

# FINANCIAL SERVICES GUIDE

*A guide to our relationship with you and others*

*Dated: 08/12/2023*

*This Financial Services Guide (FSG) is issued by Peninsula Wealth & Financial Services Pty Ltd ABN: 97 656 003 806, which holds Australian Financial Service Licence number 537043. This FSG comprises and must be read in conjunction with your adviser's current Adviser Profile that includes amongst other information, details of your adviser's remuneration.*

Distribution of this FSG by your adviser, who is a Peninsula Wealth & Financial Services Pty Ltd Authorised Representative, is authorised by the licensee, Peninsula Wealth & Financial Services Pty Ltd.

This FSG dated 8 December 2023 describes our financial planning and advisory services to assist you to decide whether to use our services. It also outlines your rights as a client and our obligations and responsibilities as the licensee and your adviser.

You have the right to ask us about our charges, the type of advice we will provide to you, and what you can do if you have a complaint about our services. This FSG is intended to inform you of certain basic matters relating to our relationship, prior to us providing you with a financial service.

## **Who provides the financial services offered in the guide?**

The financial services are provided by Peninsula Wealth & Financial Services Pty Ltd and your adviser. When Peninsula Wealth & Financial Services Pty Ltd your adviser provide you with financial services, we will act on your behalf and in your best interests.

## **The key matters covered by the FSG include:**

- who Peninsula Wealth & Financial Services Pty Ltd and your adviser are;
- how we can be contacted;
- how Peninsula Wealth & Financial Services Pty Ltd and your adviser are paid;
- what services we are authorised to provide to you;
- details of any potential conflicts of interests;
- details of our professional indemnity insurance; and
- details of our dispute resolution procedures and how you can access them.

## **Statements of Advice and Product Disclosure Statements**

You should also be aware that you must receive a Statement of Advice (SOA) and a Product Disclosure Statement(s) when personal advice involving a financial

product is provided to you, i.e. advice that takes into consideration your personal objectives, financial position and needs. The SOA will contain the advice, the basis on which it is given which may have influenced the advice and how Peninsula Wealth & Financial Services Pty Ltd and your adviser will be remunerated for the advice we give you. If your adviser provides further advice to you, but not in writing, and that further advice is related to the advice provided in a previous SOA, that further advice will be recorded in a Record of Advice (ROA). You may request an ROA from your adviser or Peninsula Wealth & Financial Services Pty Ltd up to seven years after the further advice was provided, at no additional cost. In the event we make a recommendation to acquire a particular financial product (other than securities), we must also provide you with a Product Disclosure Statement containing information about the particular product's risks, benefits, features and costs to enable you to make an informed decision.

## **Who is Peninsula Wealth & Financial Services Pty Ltd?**

Peninsula Wealth & Financial Services Pty Ltd is a holder of an Australian Financial Services Licence which enables it to act as a financial services provider under the Corporations Act.

Peninsula Wealth & Financial Services Pty Ltd was established by two like mind firms coming together, being Bayside Financial Planning and SPR Financial Solutions. Both groups have more than 25 years' experience in financial services including but not limited to personal, family and business financial advice, retirement planning, investment management, risk management for personal and business and business banking.

All advisers are members of the Financial Planning Association of Australia and hold appropriate education requirements to practice and provide financial advice under the Australian Financial Services Licence.

We are authorised to provide personal or general financial advice on:

- Wealth accumulation
- Personal insurance
- Superannuation strategies and retirement planning

- Retirement income streams, including pensions and annuities
- Budget and cash flow management
- Centrelink and other government benefits

### Not Independent

Peninsula Wealth & Financial Services Pty Ltd and its authorised representatives are not independent in relation to the provision of personal advice. Peninsula Wealth & Financial Services Pty Ltd may also receive commissions from life insurance providers when we recommend life insurance to our clients.

