your financial planner to distribute this FSG.

Your financial planner's details are set out in the financial planner profile which forms part of this FSG and these documents should be read together.

As part of our delivery of services to you we may prepare a Statement of Advice (or a Record of Advice) and possibly provide you with one or more Product Disclosure Statements prepared by one or more product issuers.

Where we prepare a Statement of Advice we will always provide you with a copy.

Where a record of advice is prepared (e.g. as part of an ongoing service arrangement with you) we will keep a copy in our files and you are free to request (at no cost) a copy up to 7 years after the date of that record's creation.

## **Not Independent**

Based on the restrictions set out in s.923A of the Corporations Act we are not permitted to use the terms "Independent", "unbiased" or "impartial" to describe our advisory work.

The most likely reason for this is being paid by way of commission to offset the cost of giving our clients risk insurance advice.

## Our authorised services and the kinds of financial products they relate to

Our AFS Licence permits us to advise on and deal in the following classes of financial products:

- Superannuation and retirement savings account products
- Securities
- Managed investments (including an investor-directed portfolio service)
- Margin lending facilities (standard)
- Government debentures, stocks or bonds
- Deposit products
- Life insurance products including investment life and life risk.

Our Authorised Representatives can only provide advice on financial products that are on our approved product list. The approved product list includes a large range of investment and insurance products for which the appropriate research and analysis has been undertaken.

Our Authorised Representatives cannot advise you on, or influence you in favour of, a financial product which:

- is not on the approved product list, or
- any arrangement where your financial planner can make changes to your portfolio before obtaining your consent unless they are specifically authorised to do so,
- or is a product on which they are not authorised to provide advice. Your financial planner's profile will outline the class of financial products on which they can advise.

Alternatively, you can find details on the Australian Securities and Investment Commissions website at [www.asic.gov.au](http://www.asic.gov.au)

While your financial planner may conduct a separate business, for example, as an accountant, we are only responsible for the financial products and services described in this FSG and included on our approved product list.

Your financial planner is a registered tax (financial) adviser or a registered tax agent. They are authorised to provide a tax service, where the advice is:

- provided in the context of the personal advice authorised by the licensee, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Registered tax (financial) advisers are not authorised to provide tax agent services (ie. those services in relation to the preparation and filing of tax returns and liaison with the ATO, etc.). Where tax agent services are provided (ie. those services in relation to the preparation and filing of tax returns, and liaison with the ATO, etc.), these services constitute a separate business activity and are not provided under the licensee's AFSL. We are only responsible for advice relating to the financial products and services described in this FSG and our Approved Product List.

THIS FSG V7 IS EFFECTIVE AS AT 01/07/2021

**WEALTH MANAGEMENT MATTERS PTY LTD** ABN 34 612 767 807 | AFSL 491619

62 Woodlark Street, PO Box 199, Lismore NSW 2480 T 02 6619 1939 E [admin@wealthmm.com.au](mailto:admin@wealthmm.com.au) W [www.wealthmm.com.au](http://www.wealthmm.com.au)

## Who we act for when providing our authorised services

We act for you as our client and not for any product issuer or financial institution.

## Remuneration for those authorised services

The fees and services that you will pay will be set out in a client service agreement or statement of advice. Generally, there are options in the way that you can pay for the services we provide and you can discuss the option that best suits your circumstances with your financial planner. The options are:

**You may be charged a financial planning advice fee based on either the time spent preparing your statement of advice (or other advice document) or the value of the funds you choose to invest.**

If you choose this option, you will be invoiced for the agreed fee when you are provided with your SoA or other advice document. This fee is set by your financial planner and is detailed in the financial planner profile.

## You may enter into a service agreement with your financial planner.

The service agreement is an arrangement that may cover items such as ongoing advice, newsletter updates, annual reviews and portfolio valuation reports. You and your financial planner should discuss the services to be included and the fee that you will pay and this will be set out in the service agreement provided by your financial planner either before, or at the time, you are presented with your SoA.

## Managed portfolio investment management fee

Investment management fees may be charged in relation to selected managed portfolios that form part of your investment strategy.

The investment management fee is calculated as a percentage of the managed portfolio calculated daily and deducted from your cash account monthly in arrears.

Full details of the fee will be detailed in your Statement of Advice (SOA).

The investment management fee is paid to HUB24 and used to remunerate the portfolio manager for its services in relation to the Fund and to meet the costs of the asset consulting and investment management services associated with the portfolio.

You agree and consent to these payments when you complete your application form or at the time you invest in the portfolio.

This fee will only be deducted where you have consented to the amount of the fee and its deduction from your cash account. If you do not provide your consent, you cannot invest via the managed portfolios.

