

## Adviser Profile

This Adviser Profile is part of the Austbrokers Phillips Pty Ltd (Phillips) Financial Services Guide (FSG) and should be read in conjunction with this document.

### Who is your Adviser?



Adviser Name :	Sean Clark
Qualifications:	Bachelor of Economics Grad Diploma of Financial Planning CFP®
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### Sean's Experience

Sean joined Austbrokers Phillips July 2009 following an eight year tenure as a Director with 'Alan Clark Financial Services', a financial planning company he owned with his father.

Sean's interpersonal and communication skills have developed a proven ability to analyse and interpret a client's personal and financial situation. This assists him in identifying opportunities and formulating recommendations to enhance a client's financial position.

Our philosophy is straightforward:

***'Simple Solutions.. for Complex Problems'***

### What kinds of financial products and services can they provide?

Sean is authorised by Austbrokers Phillips to provide general and personal financial product advice to wholesale and retail clients on the following class and types of products. Your Adviser can also arrange for you to buy and sell such financial products.

#### Deposit Products

##### Life Products including

- Investment life insurance products
- Life risk insurance products

##### Superannuation products, including

- Public Offer Superannuation Funds
- Account Based Pensions
- Self Managed Super Funds
- Complying Annuities

#### Retirement Savings Accounts

##### Managed Investment Products including IDPS

- Managed Trusts
- Master Trusts, Wrap Facilities
- Property Syndicates
- Tax Effective Investments

##### Margin Lending facilities (standard)

##### Securities including

- ASX listed shares, instalment warrants and fixed interest

## How are we paid and how do you pay for the service?

### Example

John and Mary are considering retirement and have been referred to Sean by some close friends. It is explained to them that the first appointment is free and the aim will be to identify their requirements and answer any questions they may have so that they can make a decision about using the financial advice service. They are asked to complete a short questionnaire before the meeting that covers basic details, goals and objectives, and expectations.

### First Appointment – No cost

At the meeting Sean discusses their needs and provides a outline of the financial advice process and how it might assist them. Sean explains that the best course of action is to complete a full financial analysis documented in a Statement of Advice (SOA). He advises that based on their requirements a full SOA will cost \$1800 + GST. They will be able to pay for this via cheque, EFT or possibly via any recommended financial product. Sean undertakes to have a letter of engagement detailing the scope and cost of his advice to them within 24 hours.

### Initial Advice - \$625 to \$3,500.

John and Mary agree to proceed and have another meeting with Sean to get more important information about employment, investments, insurance, wills and power of attorney's, and attitude to risk. Sean has prepared a discussion paper that identifies some strategic options such as a transition to retirement pension and they talk through how they might apply to them. Sean schedules a meeting to present the SOA and recommendations to them.

Sean outlines the recommendations and benefits that are contained in the SOA and John and Mary are keen to proceed. The SOA contains an implementation schedule and Sean explains how he and the team at Phillips will help them to get everything in place. Sean also explains how it is important to go through this process on a regular basis to keep up with legislative, investment and circumstance changes.

### Ongoing Advice - \$1,750+

In the SOA was a section about ongoing services provided by Austbrokers Phillips and Sean highlights the proposed roadmap of advice for the next 2 years. The fees for the ongoing service are determined by an asset under management percentage of 0.88% which based on their invested funds of \$400,000 is \$293 per month. This will be paid for from the cash account of their investments and is not a direct cash flow expense. John and Mary sign a service agreement confirming the proposed ongoing arrangement.

## What are the product costs?

All product costs will be outlined in the relevant Product Disclosure Statement (PDS) of any financial product recommended. Austbrokers Phillips is usually able to obtain administrative, trustee and investment services at wholesale rates and receives no other income other than that disclosed in you SOA.

## Making a decision to proceed.

It is important to consider the sum of all product, administrative and advice costs before making any financial decisions. You will be advised of all costs before they are incurred and be asked to authorise your intention to proceed.