### Who is responsible for the financial services provided to me?

Your adviser acts on behalf of Peninsula Wealth & Financial Services Pty Ltd who is responsible for the advice provided to you. However, your adviser may operate separate businesses, and provide other services through those businesses, which are **NOT** authorised by Peninsula Wealth & Financial Services Pty Ltd and do **NOT** involve Peninsula Wealth & Financial Services Pty Ltd in any way, such as: accounting, auditing, tax return preparation, self-managed super fund compliance and administration, property sales and referrals, and other products and activities. Peninsula Wealth & Financial Services Pty Ltd is **NOT** responsible for any advice and services you receive from your adviser that are not authorised by Peninsula Wealth & Financial Services Pty Ltd. If you are uncertain, you should ask either your adviser or Peninsula Wealth & Financial Services Pty Ltd Head Office who is responsible for that particular advice, service or transaction.

### Does Peninsula Wealth & Financial Services Pty Ltd have any relationships or associations with product issuers?

Peninsula Wealth & Financial Services Pty Ltd do not have any relationships with specific product issuers.

### What financial services are available to me?

Our high-quality financial planning and advisory service involves:

- Identifying your financial needs, objectives and circumstances;
- Establishing realistic and reasonable financial goals and needs;
- Determining your risk profile;
- Exploring the costs and benefits, potential risks and returns, advantages and disadvantages of the various strategies and financial products available to you to help you reach those goals within the limits of relevant laws and available solutions;

- Recommending a course of action, agreeing on it with you and implementing it; and
- You may also engage us to provide advice on an ongoing basis or for a fixed term.

Unless their authorisation is restricted (see the Adviser Profile) Peninsula Wealth & Financial Services Pty Ltd advisers can generally provide you with sound advice relating to a wide range of important areas such as wealth creation, retirement, redundancy, superannuation, risk insurance, estate planning, Centrelink payments, cashflow management, budgeting and debt repayments, structuring of investment portfolios, borrowing to invest, complex company and trust structures, and so on. Peninsula Wealth & Financial Services Pty Ltd's research and technical support services enables advisers to provide value added advice on a broad spectrum of financial problems which takes into account relevant regulations pertaining to your financial position and goals.

Peninsula Wealth & Financial Services Pty Ltd is licensed to deal in and provide financial advice on the following range of financial products:

- (i) Deposit and payment products limited to:
  - Basic deposit products;
  - Deposit products other than basic deposit products;
- (ii) Debentures, stocks or bonds issued or proposed to be issued by a government;
- (iii) Life products including:
  - Investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
  - Life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
- (iv) Interests in managed investment schemes including investor directed portfolio services;
- (v) Retirement savings accounts
- (vi) Securities;
- (vii) Standard margin lending facility; and
- (viii) Superannuation

If you would like to discuss any of these financial products, please contact your adviser.

## How do I provide instructions?

Peninsula Wealth & Financial Services Pty Ltd advisers will act on your instructions following your acceptance of their recommendations in the SOA. They and we should not act independently of your specific instructions. Instructions you provide should be communicated to your adviser in writing. These instructions should be forwarded in an email, fax or posted letter to your adviser.

## Tailored, general and ongoing advice

Peninsula Wealth & Financial Services Pty Ltd advisers usually provide advice tailored to your individual circumstances and also have the capacity to implement the advice they give, except where this may require the use of other professionals (accountants and lawyers). You may choose to enter into an agreement with your adviser to provide you with both initial advice and ongoing advice. If appropriate, we may also provide general advice only, where you are ultimately responsible for ensuring that this advice is suitable to your particular needs, objectives and financial situation. In this case, you should also obtain any relevant product disclosure statements to assist in this purpose.

## Should I transfer investment monies to my adviser's account?

No. Peninsula Wealth & Financial Services Pty Ltd does not allow advisers to receive your investment funds into their own account or into any Peninsula Wealth & Financial Services Pty Ltd account. You should only transfer investment funds for a financial product to the approved financial institution that issues the financial product (as specified in the Product Disclosure Statement or similar document). You should never transfer investment funds to any other entity or person.

You should also not sign any blank forms or appoint your adviser as your attorney (or authorised signatory). You should not appoint any other person as your attorney or authorised signatory unless you have received legal advice.

## What information should I provide to my adviser?

You will need to provide your adviser with your personal objectives and your current financial situation including details of assets, liabilities, income and living expenses. This can best be accomplished by completing a Peninsula Wealth & Financial Services Pty Ltd Client Data Form. The amount and type of information we will require from you depends on what financial services you require.

