

Legacy Financial Planning

FINANCIAL SERVICES GUIDE (Part 1)

Date of issue 14 June 2023 - Version 1

Telephone: 09 9467 6300

Address: PO Box 8261 Subiaco East W.A 6008

Email: info@legacy.net.au

Website: www.legacy.net.au

Licensee

Legacy Financial Planning Pty Ltd as Trustee for Pembroke Trust | ABN 91 167 254 202 | AFSL 519446

Contact Details

PO Box 8261, Subiaco East 6008
Phone 09 9467 6300

Why am I receiving this document?

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

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

Information About Us

Legacy Financial Planning Pty Ltd holds an Australian Financial Services Licence which has been issued by the Australian Securities and Investments Commission (ASIC).

Legacy Financial Planning is required to comply with the obligations of the Corporations Act and the conditions of its licence. This includes the need to have adequate compensation arrangements in place with a Professional Indemnity insurer for the financial services that it provides.

Services We Provide

We are authorised to provide personal advice and dealing services for the following financial products:

- **Personal Risk Insurance**
- **Superannuation**
- **Pension Managed Funds**
- **Deposit Products**

The Financial Advice Processes

We recognise that the objectives and personal circumstances of each client are different. What is right for one client may not be right for another.

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 which you can take away and read.

The Statement of Advice 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.

Lack of Independence

Legacy Financial Planning PTY LTD is not independent, impartial or unbiased because we receive commissions for the advice we provide on life risk insurance products.

For administration platforms, managed funds and personal risk insurance products we will provide you with a Product Disclosure Statement. This contains information to help you understand the product being recommended.

At all times you are able to contact us and ask questions about our advice and the products that we recommend.

You can provide instructions to us in writing, via phone or via email.

We may provide further advice to you to keep your plan up to date for changes in your circumstances, changes in the law and changes in the economy and products.

If we provide further advice it will typically be documented in a Record of Advice which we retain on file. You can request a copy of the Statement of Advice, Record of Advice or Execution Only document at any time up to 7 years after the advice is provided.

Adviser Remuneration

Your financial advisers are remunerated through a combination of fee for service and commissions, all of which will be disclosed during the advice process. All funds are remunerated to Legacy Financial Planning PTY LTD (the licensee) and then distributed to Plenitude Wealth PTY LTD by way of a Corporate Authorised Representative arrangement.

Our Professional Fees

All fees are payable to Legacy Financial Planning.

Statement of Advice Statement of Advice (SoA) includes all meetings with you, the time we take to determine our advice and the production of the Statement of Advice, Record of Advice or Execution Only.

Plan Preparation fee is based on the scope and complexity of advice provided to you. We will agree to the fee with you before providing you with advice.

Plan Implementation Fee If you decide to proceed with our advice we may charge a fee for the time we spend assisting you with implementation. We will let you know what the fee will be in the Statement of Advice, Record of Advice or Execution Only.

Ongoing Services Fees Our ongoing service fees depend on the ongoing service that we provide to you. They are paid monthly or yearly and either based on the value of your portfolio or an agreed flat fee. We also charge a fee on some transaction services (*e.g. Lost Superannuation Search, Rollovers, Superannuation & Pension Withdrawals*).

The services and fees will be set out in the Statement of Advice, Record of Advice or Execution Only that we provide to you. We will also provide a Letter of Engagement to receive your free, prior and informed consent to begin the advice process prior to beginning any work.

Commissions

We receive commissions and other benefits from some product and service providers.

The commission will vary depending on the product which is recommended. You will be advised of the exact amount in the Statement of Advice, Record of Advice or Execution Only.

Insurance Commissions We receive a one-off upfront commission when you take out an insurance policy we recommend. We also receive a monthly commission payment for as long as you continue to hold the policy.

We may also receive additional benefits by way of sponsorship of education seminars, conferences or training days. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

Compensation Arrangements

Legacy Financial Planning confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity insurance in accordance with s.912B of the Corporations Act 2001 (as amended). In particular our Professional Indemnity insurance, subject to its terms and conditions, provides indemnity up to the sum insured for Legacy Financial Planning and our authorised representatives/representatives/employees in respect of our authorisations and obligations under our AFSL. This insurance will continue to provide such coverage for any authorised representative/representative/employee that has ceased work with Legacy Financial Planning for work done whilst engaged with us.