In addition to the investment management fee, there may be indirect costs associated with the underlying investments held within the managed portfolio.

THIS FSG V7 IS EFFECTIVE AS AT 01/07/2021

## Other benefits

If you purchase or sell direct securities through us, we may receive a fee for these transactions. Details of which will be disclosed in either an SoA or an RoA.

Your financial planner may also receive a range of other benefits from product providers such as marketing support or sponsorship, entertainment, conferences, accommodation and travel which will be disclosed in your statement of advice.

We maintain a public register outlining the forms of alternative remuneration that we both pay and receive. A copy of this register can be accessed upon request.

Any of the payments listed above will be made to the extent permitted by law.

## How we protect your personal information

Australian Privacy Principles apply to the collection of personal or sensitive information. This means that information provided by you in the course of receiving financial planning services must only be used:

- to provide you with information, products or services that you might reasonably expect or request
- to fully understand or anticipate your needs during our relationship
- to manage rights and obligations under any laws applying to the services provided, or
- to conduct research, or planning and marketing, which includes direct marketing, although you do have the right to specifically instruct that your details aren't used for these purposes

The type of information which will usually be requested will include details about your financial, taxation, health, employment and estate planning matters. This may include details relating to your partner or family members.

As a financial service provider, we have an obligation under the Anti-Money Laundering and Counter-Terrorism Finance Act 2006 to verify your identity and the source of any funds.

You are entitled to obtain access to the information we hold about you by contacting the Director on 02 6619 1939 or by writing to:

The Director  
Wealth Management Matters Pty Ltd  
PO Box 199  
Lismore NSW 2480

For more information about how we collect, use, store and disclose your personal information, our Privacy Policy can be accessed on our website: [www.wealthmanagementmatters.com.au](http://www.wealthmanagementmatters.com.au)

### What happens if you want to make a complaint?

If you have a complaint about the financial services provided to you, you should take the following action:

- Speak to your financial planner about your concerns, or
- Call us on 02 6619 1939.

If, after speaking to us or your financial planner, your complaint is not resolved within five (5) business days, please write to:

The Director

Wealth Management Matters Pty Ltd

PO Box 199 Lismore NSW 2480

Whilst every endeavour will be made to resolve the matter promptly and impartially, if you are not satisfied with how your complaint is handled, you can elect to refer the matter free of charge, to the:

- Australian Financial Complaints Authority (AFCA). AFCA can be contacted on:  
Telephone: 1800 931 678  
Postal: GPO Box 3, Melbourne VIC 3001  
Email: [info@afca.org.au](mailto:info@afca.org.au)

### Compensation arrangements

We believe we have put in place compensation arrangements (via maintenance of professional indemnity insurance and adequate financial provision for any policy excess) that are adequate having regard to the size, nature and complexity of our business. We believe that these arrangements are sufficient for the purpose of meeting our compliance obligations under section 912B of the Corporations Act.

How Will You Pay for The Financial Services is part of the Wealth Management Matters Pty Ltd Financial Services Guide (FSG) and these documents should be read together.

## **How will you pay for the financial services?**

### **Initial Meeting**

At the initial meeting, your planner will explain the services that are available to you, what you can expect and the payment options that are available.

Your initial meeting is typically without cost or obligation. At this meeting, we will discuss your current position and your financial and lifestyle goals and objectives. You will then be presented with initial ideas as to how your planner might be able to help you.

Before you become a client of McConachie Stedman Financial Planning, remuneration and payment will be agreed and the details of any fees and commissions payable, and any other relevant remuneration and benefits, will be disclosed to you in the Statement of Advice (SoA). For any financial product that is recommended, the Product Disclosure Statement (PDS) for that product will outline the fees payable to the product provider. Any of the payments listed below will be made as agreed with you or to the extent permitted by law.

A summary of the way McConachie Stedman Financial Planning is paid is outlined below and all fees quoted are inclusive of GST.

### **Financial planning advice fee - initial**

You may be charged a fee that is based on either the standard advice fee that applies or the time spent developing the plan.

The plan-based fee (i.e. SoA) varies depending on scope and complexity of the advice provided.

During your initial discussion with your planner, you should be provided with a reasonable estimate of the financial planning advice fee and you are encouraged to discuss this during the meeting.

Please note, should you choose not to proceed with the advice provided to you in your SoA, you will still be invoiced the Planning Advice Fee.

### **Financial planning advice fee – implementation**

You may be charged a fee to implement strategic recommendations, the fee payable by you will be determined by the complexity of the advice and services required to meet your financial goals and objectives, and the estimated time necessary to both prepare appropriate recommendations and provide ongoing portfolio services for twelve months after implementation of the recommendations.

