

# Financial Services Guide

Everything you need to know about your adviser and the advice they can provide

In today's fast changing and complex financial environment, getting sound financial advice is critical. To achieve maximum value, that advice should come from someone who offers client-focused solutions and expertise. Your adviser is required to provide quality advice that is in your best interests. Whether you are looking for once-off financial advice or want to develop a lifetime advice relationship, your adviser can help you.

The purpose of this Financial Services Guide (FSG) is to provide you with important information before financial services are provided to you, so you can make an informed decision about using our services.

## Declaration of lack of independence

Matrix Planning Solutions is a wholly owned subsidiary of Centrepoint Alliance Limited. The Centrepoint Alliance group issue and distribute financial products and receive benefits from product issuers. Matrix Planning Solutions and our Advisers may receive commissions associated with the issue of life insurance products and gifts and other non-monetary benefits. For these reasons, we do not represent ourselves as independent, impartial or unbiased.

As your advisers we are required to act in your best interest and will only recommend any associated products if we believe they will meet your needs. We are able to use products from a wide approved product list which includes non-Centrepoint products and we are bound by the Code of Ethics Standards in giving advice to you.

We choose to be part of a larger group to enable us to provide better support and services to our clients.

## Who is your adviser?

Your adviser is **David O'Hara** of **Concept Financial Services Pty Limited**.

Concept Financial Services Pty Limited is a Corporate Authorised Representative of Matrix Planning Solutions Limited. They can be contacted at:

**Office:** 4/33-39 Croydon Street  
Cronulla  
NSW 2230

**Telephone:** (02) 9523 1288

**Email:** [contactus@conceptfs.com.au](mailto:contactus@conceptfs.com.au)

Their Corporate Authorised Representative number is 314769 and their Australian Business Number is 12 109 790 481.

Concept Financial Services Pty Limited's [Tax Practitioners Board](#) registration number is 25686878.

David O'Hara is a Matrix Authorised Representative (number 319515). David is authorised to provide financial planning advice in the following areas:

- Deposit & Payment Products
- Government Debentures, Stocks or Bonds
- Investment Life Insurance Products
- Life Risk Insurance Products
- Listed Equities
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Self Managed Super Funds
- Superannuation

David O'Hara is also registered as a tax (financial) adviser with the [Tax Practitioners Board](#) (TPB) registration number 24943292.

## Who is Matrix?

Matrix Planning Solutions Limited (ABN 45 087 470 200) (Matrix) is the holder of Australian Financial Services Licence (AFSL) number 238256. Matrix is licensed under the Corporations Act 2001 (Cth) to provide financial product advice and to deal in a range of financial products for retail and wholesale clients. Matrix is also a Professional Partner of the Financial Planning Association of Australia. This FSG has been prepared and issued by Matrix Planning Solutions Limited.

To provide financial advice in Australia, an adviser must be authorised through an AFSL. Your adviser is authorised by Matrix. Matrix provides support such as product research, software and technical assistance to your adviser to help them provide quality advice to you.

Matrix can be contacted at:

**Head Office:** Level 13, Corporate Centre One  
2 Corporate Court  
Bundall QLD 4217

**Telephone:** 1800 557 598

**Email:** [contactus@matrixplan.com.au](mailto:contactus@matrixplan.com.au)

**Website:** [www.matrixplan.com.au](http://www.matrixplan.com.au)

## Your adviser and Matrix



## What will your adviser do?

### Financial planning services

If you receive personal advice from your adviser, you will be provided with a personalised 'advice document' – i.e. a Statement of Advice (SoA) or Record of Advice (RoA), which will include the following:

- Summary of your current situation – where you are now
- Your goals and objectives – where you want to be
- Recommendations – a plan to assist you getting there
- Information – about any costs such as product costs, fees, commissions or other charges payable and any associations with financial product issuers or other parties.

If your adviser recommends a particular investment or insurance product to you, they will provide you with the relevant product brochures such as Product Disclosure Statements (PDS) and/or Investor Directed Portfolio Service (IDPS) guide. The PDS / IDPS guide will give you all necessary information to enable you to make an informed decision about your investment or whether to acquire a financial product, including information about the key benefits, risks and costs associated with the product. We encourage you to read these documents carefully and ask your adviser any questions that you might have.

You are under no obligation to act on your adviser's advice, but if you do decide to follow their recommendations, your adviser will also help you complete the necessary documents to get your financial strategy underway.

### What does your adviser expect from you?

To enable your adviser to provide you with appropriate advice, you need to provide them with:

- Complete and accurate information about your personal objectives, financial situation and needs
- Information about any changes to your situation or contact details.

You may elect not to provide your adviser with certain information but if you do, you will need to consider the appropriateness of any advice provided to you before you act upon the advice. You should carefully read any warnings contained in your advice document.

