

## FINANCIAL SERVICES GUIDE

### Version

Version 1: 22 December 2020

### Licensee Details

LT Advice Pty Limited (ABN 21 637 033286) is an Australian Financial Services Licensee, AFSL Number 523026, and in this document is referred to as 'we', 'us', or 'our.'

This Financial Services Guide (FSG) is authorised for distribution by LT Advice.

### Authorised Representatives

Leenane Templeton Wealth Management Pty Ltd (ASIC Number 338536, ABN 16 137 265251)  
Andrew Frith (ASIC Number 289727)  
Vanessa Woodley (ASIC Number 323455)

Authorised Representatives act on behalf of LT Advice who is responsible for the services that they provide.

### Contact Details

Address: 484 Hunter St  
Newcastle NSW 2300  
Telephone: (02) 4926 2300  
Web Address: [www.LT.com.au](http://www.LT.com.au)

### Purpose of this FSG

This FSG will help you decide whether to use the services that we offer. It contains information about:

- The services we offer and their cost
- Any conflicts of interest which may impact the services
- How we are remunerated
- How we deal with complaints if you are not satisfied with our services.

### Our Services

We are authorised to provide general advice, personal advice and dealing services that cover the following areas:

- Superannuation and Self-Managed Superannuation Funds (SMSF's)
- Retirement planning including strategies for transitioning to retirement
- Retrenchment and redundancy advice

- Social security/Centrelink entitlements
- Personal risk insurance, risk management and asset protection
- Managed investments
- Wealth creation including advice on securities (direct shares)
- Margin lending facilities

From these financial services, certain financial products may be recommended to you. Our Authorised Representatives can only provide advice on financial products that are on the Approved Products List (being a large range of investment and insurance products for which the appropriate research and analysis has been undertaken).

### The Financial Advice Process

We recognise that the objectives and personal circumstances of each client are different.

Where we provide personal advice, we will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we provide advice which is in your best interests.

When we first provide personal advice to you it will be explained thoroughly and documented in a Statement of Advice (SoA) which you can take away and read.

The SoA will explain the basis for our advice, the main risks associated with the advice, the cost to you of implementing the advice, the benefits we receive and any conflicts of interest which may influence the advice.

Any further ongoing personal advice that we may provide will be documented in either a further SoA or a Record of Advice (RoA) depending on the nature of the advice. Copies of these advice documents will be retained on your client file and you may ask for a copy of these documents at any time (copies are retained for up to 7 years).

We will also provide you with, or explain how to access, a Product Disclosure Statement (PDS) issued by the product issuer for any financial product we recommend. This contains information to help you understand the product being recommended.

At all times you can contact us and ask questions about our advice and the products we recommend.

You can provide instructions to us in writing, via phone or via email. In some cases, we may require you to provide signed instructions.

## **Fees**

### **Initial Fees**

The Advice Preparation Fee includes meeting with you, the time we take to determine our advice and the production of the SoA. It is based on the scope and complexity of advice provided. We will agree the fee with you before providing you with advice.

For an initial consultation, a charge of \$330 is payable. The plan-based fees start from \$2,200 for a limited advice plan and vary, depending on the scope and complexity of the advice provided.

### **Implementation Fee**

If you decide to proceed with our advice, we may charge an Implementation Fee for the time we spend assisting you with implementation of the recommendations and strategies. The implementation fee starts at \$1,100 but will vary depending on the complexity of the advice and facilitation required. We will let you know what the fee will be in the SoA.

You have a choice of how you can pay the implementation fee, it can either be invoiced directly or debited directly from funds invested.

Please note that should you choose not to proceed with the advice provided in your SoA, you will be invoiced for the cost of preparing your SoA.

### **Ongoing Services Fees**

Our ongoing service fees depend on the ongoing service that we provide to you. This will be agreed in advance with you and may be paid monthly, annually or as per your agreement. This is an agreed amount that is based on a combination of factors such as the amount you elect to invest, complexity of the structure involved, number and types of investments and level of ongoing service that is required. Further, to ensure that your structure is reviewed on an ongoing basis, clients are encouraged to take up an ongoing review service.

The services and fees will be set out in the SoA or RoA that we provide to you.

### **Insurance Commissions**

We may receive a one-off upfront commission when you take out an insurance policy we recommend. Under an upfront structure commissions will be capped at 66 per cent.

Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

### **Placement Fees**

We may receive a fee for the placement of ASX Listed Investments with ranges from 0% to 1.5%.

All product providers are required by law to issue a Product Disclosure Statement (PDS) which outlines all the fees payable within the product.

### **Other Benefits**

We may receive other benefits from product providers such as training, meals and entertainment. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

### **Associated Businesses**

Where appropriate, we may refer you to Leenane Templeton Pty Ltd for accounting & taxation services, and or the Self-Managed Super Specialists Pty Ltd for SMSF and investment administration. Leenane Templeton, the Self-Managed Super Specialists, LT Advice and Leenane Templeton Wealth Management 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.

