

Wealth Strategies

This document is issued by Sentry Advice Pty Ltd ABN 77 103 642 888 AFSL 227748 (Sentry). It is Part Two of a Financial Services Guide (FSG) and should be read in conjunction with Part One.

Eastern Rainbow Wealth Strategies Pty Ltd trading as Wealth Strategies (Wealth Strategies) is a Corporate Authorised Representative of Sentry and has been given permission to provide you with this FSG Part Two.

Financial Services are provided to you by:

Trading Name	Wealth Strategies
Corporate Authorised Representative Name	Eastern Rainbow Wealth Strategies Pty Ltd
Australian Company Number	144 486 224
Corporate Authorised Representative ASIC Number	371200
Authorised Representative Name	Robert Ivanovski
Authorised Representative ASIC Number	309024
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Robert Ivanovski

Robert is an Authorised Representative of Wealth Strategies and is authorised to advise and deal in the following products:

- Government Debentures, Stocks and Bonds
- Life Insurance (Risk and Investment Products)
- Retirement Savings Accounts and Superannuation
- Deposit Products
- Managed Investment Schemes
- Securities
- Self Managed Superannuation Funds

Robert is not authorised to advise and deal in relation to the following products:

- Derivatives
- Margin Lending
- Managed Discretionary Accounts

Remuneration

Sentry receives all remuneration paid upon the provision of services by Robert and under contract deducts a Licensee fee from the amounts received from Wealth Strategies. Sentry then forwards the residual remuneration onto Wealth Strategies. Wealth Strategies then pays Robert as a contractor, 100% of the total remuneration paid to Wealth Strategies in relation to his clients.

All fees and charges will be discussed and agreed with you prior to commencing any work.

Fee for Service

We acknowledge client needs vary considerably and vary our fees accordingly. All fees are discussed and agreed prior to work commencing and outlined in detail in your Statement of Advice.

Our approach on pricing is to provide full flexibility to suit client requirements.

Our retirement planning, superannuation and investment advice services are provided on a fee for service basis.

Strategies are tailored to your circumstances and our process is totally transparent from the fee structure, agreed with you in advance, to our recommendations and to their implementation.

We receive commissions for our insurance advice.

Our Fees

Our fees are structured as follows:

Personal Financial Advice

When we first meet and discuss your situation and your needs we have a basis on which to agree on the "scope of advice" (the areas in which you require advice). This allows us to outline and discuss the fees as they apply to your situation and obtain your agreement before proceeding.

Personal Financial Advice comprises three stages: the initial set-up of your plan, the implementation of your plan and the ongoing monitoring and revision of your plan. Our fee structure differentiates according to your needs and the complexity of your case.

• Initial Advice Fee

This is a one-off fee charged for the initial set up of your long term financial plan. Our fee is based on the agreed "scope of advice" and the amount of time required to understand your needs and the complexity of your financial situation.

Initial advice includes data collection, research and analysis, strategy development, Statement of Advice preparation, documentation, administration, meetings with you, and other communications.

Our initial advice fees are based on a fixed dollar amount ranging from \$800 to \$10,000 plus GST.

• Implementation Fee

The implementation of an agreed long-term financial plan requires meticulous attention to detail and, in many cases, requires us to work closely with multiple product providers to accurately and efficiently set-up your plan according to your wishes.

For this reason, we may need to charge you a fee to implement the financial plan we have prepared and agreed to by you. Of course, some plans require minimal implementation and therefore our implementation fee ranges from \$0 to \$5,000 plus GST according to complexity. See also – Ongoing Service Fees.

• Ongoing Service Fees.

We encourage clients to participate in regular reviews to ensure their financial plan remains current and changes according to changing needs. In most cases, a comprehensive financial plan will remain effective for many years.

Reasons for having to revise a comprehensive financial plan may include:

- o legislation changes; and/or
- o changes in your personal circumstances (for example - your health status, marriage, children, divorce, change of job/careers, redundancy, relocation etc).

Our Ongoing Service Fee is transparent and the services it covers vary according to the number of services and their complexity and includes as applicable to your situation, the cost of strategy development, investment advice, portfolio advice, superannuation advice, insurance advice and insurance implementation, all documentation and administration as well as meetings and telephone and email contact as appropriate. Implementation of non-insurance ongoing advice is usually included but may require a separate fee in special, agreed circumstances.

When we form an ongoing client servicing relationship the annual fee for service varies with the level of service required and the fee we charge will be based either on a percentage of your portfolio or a flat dollar amount and ranges from \$600 to \$10,000 plus GST.

Ongoing service fees may be paid directly to us or via your investment or superannuation vehicle. It is an annual fee which may be paid monthly, quarterly or annually according to your preferences for the required maintenance of your financial plan.

Our ongoing service fee structure is outlined in detail in the Ongoing Service Agreement which we put in place with you.

Aged Care Services

We can assist you in navigating the complexities of Aged Care Services. Costs vary according to circumstances and will be fully discussed and agreed with you before you need to commit to receiving our advice.

Transaction fees – we do not charge a fee for this service.

Our Free Information Meeting is a 1-hour one-on-one get to know each other session. (No personal financial advice can be provided during an information meeting).

Personal Financial Consultation Session - is generally appropriate if you have a specific question or request that you would like us to help you with and it lies outside a normal scope of advice. Our fee is \$250 plus GST per hour and the session typically lasts for 1 to 2 hours.

Or a combination of the above depending on what best suits you and is agreed between us.

Financial Hardship cases are free of charge

You will be invoiced directly for these fees and may elect to pay Sentry directly or have these fees deducted from your investments

Commission

Product providers may pay a commission directly to Sentry for some financial products.

Commission payments may be either initial or ongoing. Initial commissions are generally a once off payment made when new business is placed or additional contributions are made to a financial product. Ongoing commissions are paid whilst you hold the product.

Where possible we may agree to refuse to receive these commissions, rebate these commissions to your account, or use the commissions to offset some or all of your agreed fee for service.

Commission on Life Insurance Products

Initial commission may be up to 66% of the initial annual premium. Ongoing commission may be up to 50% of the ongoing annual premium.

Should you cancel an insurance contract within the first two years the Adviser reserves the right to invoice you an amount equal to the costs they have incurred as a result of the provision of financial services to you.

All commissions are exclusive of GST.

Referral arrangements

Robert may have referral arrangements with selected referral partners.

If a referral arrangement applies to you, Robert will provide you with further details.