Representative Profile

This document forms part of the Financial Services Guide and is designed to clarify who we are, what we do, and aims to help you decide whether to use our services.

Who we are

Your advisers are:

Brian Woods
Authorised Representative No. : 242 579

Tony Monterosso
Authorised Representative No.: 242 737

James McLeod
Authorised Representative No. : 306 057

Noreen Les
Authorised Representative No. : 311 421

Remo Pietropaolo
Authorised Representative No: F504-67639

Daniel Knight
Authorised Representative No: F504-67675

They offer their services on behalf of GWM Adviser Services Limited.

The Financial Services that the above advisers offer are provided by Nexus Wealth Management Pty Ltd ACN 104 155 384 The Trustee for Nexus Wealth Management Trust ABN 41 328 119 534 trading as Nexus Wealth Management Authorised Representative (AR) number 245 448, Suite 5, 1 Charles Street, South Perth WA 6151.

Nexus Wealth Management have built an extensive and diverse client base by providing services to businesses and individuals at any stage of their financial journey.

Our aim is to solve your complex financial problems before it's too late.

Whilst we specialise in providing services to Small and Medium businesses, we also cater to your personal financial planning needs.
In order to provide a complete service offering to our clients, we partner with a number of other professionals such as accountants, lawyers and tax specialists that are likewise committed to securing the best outcomes for our clients. With offices in both Perth and Albany, we are well placed to provide knowledgeable, professional and innovative financial planning advice to clients across Western Australia.

If you have any further questions about the financial services GWM Adviser Services Limited provides, please contact Nexus Wealth Management on 08 9208 1333 or 08 9892 9200.

GWM Adviser Services Limited has authorised them to provide you with this FSG.

Quality Advice Programme

Brian Woods, Tony Monterosso, James McLeod and Noreen Les have been Quality Advice accredited by GWM Adviser Services Limited under our internal Quality Advice Programme.

The Programme involves a defined set of standards for measuring quality of advice.
In order to receive Quality Advice Accreditation, they were required to meet a number of essential criteria in relation to financial planning principles and have a number of their financial plans assessed against the Quality Advice standards.

Ongoing and regular assessment of the quality of advice provided to their clients is also an important element of the Programme.

What we do

We are authorised by GWM Adviser Services Limited to provide financial advice in relation to:

- Wealth Accumulation
- Income & Asset Protection
- Tax Strategies
- Superannuation
- Retirement & Redundancy Planning
- Estate Planning
- Social Security
- Debt Management

and to provide advice and deal in the following financial products:

- Basic Deposit Products
- Non-basic Deposit Products
- Non-cash Payment Products
- Derivatives*
- Government Debentures, Stocks or Bonds
- Life Products – Investment Life Insurance
- Life Products – Life Risk Insurance Products
- Managed Investment Schemes, including Investor Directed Portfolio Services (IDPS)
- Retirement Savings Account Products
- Securities
- and Superannuation

* Only Tony Monterosso, James McLeod and Noreen Les are authorised to advise on derivatives.

Contact us

For more information on anything you have read in the Financial Services Guide or Representative Profile, or if there is anything else we can help you with, please contact Nexus Wealth Management Pty Ltd at:

Address
Suite 5, 1 Charles Street, South Perth WA 6151
Or
Level 2, 338 Middleton Loop, Albany WA 6330

Phone - 08 9208 1333 (Perth) or 08 9892 9200 (Albany)
Fax – 1300 725 099 both sites

The Nexus Wealth Advice Map

Discovery meeting → **Pre- proposal Meeting** → **Strategic Meeting** → **Proposal Meeting** → **Progress meetings**

About us
- What are you seeking
- Your Values
- Can we help
- Overall strategy review

Confirm Objectives
- Where we are
- Issues arising
- We would like to be Here
- How we can help

Specialist Strategic Partners
Personal and Business
Discuss selected strategies
Action items
Strategies recommended

- Present Recommendations
- Discussion
- Agreement
- Implementation

Selected According To Your Requirements

Financial Management
- Taxation
- Entity structures
- Cash flow

Risk Management
- 4 step process
- 5 key areas

Wealth Creation
- Transfer of wealth
- Strategies

Investment Management
- Profiling
- Participation level

Estate Planning
- Business Succession
- Personal wills

Debt Management
- Efficiency
- Flexibility

1 to 2 hours	***5-8 hours***	***10 - 30 hours***
1 week	***3 weeks***	**4 / 10 weeks**

No Cost

Fee $0- 50,000 >

Fee depending on complexity in year two -three

How we charge for our services

You and your adviser will discuss and agree an appropriate fee structure.