Your SOA will clearly disclose the total fee payable for your strategic financial planning recommendations, which will be payable upon implementation.

## **Financial planner service fee – ongoing**

This fee may be charged depending on the type of ongoing review service provided to you.

This will be agreed in advance with your planner and may be paid annually, monthly or as per your agreement. This fee is based on a combination of factors such as the amount you elect to invest, the complexity of the structure involved, the number and types of investments and the level of ongoing service that is required.

To ensure that your situation is continuously reviewed, you are encouraged to take up an ongoing review service.

Generally, if you agree to an ongoing financial planner service fee, you will sign a client service agreement which sets out the services that will be provided together with the cost.

You have a choice of how you can pay the financial planning service fee – it can either be invoiced directly or debited directly from funds invested.

Depending on the financial planning services you receive, ongoing fees may be calculated as a percentage of total investments and premiums under advice (up to a maximum of 1.10%) plus a service fee.

For example, if your portfolio value is \$100,000 and you are charged 0.33% plus a service fee of \$2,000, the ongoing fee will be \$2,330 (subject to fluctuating account balances).

Your SOA will clearly disclose the total fee payable for this ongoing Financial Planner Service Fee.

At all times, McConachie Stedman Financial Planning reserves the right to adjust the ongoing financial planner service fee depending on the services used.

## **Financial planning service fee once-off**

If you are not on an ongoing review service but would like to engage McConachie Stedman Financial Planning to provide you with once-off strategic or placement advice only, you may be charged an hourly rate of \$385 per hour.

## **Financial planning fee for service arrangements**

Depending on the financial planning services you receive, fees may be calculated on a fixed total cost or on an hourly rate of \$385 per hour.

## **Initial and ongoing commissions for personal risk insurance**

**Initial commission** – When insurance products are recommended, the insurance provider may pay Wealth Management Matters an initial commission based on the value of your premium, which could be up to 80 per cent of the value of the premium.

**Ongoing commission** – When a life insurance policy is renewed, the insurance provider may also pay a renewal commission which could be up to 35 per cent of the value of the renewal premium amount.

## **Product fees**

All product providers are required by law to issue a PDS which outlines all the fees payable within the product.

## Planner Remuneration

Your employed planner is entitled to a base salary, and may receive a potential bonus structure, subject to meeting a range of performance and quality criteria that determine an overall scorecard.

Where your planner is a director of McConachie Stedman, they are remunerated through drawings received from the partnership.

## Are there any existing relationships that may influence the recommendations?

McConachie Stedman and McConachie Stedman Financial Planning have an equity ownership relationship. Upon referral, neither party receives a referral fee or any other payment other than sharing of the profits of the business based on their equity holding.

For ease of information collection, McConachie Stedman Financial Planning and McConachie Stedman may share information that they have about you for as long as you remain a client of McConachie Stedman and/or McConachie Stedman Financial Planning.

# Steven Kirkman

Authorised Representative Number 255557

**This Financial Planner Profile is part of the Wealth Management Matters Pty Ltd Financial Services Guide (FSG) and these documents should be read together**

The Authorised Entity is McConachie Stedman Financial Planning Pty Ltd ACN 009 878 791. Corporate Authorised Representative Number 340003.

**Company name:**

McConachie Stedman Financial Planning

**Business address:**

619 Ruthven Street  
Toowoomba QLD 4530

**Telephone:**

07 4632 1966  
1300 363 866

**Facsimile:**

07 4638 5787

**Email:**

[steve.kirkman@mcconachiestedman.com.au](mailto:steve.kirkman@mcconachiestedman.com.au)

**Web address:**

[www.mcconachiestedman.com.au](http://www.mcconachiestedman.com.au)

Steven has the following qualifications, memberships and experience:

- CFP® Certified Financial Planner
- Graduate Diploma of Financial Planning
- Accredited Self-Managed Superannuation Fund Adviser
- Margin Lending & Geared Investments
- Diploma of Finance and Mortgage Broking Management
- ASX Accredited Listed Product Adviser

## Products and services

Steven is authorised by Wealth Management Matters to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Debentures, stocks or bonds issued or proposed to be issued by a government**
- **Life products, including:**
  - Investment life insurance products
  - Life risk insurance products
- **Interests in managed investment schemes including:**
  - Investor directed portfolio services
- **Retirement savings accounts**
- **Securities**
- **Standard margin lending facility**
- **Superannuation including:**
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds

# Robert Franklin

Authorised Representative Number 390463

**This Financial Planner Profile is part of the Wealth Management Matters Pty Ltd Financial Services Guide (FSG) and these documents should be read together**

The Authorised Entity is McConachie Stedman Financial Planning Pty Ltd ACN 009 878 791. Corporate Authorised Representative Number 340003.