Before your adviser provides you with advice, you will need to agree to the type and scope of advice to be provided, usually in the 'Fact Find' document or a service agreement. If you subsequently decide to act on their advice, you will need to provide your consent to proceed with the advice. This usually means signing a document called an 'Authority to Proceed' to confirm that you understand both the advice you have received and the benefits, risks and costs associated with the products or services recommended to you.

### What fees are paid to your adviser?

Matrix initially receives all fees received from clients and distributes them to financial advisers and their practices after our Licensee fees and other expenses. The Licensee fee covers compliance, technology, research, technical, business development and operational support. This Licensee fee is paid by your adviser to Matrix and is not an additional fee to you.

## What fees will your adviser charge?

All fees and charges will be discussed and agreed between you and your adviser prior to providing and implementing their services. Any remuneration paid to Matrix or your adviser for advice, or by a product provider that relates to an individual financial product recommendation will be disclosed in the advice document provided to you. Unless otherwise noted, all fees are inclusive of GST.

A fee disclosure statement will be given to you each year if you choose to enter into an ongoing fee arrangement with your adviser.

The level of fees will depend on complexity of the advice required and will always be agreed with you prior to proceeding.

Generally, advisers either charge a flat fee or percentage-based fee. Your adviser may charge you and receive the following:

Initial advice fees	Range of fees (inclusive of GST)		Examples
These are fees paid by you for: <ul style="list-style-type: none"> <li>Research into your existing situation including your current financial products (within the agreed scope)</li> <li>Preparation of a strategy and research into appropriate recommended products</li> <li>Presentation of advice and recommendations to you in an advice document such as a Statement of Advice.</li> </ul>	Flat Fee	Up to \$22,000	Your adviser may charge you an agreed fee of \$3,300.
	Percentage based fee of your investment account balance	Up to 5%	Your adviser may charge you an agreed fee of 1.65% of your \$200,000 investment account balance. The initial advice fee will be \$3,300.
Advisers may also charge an additional implementation fee to assist with implementing the advice.			
Ongoing advice or fixed term/service fees	Range of fees (inclusive of GST)		Examples
These are fees paid by you for: <ul style="list-style-type: none"> <li>The provision of service on your portfolio/strategy to ensure that it remains appropriate to your needs and circumstances</li> <li>Adviser service fees may be indexed to inflation</li> <li>Generally, ongoing or fixed term fees are calculated and payable on a monthly or quarterly basis.</li> <li>You will be given the option to renew the arrangement on an annual basis.</li> </ul>	Flat fee	Up to \$22,000	Your adviser may charge you an agreed fee of \$2,750 p.a.
	Percentage based fee of your investment account balance	Up to 2.5%	Your adviser may charge you an agreed ongoing service fee of 0.88%. If your investment account balance is \$200,000 the ongoing service fee will be \$1,760 that year.
Commissions	Range of commission (Inclusive of GST)		Examples
These payments are made by the product providers in the form of initial and/or ongoing commissions and are not an additional cost to you. Generally, insurance product providers pay commission. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level), the commission caps do not apply  For insurance policies entered into prior to 1 January 2020, your adviser may receive commissions higher than disclosed here. Please refer to the advice document provided for the amount of commission received on these policies.	First year	66% of the premium amount	If your premium is \$1,000 p.a., your adviser would receive \$660 up front.
	Subsequent Years	22% of the premium amount	If your premium is \$1,000 p.a., your adviser would receive \$220 p.a.

Also, if your adviser provides you with a further advice document such as a SoA or RoA (which may arise depending on the complexity of the advice and the services provided), other fees may be payable. Any such fees and method of payment will be agreed in writing between you and your adviser and may include up-front, ad hoc, execution only service fees, implementation or ongoing fees, or a combination.

Fees can be deducted from your product or can be invoiced directly to you via a combination of methods. You have the option to pay the fees by:

- Credit card: if a fee is paid by credit card, this option will attract a variable service charge that is subject to change at any time without notice by the bank. The latest service fee is available on the bank's website
- Direct debit

- Direct credit
- Cheque, or
- A deduction from your superannuation or investment product.

### **Superannuation and investment products**

Your adviser may receive adviser service fees, or ongoing fees for the advice and services provided to you. Investment and superannuation product providers generally deduct their costs from the investments. Some products or platforms have additional fees.

### **Life insurance products**

Your adviser may receive an upfront commission and an ongoing commission based on your premium for the duration of time you hold a policy. These commission payments are made by the relevant product issuers and are not an additional cost to you. Advisers may also charge initial and ongoing adviser services fees. Insurers can deduct premiums directly from you or from your superannuation account balance.

### **What other payments and benefits may Matrix and your adviser receive?**

Sometimes in the process of providing advice and other financial services, Matrix or your adviser may receive benefits from product providers such as sponsorship of events, subsidised educational conferences or preferred product rates.

### **Non-monetary benefits**

These benefits are discretionary in nature and relate to future events. It is therefore not possible to provide an estimated dollar value on these benefits at this point in time. Advisers may receive benefits from associated Centrepoint Group companies or product providers such as:

- Educational conferences and seminars
- IT software or support
- Non-monetary benefits such as business lunches, tickets to sporting and cultural events, or other minor benefits. However, these benefits cannot be accepted on a frequent or regular basis or over the value of \$300.

