



# • FINANCIAL SERVICES GUIDE

PREPARED ON 30 JUNE 2020

---

This Adviser Profile is Part 2 of the Financial Services Guide (FSG) and should be provided to you with FSG Part 1. These two documents (Part 1 and 2) complete the FSG.

This Adviser Profile sets out my contact details, professional details, the services and products I provide and how I am paid. Most importantly it's a snapshot of who I am and how you can contact me.

## MY DETAILS

---

<b>Name</b>	Mark Edwards
<b>Business Name</b>	LifeNet (WA) Financial Advice Pty Ltd
<b>Address</b>	Suite 6, 231 Balcatta Road, Balcatta WA 6021
<b>Postal Address</b>	PO Box 742, Balcatta WA 6914
<b>Telephone</b>	08 9472 5611
<b>Mobile</b>	0405 716 016
<b>Email</b>	mark@lifenetwa.com.au
<b>Website</b>	www.lifenetwa.com.au

LifeNet (WA) Financial Advice Pty Ltd (Rep No. 268227) has been appointed as a corporate authorised representative of Affinia Financial Advisers Limited (Affinia) AFSL No. 237857. The contact details of LifeNet (WA) Financial Advice Pty Ltd are listed above. I have also been appointed as an authorised representative of Affinia to provide financial services on its behalf.

### Authorised Representative Number: 311287

#### Qualifications

- Bachelor of Commerce (Prop & Finance)
- Diploma of Financial Planning
- Self-Managed Super Funds
- Margin Lending and Geared Investments
- Certified Financial Planner (CFP)

#### Experience

- I have been working in the financial services industry since 2007.

### How to provide me your instructions

You may specify how you would like to give me instructions on buying or selling the financial products listed under "My financial services" by telephone, fax or email. Please refer to my contact details above.

## MY SERVICES

I am authorised to provide the following services:

- Financial Advisory / Planning
- Life Insurance Advice
- Investment Advice
- Superannuation Advice
- Retirement Planning Advice

I am authorised to provide financial product advice and deal in the following product types:

- Basic and non – basic deposit products
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Life Insurance Risk
- Life Insurance Investment
- Managed Investments
- Investor Directed Portfolio Service (IDPS)
- Retirement Saving Account Products
- Superannuation
- Securities
- Standard Margin Lending Facility
- Self-Managed Super Funds

## FEES AND COMMISSIONS PAID TO AFFINIA

### Initial commissions paid to Affinia

Affinia may receive initial commission from the product providers if you decide to purchase a product I recommend. The amount of initial commission is calculated as a percentage of the premium paid by you. The commission is paid by the Insurer when you purchase the insurance.

Initial commissions, where permitted by law, are calculated as follows:

- Life Insurance risk products: between 0% - 66% (GST inclusive) of the premium that you pay. Ongoing commissions paid to Affinia

**Ongoing commissions** may be paid regularly by the product provider for the length of time that you hold the product. They are usually paid to Affinia by the product provider out of the revenue the product provider earns.

Ongoing commissions, where permitted by law, are calculated as follows:

- Life Insurance risk products: between 0% and 22% (GST inclusive) of the renewal premium. For level commission arrangements this will be up to 30% (GST inclusive) of the renewal premium.

For example, if an insurance product is recommended and you pay a premium of \$500, then the total “upfront” commission paid by the product issuer to Affinia will be between \$0 and \$330. Thereafter, the “ongoing” commission paid to Affinia will be between \$0 and \$110 (assuming upfront commission arrangements and there is no change to the premium you pay in subsequent years).

### Fees and Charges

Fees may be charged for the services I provide. These fees will be agreed upon and confirmed to you prior to any service provided. Current fees and charges (GST inclusive) are:

#### Advice Preparation Fees

Fees for the preparation of your advice may range between \$1,100 - \$9,900.

#### Advice Implementation Fees

Fees for the implementation of your advice may be set fee ranging between \$1,100 - \$9,900. Alternatively, our implementation fee can be calculated as a percentage of your total portfolio ranging between 0% - 5.5%.

#### Ongoing Advice or Annual Service Fees

Fees for your ongoing service may be a set fee ranging between \$2,200 - \$11,000 pa.

Alternatively, our ongoing advice fee can be calculated as a percentage of your total portfolio between 0.55% - 1.1%.

If you have an annual service arrangement, service fees may be :

- a fixed fee of between \$2200 and \$11,000 payable in one lump sum or in instalments; or
- a fee calculated as a percentage of your total funds under advice between 0.55%pa and 1.1%pa payable in one lump sum or in instalments: or
- a fee calculated at an hourly rate based on the time we have spent providing services to you.

The exact amounts of fees and charges and initial and ongoing commissions for the products you have purchased as a result of my recommendation to you will be detailed in your Statement of Advice.

### How my associates and I are remunerated

When Affinia receives either a fee or an initial or ongoing commission as a result of a recommendation I have made to you, LifeNet (WA) Financial Advice Pty Ltd is paid 100% of the commission and fees paid to Affinia.

I am an employee of LifeNet (WA) Financial Advice Pty Ltd which pays me a salary from the commissions and fees received.

### Other benefits I may receive

As an authorised representative of Affinia I may receive other benefits, including information technology software and support, professional development programs and conferences. I may also be entitled to other incentives including entertainment benefits, valued at under \$300. Where required by law, such benefits will be recorded in an *Alternative Remuneration Register* which is available to you on request.

### Referrals

We have a referral agreement with a Finance broker, Garry Gange from LoanMarket. If we refer you and you utilise his services, I may receive up to 20% of the upfront commission and 20% of ongoing trail commission received by LoanMarket for each settled loan. This is paid by LoanMarket and is not additional cost to you.

## AFFINIA FINANCIAL ADVISERS LIMITED

ABN 13 085 335 397 AFSL No. 237857

Level 16, 363 George Street  
Sydney NSW 2000

GPO Box 5380 Sydney NSW 2001

T 1300 AFFINIA (1300 233 464)

E [hello@affinia.com.au](mailto:hello@affinia.com.au)

[www.affinia.com.au](http://www.affinia.com.au)