**Company name:**

McConachie Stedman Financial Planning

**Business address:**

619 Ruthven Street  
Toowoomba QLD 4530

**Telephone:**

07 4632 1966  
1300 363 866

**Facsimile:**

07 4638 5787

**Email:**

[robert.franklin@mcconachiestedman.com.au](mailto:robert.franklin@mcconachiestedman.com.au)

**Web address:**

[www.mcconachiestedman.com.au](http://www.mcconachiestedman.com.au)

Robert has the following qualifications, memberships and experience:

- Master's degree in financial planning
- Bachelor of Economics
- Diploma of Finance and Mortgage Broking Management
- Margin Lending & Geared Investments
- SMSF Essentials
- Fellow of FINSIA

## Products and services

Robert is authorised by Wealth Management Matters to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Debentures, stocks or bonds issued or proposed to be issued by a government**
- **Life products, including:**
  - Investment life insurance products
  - Life risk insurance products
- **Interests in managed investment schemes including:**
  - Investor directed portfolio services
- **Retirement savings accounts**
- **Securities**
  - Restricted to Tier 1 general advice
- **Standard margin lending facility**
- **Superannuation including:**
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds

# Jerry Reading

Authorised Representative Number 1260780

**This Financial Planner Profile is part of the Wealth Management Matters Pty Ltd Financial Services Guide (FSG) and these documents should be read together**

The Authorised Entity is McConachie Stedman Financial Planning Pty Ltd ACN 009 878 791. Corporate Authorised Representative Number 340003.

**Company name:**

McConachie Stedman Financial Planning

**Business address:**

619 Ruthven Street  
Toowoomba QLD 4530

**Telephone:**

07 4632 1966  
1300 363 866

**Facsimile:**

07 4638 5787

**Email:**

[jerry.reading@mcconachiestedman.com.au](mailto:jerry.reading@mcconachiestedman.com.au)

**Web address:**

[www.mcconachiestedman.com.au](http://www.mcconachiestedman.com.au)

Jerry has the following qualifications, memberships and experience:

- Graduate Diploma of Financial Planning
- Diploma of Financial Planning
- Principles of Self Managed Superannuation Funds
- Accredited Listed Product Adviser Program
- AFP® Member of Financial Planning Association of Australia

## Products and services

Jerry is authorised by Wealth Management Matters to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Debentures, stocks or bonds issued or proposed to be issued by a government**
- **Life products, including:**
  - Investment life insurance products
  - Life risk insurance products
- **Interests in managed investment schemes including:**
  - Investor directed portfolio services
- **Retirement savings accounts**
- **Securities**
- **Standard margin lending facility**
- **Superannuation including:**
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds

# Kent Paroz

Authorised Representative Number 345119

**This Financial Planner Profile is part of the Wealth Management Matters Pty Ltd Financial Services Guide (FSG) and these documents should be read together**

The Authorised Entity is McConachie Stedman Financial Planning Pty Ltd ACN 009 878 791. Corporate Authorised Representative Number 340003.

**Company name:**

McConachie Stedman Financial Planning

**Business address:**

619 Ruthven Street  
Toowoomba QLD 4530

**Telephone:**

07 4632 1966  
1300 363 866

**Facsimile:**

07 4638 5787

**Email:**

[kent.paroz@mcconachiestedman.com.au](mailto:kent.paroz@mcconachiestedman.com.au)

**Web address:**

[www.mcconachiestedman.com.au](http://www.mcconachiestedman.com.au)

Kent has the following qualifications, memberships and experience:

- Advanced Diploma of Financial Services (Financial Planning)
- Diploma of Financial Services (Financial Planning)
- Accredited Self-Managed Superannuation Fund Adviser
- ASX Accredited Listed Product Adviser
- Aged Care Accreditation
- AFP® Member Financial Planning Association of Australia
- Commissioner for Declarations QLD

## Products and services

Kent is authorised by Wealth Management Matters to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Debentures, stocks or bonds issued or proposed to be issued by a government**
- **Life products, including:**
  - Investment life insurance products
  - Life risk insurance products
- **Interests in managed investment schemes including:**
  - Investor directed portfolio services
- **Retirement savings accounts**
- **Securities**
- **Superannuation including:**
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds



WEALTH MANAGEMENT MATTERS

WEALTH MANAGEMENT MATTERS PTY LTD  
ABN 34 612 767 807 | AFSL 491619

HEAD OFFICE:  
62 WOODLARK STREET, LISMORE, NSW 2480.  
PO BOX 199, LISMORE NSW 2480. T 02 6619 1939