### **Making a Complaint**

We always endeavour to provide you with the best advice and service. If you are not satisfied with our services, then we encourage you to contact us. Please call us or put your complaint in writing to our office.

Whilst every effort will be made to resolve the matter promptly and impartially, if you are not satisfied with our response you can refer it to the Australian Financial Complaints Authority (AFCA). You can contact AFCA on 1800 931 678 or via their website [www.afca.org.au](http://www.afca.org.au) or email [info@afca.org.au](mailto:info@afca.org.au). This service is provided to you free of charge.

### **Professional Indemnity Insurance**

We hold adequate Professional Indemnity Insurance for the financial services that we, and our current and past representatives provide.

### **Your Privacy**

We are committed to protecting your privacy.

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. Our Privacy Policy sets out how we collect, hold, use and disclose this personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and on our website [www.LT.com.au](http://www.LT.com.au)

Further, as a financial 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. This means we will further ask you to present identification documents and will retain copies of this information.

## FINANCIAL PLANNER PROFILES

These Financial Planner Profiles are part of the LT Advice Financial Services Guide (FSG) and these documents should be read together.

The individual Financial Planners appointed by this practice and to support the business are:

### Andrew Frith

BCom FCA SSA SMSF Specialist Advisor™

Authorised Representative Number 289727.



Andrew Frith is the founder and CEO of Leenane Templeton Wealth Management.

Andrew has the following qualifications, memberships and experience:

- Bachelor of Commerce
- Graduate Certificate in Financial Planning
- SMSF Association - SMSF Specialist Advisor™ (SSA)
- Member of the Financial Planning Association of Australia (FPA)
- Fellow of the Institute of Chartered Accountants

Andrew has more than 25 years experience in Self-Managed Superannuation Funds and more than 15 years as a financial planner.

He has been a Chartered Accountant for 20 years with 28 years of experience as a practising accountant.

### Products and Services

Andrew is authorised 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
- Life products, including:
  - Investment life insurance products
  - Life risk insurance products
- Superannuation products, including:
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds
- Margin lending facilities (standard)
- Retirement savings accounts
- Managed investment products, including:
  - Master trusts, wrap facilities
  - Property funds
  - Tax-effective investments
  - Managed trusts
  - Investor directed portfolio services (IDPS)
- Government bonds, stocks or debentures securities:
  - ASX listed shares, instalment warrants and fixed interest

### Remuneration

Andrew Frith is the owner of Leenane Templeton Wealth Management and is remunerated through the profits of the practice.

## **Vanessa Woodley**

MCom(FP), CFP® Senior Financial Planner  
Authorised Representative Number 323455.



Vanessa is a Senior Financial Advisor and has the following qualifications, memberships and experience:

- CERTIFIED FINANCIAL PLANNER® Professional
- Master of Commerce (Financial Planning)
- Advanced Diploma of Financial Services (Financial Planning)
- Super Concepts & ICFS Specialist SMSF Course
- Member of the Financial Planning Association of Australia (FPA)

Vanessa has over 13 years of experience in providing comprehensive financial advice to a diverse range of clients.

Vanessa is a Certified Financial Planner® Professional and uses her strong technical knowledge with life planning skills to deliver practical advice to clients.

### **Products and Services**

Vanessa is authorised 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
- Life products, including:
  - Investment life insurance products
  - Life risk insurance products
- Superannuation products, including:
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds
- Retirement savings accounts
- Managed investment products, including:
  - Master trusts, wrap facilities
  - Property funds
  - Tax-effective investments
  - Managed trusts
  - Investor directed portfolio services (IDPS)
- Government bonds, stocks or debentures securities:
  - ASX listed shares, instalment warrants and fixed interest

### **Remuneration**

Vanessa Woodley is an employee of the practice. She is paid a salary and may receive a performance bonus which is based on a number of factors including the profits of the practice.

**CLIENT ACKNOWLEDGEMENT (to be retained by your financial planner)**

I/We acknowledge that I/we have received a copy of the:

Financial Services Guide version 1: date: 22 December 2020

Financial Planner Profile version 1: date: 22 December 2020

I/We acknowledge that I/we have been informed that LT Advice Pty Ltd is only responsible for authorised financial services of the Authorised Representative as set out in this FSG and Financial Planner Profiles.

I/We acknowledge that LT Advice Pty Ltd is not responsible to me/us in relation to any other business activities of the Authorised Representative and their staff, including but not limited to accountancy, administration, legal and actuarial.

Client name(s) \_\_\_\_\_

Client signature(s): \_\_\_\_\_ date: \_\_\_\_\_

Client name(s) \_\_\_\_\_

Client signature(s): \_\_\_\_\_ date: \_\_\_\_\_