It is important that you provide us with complete and accurate information about your current personal circumstances and financial situation.

If you choose not to supply the required information or provide us with inaccurate information, the advice you

receive may not be appropriate to your needs, objectives and financial situation.

You should read the warnings contained in the SOA, check any assumptions we make and review the basis for our advice carefully before making a decision about whether to proceed with the advice. You should also obtain and read any relevant product disclosure statements prior to applying for a financial product.

## How will I pay for the services provided?

Your adviser's specific method of remuneration and fees, including referral fees, are detailed in their Adviser Profile. The exact remuneration and fee details will be disclosed to you in your SOA.

All fees will be payable to Peninsula Wealth & Financial Services Pty Ltd. If your adviser's remuneration includes commission paid by a product provider, such commission payment will be made to Peninsula Wealth & Financial Services Pty Ltd. Peninsula Wealth & Financial Services Pty Ltd retains between 0% and 40% of all commissions and fees we receive. The remainder is passed on to your adviser.

## How are any fees, commissions or other benefits calculated for providing the financial services?

The three stages of financial planning are Initial Advice, Implementation and Further Advice. There is usually a separate fee for each of the three stages. Your adviser's remuneration structure for each advice stage will be found in their Adviser Profile and the dollar value disclosed to you in your SOA.

All commissions are payments made by the insurance product provider and are calculated as a percentage of the premium paid on insurance products. Commissions are of two types: (a) upfront or initial; and (b) ongoing or trail.

Fees can be based on: a percentage of funds invested or funds under advice, hourly rates multiplied by the hours worked, an agreed dollar amount for the value of the specific service being performed, or a combination of these.

The fees can be collected by platforms and other product providers.

The typical ranges of fee rates for investments and commissions for insurance products are as follows.

- Upfront fees usually vary between nil and 5.5% of the investment amount with superannuation related fees being capped at 5%. Example: \$100,000 investment using a platform may involve an upfront fee payment of say 3% or \$3,000 which could be deducted from your investment account and paid to Peninsula Wealth & Financial Services Pty Ltd, leaving a net investment of \$97,000.

- Ongoing fees typically range from 0.5% to 1.5% pa. Example: A portfolio of \$300,000 may be subject to an ongoing portfolio review fee of 1% per annum paid quarterly. This would amount to \$3,000 per annum.
- Upfront commissions can be up to 66% of the premium paid on insurance products.
- Ongoing commissions can be up to 33%.

All applicable fees and commissions will be agreed to with your adviser and disclosed in your SoA or other advice document.

### **What should I know about any risks of the investments or investment strategies you recommend to me?**

Peninsula Wealth & Financial Services Pty Ltd advisers may only recommend to you investment products that are researched, analysed and approved by Peninsula Wealth & Financial Services Pty Ltd. Your adviser should explain any significant risks of investments and financial planning strategies. If the adviser does not do so, you should contact us to explain those risks to you.

### **Who do I complain to if I have a problem with your services?**

If you have a complaint about the service provided to you, you should take the following steps:

1. We believe that the people involved are best placed to resolve the complaint in a fair, timely and effective manner. Therefore, you should firstly contact your adviser and tell your adviser about your complaint.

If your complaint is not satisfactorily resolved within 3 business days, it will be passed on to our Complaints Officer.

2. You can also lodge a complaint directly with our Complaints Officer by telephone on 03 5975 3833, or, in writing by email to [info@peninsulawfs.com.au](mailto:info@peninsulawfs.com.au) or to Office 7, 3 Torca Terrace, Mornington VIC 3931. We will try to resolve your complaint quickly and fairly.

In either case, you will receive an acknowledgement of your complaint within 24 hours of lodging and a response to the complaint no later than 30 calendar days after receiving the complaint.

3. If you still do not receive a satisfactory outcome, you have the right to complain to the Australian Financial Complaints Authority (AFCA) online at [www.afca.org.au](http://www.afca.org.au), by email at [info@afca.org.au](mailto:info@afca.org.au) or on the free call number - 1800 931 678. You can also write to AFCA at:

Australian Financial Complaints Authority  
GPO Box 3  
Melbourne VIC 3001

Peninsula Wealth & Financial Services Pty Ltd is a member of AFCA.