Operating a financial service business involves substantial costs. Nexus Wealth is a Fee for Service business for new Investment and Superannuation clients. Fees assist us to afford the infrastructure, personnel and systems required to provide you the professional services our clients have come to expect. We calculate fees within a fee range for our services and these fees are negotiable.

You may choose to pay our fees directly (via invoice and payable by cheque, credit card or direct debit) or have our professional costs paid to us via the product provider from the investment products we've recommended to you.

Our advisors may receive a salary, fees or commissions and may also be eligible for an annual performance payment for meeting service and salary targets.

Where it is necessary to refer you to another specialist, it should be noted that we do not receive a referral payment from them. We have specialist strategic partners who will negotiate their own fees with you directly. We do not benefit from this process.

The fees we receive from you are clearly disclosed in the advice documents we provide to you.

Initial consultation is complementary. If you proceed with our advice after your initial consultation, fees will be charged at the below rates:

Limited Advice Financial Plan: $0 - $3,300
Comprehensive Personal Advice Financial Plan: $0 - $50,000
Comprehensive Business Risk Management: $0 - $50,000
Comprehensive Strategic Business Financial Plan: $0 - $50,000

<u>We will produce a comprehensive Proposal detailing all fees for your agreement prior to proceeding any further.</u>

No Advice Transactions: Based on the below hourly rates:

Hourly rate:
$88 per hour for Support Staff
$220 per hour for Paraplanner
$330 per hour for Financial Planner
$480 per hour Senior Financial Planner/Strategic Adviser

Please note: If our advice is for an insurance application and the insurance is declined, or you wish to cancel the application, or it does not proceed for any other reason, Nexus Wealth Management will invoice you for the time spent in completing the file until the date the insurance process ceased and you will be obliged to pay any costs incurred until that time. Fees will be charged as per the Hourly rates shown above.

Occasionally, Nexus Wealth will collect commission through the product provider, and are not a direct cost to you. This may occur for a small number of existing clients. New Investment and Superannuation clients are Fee for Service only (we no longer take commission payments). For new Life Insurance clients, you may elect to pay us via commissions. The commissions payable are:

Product	Commission Range
Life Insurance products including Risk Insurance	Up front 0% to 140% of the premium paid Ongoing 0% to 45% of the premium paid
Superannuation and Investment products	Up front 0% to 5.365% of the amount contributed for investment Additional 0% to 5.365% of the amount contributed for investment Ongoing 0% to 0.66% of the value of your investment for as long as you hold the product.

Referrals

If you have been referred to us by someone else, we do not pay them a fee, commission or benefit in relation to that referral.

Ongoing Fees (Adviser Service Fee)

We provide ongoing advice for reviewing your financial planning strategy. The ongoing service fee is based on the complexity of our ongoing advice, how often we meet and the changes required.

For Personal strategy clients, the ongoing review fees will range from $0 to $20,000 pa.

For Business strategy clients, the ongoing review fees will range from $0 to $50,000 pa.

The ongoing service fee may be collected monthly through the product issuer or invoiced and paid directly by you via credit card, direct debit or cheque.

For new clients, should you elect to pay this fee via your Product Provider, the maximum is 1.173% of the value of your investment portfolio each year.

All fees and commissions are inclusive of GST. <u>Fees could be greater than those disclosed above in complex cases.</u> In these instances, we will inform you of the fee payable promptly in writing.

Benefits we may receive

To be truly open and honest with our clients, we have detailed below how certain product purchases may benefit our business.

Business Equity Valuation (BEV)
In the event of our death or permanent disablement, or if we were to leave the financial planning industry, GWM Adviser Services Limited provides a buyer of last resort option called BEV. This helps manage the transition of ownership to ensure you continue to receive advice.

In addition, we are part of a corporate structure and have a succession agreement in place to manage the transition of ownership should we leave the business.

Our business operates in a corporate structure. This model is less likely to be eligible for BEV as all the Principal Advisers in our business would have to either leave the industry, die, or become permanently disabled.

The value of a sale under BEV is based on a multiple of ongoing revenue received by the business on an annual basis. The multiple can range from 2.5 to 4 depending on the proportion of the ongoing revenue that comes from clients who hold MLC group financial products.

Here are some examples to help you understand the potential benefit to us of our clients holding MLC group product:

- If the ongoing revenue of the business was $100,000 and 50% of our clients held MLC group products, the sale value for the financial planning business would be between $250,000 and $350,000;
- If the ongoing revenue of the business was $100,000 and 85% of our clients held MLC group products, the sale value for the financial planning business would be up to $400,000;

Importantly, BEV is subject to us meeting certain compliance requirements and standards.