Making a Complaint

We endeavor to provide you with the best advice and service at all times. 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.

If you are not satisfied with our response you can refer it to:

Australian Financial Complaints Authority

GPO Box 3, Melbourne VIC 3001

www.afca.org.au | info@afca.org.au | 1300 56 55 62

Your Privacy

We are committed to protecting your privacy. We use the information you provide to assist you with your financial needs, including the preparation and submission of applications. We also use it to send you product information and promotional material. From time to time this will include direct marketing communications, but we will always give you the option of not receiving these communications. We do not trade, rent or sell your information.

We are bound by the Privacy Act 1988 (Cth) ('Privacy Act') and will protect your personal information in accordance with the Australian Privacy Principles. These principles govern how we can collect, use, hold and disclose your personal information, as well as ensuring the quality and security of your personal information.

Plenitude Wealth

FINANCIAL SERVICES GUIDE (Part 2)

Advisers Profile

Date of issue 14 June 2023 - Version 1

The financial services offered in this Guide are provided by:

Andrew David Courtney

BBiomedSc (Hons) MCom (AppFin) AdvDFP
Principal Adviser | Director | Co-Founder

About Your Advisers Profile

We understand how important financial advice is, and wish to thank you for considering engaging an Legacy Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by Andrew David Courtney, Authorised Representative No. 471509 of Legacy Financial Planning Pty Ltd (AFSL 519446) to ensure that you have sufficient information to confidently engage Andrew Courtney to prepare financial advice for you.

Andrew operates under Plenitude Wealth Pty Ltd, Corporate Authorised Representative No 1251141

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact Legacy Financial Planning head office.

About Plenitude Wealth

Plenitude Wealth is a holistic wealth management firm that is dedicated to making a positive change to the financial landscape of Australia and ultimately the world through **creating an educational foundation** of social awareness, enterprise and social consciousness. Our aim is to create a movement that will aid in the fight against limiting beliefs and absolute and relative poverty by utilizing existing financial instruments everyday families can use.

Through financial education and challenging the status quo, our belief is we can all create a better financial future for the citizens of the world. We specialise in strategically replacing our clients' incomes in a timely manner so that they can pursue what matters most in their lives and give back to the wider community with their new found wealth.

Plenitude Wealth and its employees are dedicated to providing clients with personalized advice that is catered to achieve their lifestyle and financial goals. We have a robust process of ascertaining whether or not we can work with individuals and/or families who come to see us. What ultimately drives us to work with our clients is that our values are aligned and that we can add value to their personal and financial lives. We are focused on the clients' overall wellbeing, not just their net asset position. It is important to understand the underlying drivers of each individual we work with to ensure we achieve the goals we outline together at the start of the process.

Plenitude Wealth works in conjunction with Plenitude Lend (a mortgage broking company), My Prosperity, Cash Dec and Adviser Logic to provide our clients a user-friendly experience. We pride ourselves in our reporting mechanisms within the business and our proactive approach to keeping our clients engaged with their goals and finances. It is imperative that all clients are held accountable to their lifestyle and financial goals. We fight for our clients each and every day and this is why we can only work with a limited number of clients per adviser.

About Your Adviser

Experience:

All Plenitude Wealth Advisers specialise in strategic financial planning, wealth accumulation and protection with a focus on implementing strategies that result in portfolio synergy – translating to achieving clients' ideal lifestyle and personal pursuits. Their main focus is on short term income strategies, long term capital growth strategies and leveraged investments. Managing risk through balancing a dynamic portfolio underpinned by sound cash flow management techniques is Plenitude Advisers specialty.

Plenitude is an advocate for local charitable organizations such as ALIVE, Happy Tails Animal Rescue and Share The Dignity and our advisers always volunteers as a committee member to organize multiple Brisbane 10X10 events which promotes local not for profits. Plenitude Wealth clients are always invited to these charitable events as one of our goals is to foster a philanthropic community in and around Brisbane. The vision for Plenitude Wealth is to create a movement of philanthropists to make a massive positive difference to the world.