Our full Complaints Management Policy is available on our website or can be provided to you on request.

### **Peninsula Wealth & Financial Services Pty Ltd Professional Indemnity Insurance and Compensation Arrangements**

Peninsula Wealth & Financial Services Pty Ltd holds Professional Indemnity Insurance that complies with the compensation arrangements under Section 912B of the Corporations Act. The Professional Indemnity Insurance policy we hold covers the financial services provided by Peninsula Wealth & Financial Services Pty Ltd past and present representatives, including our advisers, subject to the terms, conditions and exclusions of the policy wording. This insurance is not intended to cover product failure or general investment losses. Peninsula Wealth & Financial Services Pty Ltd policy covers loss or damage suffered by retail clients due to breaches by Peninsula Wealth & Financial Services Pty Ltd or your adviser of their respective obligations under Chapter 7 of the Corporations Act. This includes negligent, fraudulent or dishonest conduct.

### **Privacy Collection Statement**

The type of personal information we collect includes your name, address, contact details, trust or fund name, bank account details and tax file number (TFN).

We are authorised to collect the TFNs of investors under applicable taxation, personal assistance and superannuation laws, including the Income Tax Assessment Act 1936 (Tax Laws). The collection, use and disclosure of TFNs is regulated by applicable Tax Laws, the Privacy (Tax File Number) Rule made under the Privacy Act and the Australian Privacy Principles. We only collect your TFN for purposes required or authorised by law, including for the purpose of reporting information to the Australian Taxation Office or to give you any TFN information that we may hold about you.

It is not an offence to withhold your TFN. However, if you choose not to provide your TFN when you open an account with us, there may be financial consequences such as your investments being charged at a higher tax rate than would otherwise apply.

We collect, hold, use and disclose personal information for a range of purposes, including to:

- Provide you with personal financial product advice;
- Facilitate your investments into various financial products;
- Verify your identity and comply with our obligations under the Anti-Money Laundering and Counter-Terrorism Financing Act (Cth) 2006;
- Respond to your enquiries;
- Process payments made to us;

- Perform administrative tasks and internal record keeping;
- Provide you with customer service or technical support and deal with any complaints or feedback you have;
- Perform research and analysis and improve or develop our products or services;
- Manage our relationships with our clients, suppliers and contractors;
- Assess and consider applications from prospective employees, contractors and service providers;
- Organise events; and
- Comply with our legal and regulatory obligations.

We may disclose personal information to organisations that assist us with the above purposes including our authorised representatives, other financial advisers and our external service providers such as administrators and electronic identity verification providers. We may also disclose your personal information to law enforcement or government agencies (if requested and permitted under the law).

If you do not provide us with some or all the personal information that we ask for, we may not be able to provide you with personal financial product advice or assist you with your investments or insurance.

Peninsula Wealth & Financial Services Pty Ltd may disclose your personal information to overseas recipients. If Peninsula Wealth & Financial Services Pty Ltd discloses your personal information to an overseas insurance recipient, Peninsula Wealth & Financial Services Pty Ltd will ensure that the overseas recipient is

required to comply with the Australian Privacy Principles unless the recipient is subject to an equivalent or stricter privacy regime.

More detailed information about the way Peninsula Wealth & Financial Services Pty Ltd uses and discloses your personal information is set out in our comprehensive Privacy Policy on our website. Our Privacy Policy includes information about how you may access and seek correction of your personal information and how you may make a complaint about how your personal information has been handled by us.

If you have any questions regarding this Collection Notice, please contact Peninsula Wealth & Financial Services Pty Ltd using the details below.

### **Contact Us**

If you have any further enquiries please contact:

Peninsula Wealth & Financial Services Pty Ltd  
 ABN: 97 656 003 806  
 Australian Financial Services Licence No: 537043

Office 7, 3 Torca Terrace, Mornington VIC 3931  
 Postal Address: PO Box 320, Mornington VIC 3931  
 Telephone: 03 5975 3833  
 Email: [info@peninsulawfs.com.au](mailto:info@peninsulawfs.com.au)  
 Web : [www.peninsulawealth.com.au](http://www.peninsulawealth.com.au)

### ***Additional Privacy Information***

*Further information on privacy in Australia may be obtained by visiting the website of the office of the Australian Information Commissioner at [www.oaic.gov.au](http://www.oaic.gov.au)*

# ADVISER PROFILE – James Holt

Information about your Peninsula Wealth & Financial Adviser

Dated: 08/12/2023

This Adviser Profile is issued by Peninsula Wealth & Financial Services Pty Ltd, which holds an Australian Financial Services Licence number 537043. Financial Services Guide (FSG) dated 09 May 2023. These documents should be read together.

This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.

Peninsula Wealth & Financial Services Pty Ltd has authorised its authorised representatives to provide this document to you.

<p><b>Peninsula Wealth Management Pty Ltd</b> is a Corporate Authorised Representative (ACN No.656003762) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 537043)</p> <p><b>James Holt</b> is an Authorised Representative (ASIC No.1002565) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 437043).</p>	<p>Address: Office 7, 3 Torca Terrace, Mornington VIC 3931</p> <p>Tel: 03 5975 6855 or 03 5975 3833</p> <p>Mobile : 0416 808 321</p> <p>Email: james@peninsulawealth.com.au</p>
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## Your Adviser

James Holt is a Financial Adviser, an Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd and an employee/director of Peninsula Wealth Management Pty Ltd, a Corporate Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd.

## Your Adviser's Authorisations

James is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation
- Margin Lending

Peninsula Wealth Management Pty Ltd and James Holt are both registered with the Tax Practitioners Board.

This means that James can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

## Your Adviser's Experience

James has been a Financial Planner for over 17 years, commencing his career in the UK before moving to Australia in 2009. James holds a Certified Financial Planner designation, Advanced Diploma of Financial Planning and is currently in the process of completing his Graduate Diploma of Financial Planning

James has worked previously for several major banks before starting his own business in 2016. James is a member of the Financial Planning Association of Australia and sits on the committees of local business groups.

James merged Bayside Financial Planning Pty Ltd into Peninsula Wealth Management in February 2023. He is a co-founder and Director of Peninsula Wealth & Financial Services Pty Ltd and Peninsula Wealth Management Pty Ltd. He is listed as a Responsible Officer for Peninsula Wealth & Financial Services Pty Ltd.

## How I am paid

James is a Director and Shareholder of Peninsula Wealth Management Pty Ltd; and Peninsula Wealth & Financial Services Pty Ltd. He receives a salary and is entitled to a Director's drawing and/or dividend if and when paid.

## My other business activities and relationships

I receive no third party referral payments or bonuses.

# ADVISER PROFILE – Serena Palmer

Information about your Peninsula Wealth & Financial Adviser

Dated: 08/12/2023

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This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.

Peninsula Wealth & Financial Services Pty Ltd has authorised its authorised representatives to provide this document to you.

<p><b>Peninsula Wealth Management Pty Ltd</b> is a Corporate Authorised Representative (ACN No.656003762) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 537043)</p> <p><b>Serena Palmer</b> is an Authorised Representative (ASIC No.422609) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 437043).</p>	<p>Address: Office 7, 3 Torca Terrace, Mornington VIC 3931</p> <p>Tel: 03 5975 6855 or 03 5975 3833</p> <p>Mobile : 0412 277 459</p> <p>Email: serena@peninsulawealth.com.au</p>
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## Your Adviser

Serena Palmer is a Financial Adviser, an Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd and an employee/director of Peninsula Wealth Management Pty Ltd, a Corporate Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd.

## Your Adviser's Authorisations

Serena is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation
- Margin Lending

Peninsula Wealth Management Pty Ltd and Serena Palmer are both registered with the Tax Practitioners Board.

This means that Serena can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

## Your Adviser's Experience

Serena's Financial Planning career started over 12 years ago by completing the AMP Horizons financial planning transition program.

After 12 months with AMP Financial Planning, Serena established her own business, SPR Financial Solutions, which provided the opportunity to meet and gain valuable experience advising many clients across a wide variety of financial planning scenarios and complexities.

Serena holds an Advanced Diploma in Financial Planning and is near completion of her Post Graduate Diploma of Financial Services.

Serena merged SPR Financial Solutions into Peninsula Wealth Management in February 2023. She is a co-founder and Director of Peninsula Wealth & Financial Services Pty Ltd and Peninsula Wealth Management Pty Ltd.

## How I am paid

Serena is a Director and Shareholder of Peninsula Wealth Management Pty Ltd; and Peninsula Wealth & Financial Services Pty Ltd. She receives a salary and is entitled to a Director's drawing and/or dividend if and when paid.

## My other business activities and relationships

I receive no third party referral payments or bonuses.

# ADVISER PROFILE – Simon Raines

Information about your Peninsula Wealth & Financial Adviser

Dated: 08/12/2023

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This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.

Peninsula Wealth & Financial Services Pty Ltd has authorised its authorised representatives to provide this document to you.

<p><b>Peninsula Wealth Management Pty Ltd</b> is a Corporate Authorised Representative (ACN No.656003762) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 537043)</p> <p><b>Simon Raines</b> is an Authorised Representative (ASIC No.431863) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 437043).</p>	<p>Address: Office 7, 3 Torca Terrace, Morningside VIC 3931</p> <p>Tel: 03 5975 6855 or 03 5975 3833</p> <p>Mobile : 0458 170 870</p> <p>Email: simon@peninsulawealth.com.au</p>
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## Your Adviser

Simon Raines is a Financial Adviser, an Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd and an employee/director of Peninsula Wealth Management Pty Ltd, a Corporate Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd.

## Your Adviser's Authorisations

Simon is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation – (including SMSF's)
- Margin Lending

Peninsula Wealth Management Pty Ltd and Simon Raines are both registered with the Tax Practitioners Board.

This means that Simon can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

## Your Adviser's Experience

Simon brings comprehensive technical experience to the business with more than 30 years dedicated to the financial services sector, including senior management and corporate advisory roles.

Passionate about delivering quality and ethical advice, Simon is very technically minded and can deliver a multitude of strategy solutions to clients at different life stages, including family wealth transfers, business owners, Aged Care.

Simon holds a Masters in Financial Planning and is a Certified Financial Planner. He has held Board positions in the advisory space.

Simon is a co-founder and Director of Peninsula Wealth & Financial Services Pty Ltd and Peninsula Wealth Management Pty Ltd. He is listed as a Responsible Officer for Peninsula Wealth & Financial Services Pty Ltd.

## How I am paid

Simon is a Director and Shareholder of Peninsula Wealth Management Pty Ltd; and Peninsula Wealth & Financial Services Pty Ltd. He receives a salary and is entitled to a Director's drawing and/or dividend if and when paid.

## My other business activities and relationships

I receive no third party referral payments or bonuses.



# ADVISER PROFILE – Jason Spears

Information about your Peninsula Wealth & Financial Adviser

Dated: 08/12/2023

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This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.

Peninsula Wealth & Financial Services Pty Ltd has authorised its authorised representatives to provide this document to you.

<p><b>Peninsula Wealth Management Pty Ltd</b> is a Corporate Authorised Representative (ACN No.656003762) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 537043)</p> <p><b>Jason Spears</b> is an Authorised Representative (ASIC No.259600) of Peninsula Wealth &amp; Financial Services Pty Ltd (AFSL: 437043).</p>	<p>Address: Office 7, 3 Torca Terrace, Morningside VIC 3931</p> <p>Tel: 03 5975 6855 or 03 5975 3833</p> <p>Mobile : 0401 551 122</p> <p>Email: jason@peninsulawealth.com.au</p>
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## Your Adviser

Jason Spears is a Financial Adviser, an Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd and an employee/director of Peninsula Wealth Management Pty Ltd, a Corporate Authorised Representative of Peninsula Wealth & Financial Services Pty Ltd.

## Your Adviser's Authorisations

Jason is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation – (including SMSF's)
- Margin Lending

Peninsula Wealth Management Pty Ltd and Jason Spears are both registered with the Tax Practitioners Board.

This means that Jason can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

## Your Adviser's Experience

Jason's Financial Planning career started in the year 2000 with the National Australia Bank.

After 3 years with NAB, Jason took the opportunity to become a part owner of Bayside Financial Planners, which provided the opportunity to meet and gain valuable experience advising many clients across a wide variety of financial planning scenarios and complexities.

Jason is a Certified Financial Planner, holds a Graduate Diploma in Financial Services and is nearing completion of his Masters in Financial Planning.

Jason merged Bayside Financial Planners into Peninsula Wealth Management in February 2023. He is a co-founder and Director of Peninsula Wealth & Financial Services Pty Ltd and Peninsula Wealth Management Pty Ltd. Jason is listed as a Responsible Officer for Peninsula Wealth & Financial Services Pty Ltd.

## How I am paid

Jason is a Director and Shareholder of Peninsula Wealth Management Pty Ltd; and Peninsula Wealth & Financial Services Pty Ltd. He receives a salary and is entitled to a Director's drawing and/or dividend if and when paid.

## My other business activities and relationships

I receive no third party referral payments or bonuses.

## Cost of Advisory Services

These prices should be used as a guide only. We will discuss your individual needs and agree on a fee before commencing any work.

The actual agreed fees will depend on factors such as the complexity of your circumstances, goals and scope of the advice required. The fees charged for our advice and services may be based on a combination of a set dollar amount, or a percentage based fee. Our agreed advice and service fees may include charges for one off or regular fees. We may also receive initial or ongoing commissions from certain product providers.

We will agree on the method of charging prior to commencement. Payment may be collected through a platform, by direct debit or invoiced.

All fees and where relevant commission will be disclosed in the advice document disclosed to you.

All fees are 10% GST inclusive.

*All fees are payable to Peninsula Wealth & Financial Services Pty Ltd, which retains 5% of all revenue received. Net revenue is then directed onto Peninsula Wealth Management Unit Trust for distribution.*

Fee type & Description	Our service fee
<p><b>Initial or adhoc Fees</b> We reserve the right to charge an initial meeting fee in the event that you opt not to move forward with any advice.</p> <p>We also reserve the right to charge and adhoc fee for any services including administrative tasks, any form of communication to yourself or a third party providers on your behalf. This may include communication with existing investment / insurance providers, and/or Social Services Australia</p>	<p>Starting from <b>\$330 per hour</b></p>
<p><b>Strategy paper preparation</b> This paper provides strategy options by excludes ANY product advice. Examples include financial investment structuring, aged care living.</p>	<p>Starting from <b>\$3,300</b></p>
<p><b>Statement of Advice</b> This document covers strategy solutions for your identified goals &amp; objectives. It includes appropriate product advice to meet your needs, the costings of the strategy, projections where appropriate and includes implementation of agreed recommendations.</p>	<p>Starting from <b>\$3,500 - \$12,500</b></p>

### Annual advice and service fees

We offer the following services for a fixed period of 12 months including:

- Advice Review
- Investment portfolio review
- Budgeting and cashflow management
- Personal Protection / Business Protection review

This service includes confirming your details, goals and objectives remain relevant for your circumstances presented in your Statement of Advice.

After meeting with you, we will research and make any recommended changes required to ensure your goals and objectives remain on track, presented in writing to you.

Starting from  
**\$2,500 - \$12,500 pa**

### Commissions

We may elect to receive commissions when implementing insurance products for you.

Any commission amounts that we are eligible to receive will be disclosed to you when providing our advice.

\*Of first year's premium for new policies implemented from 1 January 2020.

\*\*based on insurance premium each following year.

Initial commissions:  
**Up to 66%\***

Ongoing commissions:  
**Up to 22%\*\***

### Fee Examples:

On insurance policies implemented from 1 January 2020, if your insurance premiums was \$1,000, Peninsula Wealth & Financial Services Pty Ltd would receive an initial commission of upto \$660.

We would receive an ongoing commission of up to \$220 pa.

### PLEASE NOTE:

This commission has what is called a 'responsibility period' imposed by the risk product issuer. That is, if the policy is cancelled within the first 1-2 years of inception, commission is returned to the product issuer by Peninsula Wealth & Financial Services Pty Ltd. We reserve the right to charge you for the portion of the commission clawed back.