Each adviser must keep a register of benefits received. If you would like to see a copy of our registers, you can contact us or your adviser directly.

Your adviser may also hold shares in Centrepoint Alliance Limited by purchasing them through the ASX. Advisers, their associated companies and trusts may receive dividends in respect of these shares.

### **How will I know what is payable?**

Details of all initial and ongoing advice fees and commissions will be disclosed to you in dollar amounts in the advice document provided by your adviser. You will receive the advice document before your adviser acts on your instructions unless you instruct them to act immediately, in which case all amounts payable will be disclosed to you verbally at the time that advice is provided.

### **Will anyone be paid for referring me to my adviser?**

If someone has referred you to us, Matrix or your adviser may pay a fee or commission in relation to that referral. Matrix may pay a referral fee to a referral partner which may range from 0% to 50% of the initial and/or ongoing fees or commissions. Where a referral fee is paid, details will be provided to you in your advice document.

### **Does Matrix have any relationships or associations with financial product providers?**

Matrix Planning Solutions is a wholly owned subsidiary of Centrepoint Alliance Limited ABN 72 052 507 507, an ASX listed company. The Centrepoint Alliance group issues and distributes financial products through the following wholly owned companies:

- Investment Diversity Pty Ltd
- Ventura Investment Management Ltd

These companies will receive various fees and benefits as specified in the relevant PDS if you invest in any of their products listed below:

- Ventura Managed Funds
- Ventura Managed Account Portfolios

In limited instances you may hold products that are associated with Centrepoint Alliance outside of the above list. In these instances, we will disclose these within your relevant advice document.

The Centrepoint Alliance group has arrangements in place with product issuers where payments are received based on volume of insurance premium under advice, and where payments are received to assist with providing education and training to our Advisers.

Clearview Wealth Limited (ABN 83 106 248 248) is a shareholder of Centrepoint Alliance Limited. Clearview Wealth Limited is an issuer of financial products. Your adviser may recommend Clearview products to you.

## External parties

Advisers are authorised to recommend and deal in a range of products and services provided by external parties on the Approved Product List who are not related to Matrix. Where the products on the Approved Product List are not suitable to your situation, your adviser can recommend other suitable products in the market.

Matrix may also receive financial support from these product providers that is applied to training, conferences and marketing initiatives. This is not an additional cost to you.

## What kind of compensation arrangements do we have?

Matrix currently has Professional Indemnity Insurance that meets legislative requirements. This includes coverage for claims in relation to the conduct of current advisers and advisers who are no longer authorised by us but who were authorised by Matrix at the time of any relevant claim.

## How do we protect your privacy?

Matrix is committed to protecting your privacy. The purpose of our Privacy Policy is to ensure that you understand the ways in which we collect, maintain, use and disclose your personal information and how we comply with the Privacy Act 1988, including the Australian Privacy Principles.

Matrix and our advisers keep records containing the personal information that you have provided, as well as documents and details of your financial objectives, situation and needs. We also keep records of advice documents and recommendations provided to you.

On request, we will provide you with copies of your personal information and advice documents, although a fee may apply in respect of any costs that we incur in doing so.

A copy of our Privacy Policy is available at [www.centrepoinalliance.com.au/privacy-policy](http://www.centrepoinalliance.com.au/privacy-policy). You can call 1800 653 244 or contact the [Privacy Officer](mailto:privacy@cpal.com.au) (privacy@cpal.com.au), if you have any questions on privacy related matters. You can also visit the Australian Information Commissioner's website at [www.oaic.gov.au](http://www.oaic.gov.au) for more information about privacy.

## What if I have a complaint?

### Stage 1 - Our complaint handling process

If you have a complaint about your adviser or Matrix, please contact us on 1800 653 244 or write to us at:

**Complaints Manager** ([complaints@matrixplan.com.au](mailto:complaints@matrixplan.com.au) or [centrepoinalliance@cpal.com.au](mailto:centrepoinalliance@cpal.com.au))

Claims Manager, Centrepoint Alliance

Corporate Centre One

Level 13, 2 Corporate Court

Bundall QLD 4217

### Stage 2 - External dispute resolution

If you are dissatisfied with our response to your complaint, you may refer your complaint to:

Australian Financial Complaints Authority  
GPO Box 3  
Melbourne VIC 3001

Telephone: 1800 931 678

Website: [www.afca.org.au](http://www.afca.org.au)

Email: [info@afca.org.au](mailto:info@afca.org.au)

We will acknowledge receipt of a complaint within one business day. Where this is not possible, acknowledgement will be made as soon as practicable. We will review your complaint and provide you with a final response that includes reasons for our decision. We will endeavour to resolve quickly and fairly and within 30 days. Some complex matters may require an extension to thoroughly investigate the complaint and bring it to resolution. If additional time is required we will advise you in writing.