

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 adviser Mark Danckert is an Authorised Representative of GWM Adviser Services Limited.

Mark Danckert Authorised Representative (AR) number is Authorised Representative Number 249749.

Mark Danckert has/is Educational Qualifications and Experience and is a member of Professional Association Memberships.

Mark Danckert has been a financial adviser since 1988, and has also held senior management positions in the financial services industry. He holds a Bachelor of Education and Diploma of Financial Planning.

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

Quality Advice Programme

Mark Danckert has 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 had 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

Mark Danckert is 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

Your adviser is limited to the product range of six risk insurance providers for Life Risk Insurance Product recommendations.

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 Mark Danckert at:

Suite 3.04
4 Ilya Ave
(PO Box 3562)
ERINA NSW 2250
02 4365 3666
02 4365 3966
mark@ccfm.com.au

Representative Profile

How we charge for our services

Our practice policy is to rebate all up front and trail commissions on investment products, and to charge a fee for the services we provide.

Due to the nature of personal insurance business, we have elected to accept the commissions paid by the insurers from the premium they collect as full payment for our services to you.

Our fees are transparent, and allow us to provide a professional financial planning service to our clients. This includes our initial advice to you as well as our ongoing client service.

We understand that clients have different advice needs and that some are more complex than others, so our practice offers three levels of advice fee, which reflect the level and complexity of the services that are provided:

1. **Platinum - Self Managed Superannuation Funds and Direct Investment Portfolio** – For clients who would like an ongoing advice service with access to a full range of services and options, including 100% direct investment portfolio.
2. **Option 2** - For clients who will require some ongoing assistance in managing their affairs, but whose requirements are less complex.
3. **Option 3** – For clients who do not wish to have regular ongoing contact or service from us, but who require our advice initially, and who wish to pay for future services as they are required.

Our clients are free to choose a preferred payment option from the methods listed below:

Initial Advice:

You may choose a preferred payment option from the methods listed below:

- Direct Debit from a bank account
- Credit Card (1.08% surcharge applies to cover additional costs incurred by us)
- Cheque payable to “Garvan Financial Planning”
- Deduction from the funds that you invest
- *We are unable to accept cash payments*

Client Service Fee:

You may choose a preferred payment option from the methods listed below:

- Monthly direct debit from your nominated bank account
- Monthly deduction from your investment account
- *We are unable to accept cash payments*

Our fees are clearly disclosed and agreed with you before we commence any work. All fees we charge are documented in your advice documents and Service Agreement with us. Please ask us for our current Schedule of Fees.

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.

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

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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.