1300 641 006 | 09 9467 6300

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plenitudewealth.com.au

Plenitude Wealth | ABN 66 616 411 682 Corporate Rep. No. 1251141 | Legacy Financial Planning Pty Ltd | ABN 9116 725 4202 AFSL 519446

Andrew Courtney

Authorised Representative No. **471509**

Andrew Courtney operates under Plenitude Wealth, Corporate Authorised Representative No 1251141

Email: andrew@plenitudewealth.com.au
Mobile: 0422 010 352
Phone: 1300 641 006
Web: www.plenitudewealth.com.au
68 Highland Terrace, St Lucia, QLD 4067

Qualifications

BBiomedSc (Hons)
Master of Commerce (AppFin)
Advanced Diploma of Financial
Planning

Memberships

Financial Advice Association Australia

About Andrew

Andrew is a father of three girls and a husband to the most amazing wife, Sophie. He's a lucky man. He builds his life around what he values most which is freedom, growth and a mindset of abundance. He plans to live up to age 130 and he bases all of his decisions on achieving this goal along with his other financial and lifestyle goals. Andrew values his time, health and wealth and has made a concerted effort to build his ideal life with his family and his business. As an avid reader, Andrew consumes a minimum of 100 books per year and is constantly looking to improve. One of his major priorities is to provide his clients with the tools necessary to achieve their lifestyle and financial goals.

Financial Services Your Adviser Provides

The financial services and products which Andrew Courtney can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Andrew and Williams are professional advisers who receive payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Initial Strategic Consultation - Our initial one to one strategic consultation is free of charge as we get to know you, your circumstances, your goals and objectives and whether or not we can add value to your life.

Advice Preparation and Implementation - The next stage of the process, if we decide that we are the right fit for each other, is we draw up a Terms of Engagement which highlights what you can expect from Plenitude Wealth and also encapsulates what we expect from you as a future client. The Terms of Engagement will explain how much you will have to invest to engage us for our professional services. The costs associated with our advice process will be outlined in full before any decisions are made.

All fees and commissions payable by you also will be explained to you at the time advice is given and fully detailed

in a Statement of Advice, Record of Advice and Product Disclosure Statements (PDS).

Plenitude Wealth advisers will not proceed until such time where we are content with your understanding of how we get remunerated as we feel that this is a vital component of the advice process.

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Fee for Service – Upfront Fees

For having a personalised financial plan (SoA) prepared and provision for accompanying services provided, Plenitude Wealth fees are a minimum of \$12,900 with the actual fee depending on the complexity of the advice and time taken to prepare and implement our recommendations at \$550 per hour along with a Funds Under Management (FUM) fee of 0.33% for the first year. All fees are inclusive of GST.

Ongoing Fee - Our ongoing fee is part and parcel of becoming a client of Plenitude Wealth as we ensure that we keep you accountable to your goals and guide you towards what matters most in your life. We do this by measuring the deliverables year in year out and providing you an outline of how we are to achieve what you are truly passionate about. Our ongoing fees are a minimum of \$5,500 and increases with the level of complexity with our hourly rate of \$550 along with a FUM fee of 0.33% pa. All fees are inclusive of GST.

Commission – Plenitude Wealth may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2019, Life Insurance commissions are capped at 60% (including GST) of the premium for the first year of the policy. Ongoing commission on Life Insurance is capped at 20% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Project Management of Personal Insurance Claims

Where a life event occurs for which a person may be insured, Plenitude Wealth will arrange and coordinate the necessary extensive paperwork and required documentation to act as a facilitator to achieve the best outcome for the client. Our claim project management service fee is up to \$5,940 and will depend on individual circumstances.

Our Fees and Charges

These vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide Plenitude Wealth fees are \$550 per hour including GST.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.

FINANCIAL SERVICES GUIDE (Part 1) & Advisers Profile (Part 2)

Date of issue 14 June 2023 - Version 1

LEGACY FINANCIAL PLANNING PTY LTD

ABN 91 167 254 202

An Australian Financial Services Licensee

Licence Number: **519446**

PO Box 8261 Subiaco East WA 6008

Phone Number: **09 9467 6300**

I acknowledge that my Advisers have provided me with a copy of the **Financial Services Guide (Part 1)** and **Advisers Profile (Part 2)** and **explained their contents** to me.

Name:

Signed:

Dated: