## REMARKABLE FUTURES NOW

Financial Services Guide for SBA Advice Pty Ltd

Version 2.5, 11 June 2021





employees of Collins SBA.

Collins SBA is a registered trading name of SBA Wealth Management Pty Ltd, an authorised Limited ABN 44 611 373 383 (AFSL 488301), 29 Murray Street, Hobart TAS 7000 (Postal:

the type of advice we will provide you, and what you can do if you have a complaint about our services.

This Financial Services Guide provides you with you with the financial services described in this who we are, how we can be contacted, what services we are authorised to provide to you, remunerated, details of any potential conflicts with how you can access them. It is designed

#### Lack of Independence

SBA Advice may receive commissions from life risk insurance products held by our clients. As such, we are neither independent, impartial, or unbiased as defined in Section 923A of the Corporations Act.

#### This Guide consists of two parts.

Part 1 of this Guide contains important information about:

- the financial services we offer as Authorised Representatives of SBA Advice;
- SBA Advice as the holder of an AFSL;
- the financial services that SBA Advice offer:
- the process we follow to provide financial services:
- how we, our associates, and SBA Advice are paid;
- · any arrangements which may influence our advice to you;
- how we and SBA Advice protect your privacy; and
- who to contact if you have a complaint or if you are not satisfied with the services provided.



Part 2 of this Guide is an Adviser Profile and includes information on the services we are authorised to provide on behalf of SBA Advice.

References in this Guide to 'me', 'l', 'us', 'we' and/or 'our' should be read as either SBA Advice or your 'Authorised Representatives' of SBA Advice, as the context requires.

You should also be aware that you are entitled to receive a Statement of Advice when we first provide you with personal advice (advice that takes into account your objectives, financial situation and needs). The Statement of Advice will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice.

If our representative provides further advice to you and your personal circumstances have not significantly changed, and that further advice is related to the advice we provided to you in a previous Statement of Advice and we do not give that further advice to you in writing you may request a copy of the record of that further advice at any time up to 7 years from the date our representative gave the further advice to you.

You can request the record of the advice by contacting the representative or us in writing or by telephone or by email.

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 ('PDS') containing information about the particular product, which will enable you to make an informed decision in relation to the acquisition of that product. Where we recommend a 'Platform' or 'Wrap Account' or 'Masterfund' you will be given a PDS for that product and, in addition, you will be given what is referred to as a 'Short Form PDS' which provides information about the particular managed funds we have recommended.

# Part 1

## What we do

Collins SBA offers a range of professional services to fulfil people's desire for confidence of being on track to a remarkable future. The solutions and services we offer to enable this include investment, superannuation, wealth protection and succession planning advice.

Our unique point of difference is how our team works together to achieve solutions for clients.

We are authorised by SBA Advice to provide financial advice in relation to:

- Financial planning advice
- Wealth accumulation
- Income & asset protection
- Tax strategies
- Superannuation including self-managed super funds
- Pre and post retirement
- Redundancy planning
- Business succession planning
- Aged care advice
- Estate planning
- Social security benefits
- Debt management
- · Cash flow advice
- Life and disability insurance advice
- Derivatives

SBA Advice is licensed to provide advice and deal in the following financial products:

- Basic deposit products
- Non-basic deposit products
- Non-cash payment facilities
- Life products investment life insurance
- Life products life risk insurance
- Managed investment schemes, including investor directed portfolio services
- Superannuation products
- Retirement savings accounts
- Government debentures, stocks or bonds
- Securities (eg. Shares)
- Standard margin lending facilities
- Managed discretionary account services



# Who is responsible for these financial services?

As the holder of an AFSL, SBA Advice is responsible for the financial services we provide to you. SBA Advice acts on its own behalf when these financial services are provided to you. In relation to the financial services offered in this FSG, SBA Advice, as the holder of an AFSL, does not act on behalf of any other person or licensee. SBA Advice is only responsible for the services offered in this FSG.

#### **Giving us instructions**

If you want to make changes to your financial plan or provide other instructions, you can contact us using the details in this FSG or our contact details available on our website: www.collinssba.com.au

Generally, you will need to give us instructions in writing (e.g. fax, email or letter) or another method as agreed with your financial advice specialist.

#### **Managed Discretionary Account Service**

We may offer you a Managed Discretionary Account (MDA) Service to manage on your behalf, in accordance with an investment program agreed with you ('Investment Program'). The Investment Program will be documented in a Statement of Advice (SoA) which will detail our advice and how it will assist you in meeting your objectives.

#### How to accept a Managed Discretionary Account Service

Should you wish to use our advisory services, we may provide you with a SoA which contains our recommendations to you and this may include a recommendation for you to use Implemented Portfolios Pty Ltd as the MDA Provider.

If you accept our MDA recommendation you will be given a Financial Services Guide prepared by Implemented Portfolios Pty Ltd.

If you choose to accept Implemented Portfolios as the MDA Provider, you must do the following:

- Acknowledge the recommendations provided to you by signing the Authority to Proceed provided with your SoA recommending the use of MDA and the specific Investment Program;
- Enter a Collins SBA Advice Service Agreement; and
- Enter into an MDA Contract which authorises Implemented Portfolios to transact on your behalf within the MDA service.

## How you can pay for our services

We will discuss and agree on a flat dollar fee before you engage us and prior to commencing work for you. Some existing clients may pay us based on Funds under Advice with us. This option is not available to new clients from the date of this Financial Services Guide.

If you are a current client and not already on a flat dollar fee arrangement for your service, you may choose to do so. Please contact us.

You can pay in the following ways:

- as a fee for advice that will be deducted from your investment as a one-off payment or in instalments;
- by direct invoice from us for initial and ongoing advice;
- via commission we may receive from a financial product provider when you commence an insurance contract; or
- a combination of the above.

#### Other payments we may receive

We will provide you with details of all fees, commissions, or other benefits we may receive when we provide advice to you and, where possible, will give actual dollar amounts.

If we cannot provide you with an accurate dollar amount, we will provide worked-dollar examples. Even if you don't receive personal financial advice from us, you can still request the details of any fees, commissions or other benefits we receive in relation to any other financial service we provide you.

#### Our associations and relationships – Implemented Portfolios

Implemented Portfolios is a Managed Discretionary Account (MDA) service provider. Collins SBA advisers are authorised to make recommendations to clients to utilise this MDA service where it is deemed to be in their best interests.



The following advisers and employees (or a related entity) hold shares in Implemented Portfolios Pty Ltd:

- Nicholas Davey
- Jonathan Elliot
- David Woolford

Total equity owned by the people named above or their related entities is less than 5% of the value of Implemented Portfolios Limited. Shareholders may receive a commercial return on their shareholdings.

Collins SBA advisers and employees may personally utilise Implemented Portfolios' MDA service and pay the same fees as our clients for this service irrespective of whether they are a shareholder of Implemented Portfolios Limited or not.

#### **Non-monetary benefits**

From time to time we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit we receive which is valued at between \$100 and \$300 and other benefits that relate to information technology software or support provided by a product issuer or that relate to educational and training purposes.

A copy of the register is available on request for a small charge.

How we charge for our services

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

Collins SBA primarily provides fee for service advice. In limited situations such as life insurance and specific existing investment products as detailed following, we may receive commissions.

We do not recommend new investment products that pay commissions.

All fees and commissions are payable to SBA Advice. SBA Advice will receive up to 100% of any fees and commissions received.

Collins SBA Advisers are remunerated by salary and bonus only. They do not receive any payments from clients and/or third party providers directly.

Details of any fees, commissions or other benefits that we, SBA Wealth Management Pty Ltd or other associated persons are entitled to receive if you implement our recommendations, will be disclosed to you in your SOA or ROA when personal advice is given.



#### **Initial consultation**

To meet with a Collins SBA adviser please phone or email us and an adviser will determine whether we can add value to your situation. If an initial appointment is required, we may charge up to \$350 for the first appointment. Your adviser may choose to waive this fee depending on your engagement of services with us thereafter.

#### **Advice preparation and Implementation**

Before we do any work for you we will provide you with a Letter of Engagement which sets out your objectives, your advice and services options (where applicable) available and related fee. The advice fee covers the cost of researching, preparing and delivering your SOA to you and is a set dollar amount. Implementation of your advice is included in the fee quoted to you in your Letter of Engagement. If the scope of advice or service needs to change after you have engaged us, we will notify you in writing of any increase to your fee prior to continuing. Depending on the service option you choose, the complexity of advice required and whether or not implementation is required, the minimum project fee is \$1,650 inclusive of GST.

#### Ongoing fee for advice

An Advice Service Agreement covers the cost to review the strategies and products recommended in your SOA and plan ahead so that your wealth plan remains relevant to changing circumstances.

To ensure that the Advice Service Agreement is of value, simple, personalised and fair, we consider the following items relevant to your specific situation to determine our fee for service; complexity, structures, funds under advice, as well as the intangible value. Intangibles may include; delivery of advice and strategy, and ensuring you are financially organised. It enables us to meet our compliance requirements to protect you, provide ongoing support throughout the year, and helping you achieve your goals and objectives. In short, we provide peace of mind.

Before providing you with ongoing advice we will provide you with an Advice Service Agreement. The Advice Service Agreement will provide you with the ongoing scope of advice, services to be provided and fee. For existing clients, ongoing fees may be charged as a fixed dollar amount and/or a percentage of Funds under Advice. For new clients as of 3 September 2020, all new Advice Service Agreements will be charged as a flat dollar amount and will generally increase with price changes and/or positive CPI on an annual basis.

An increase to the Advice Service Agreement fee more than CPI is likely in the situation that the scope and/or service and advice to you has changed and agreed between you and your Adviser. You will be notified in advance of any increases to the Advice Service Agreement fee. Advice Service Agreements start at \$220 per month inclusive of GST.

#### Ad hoc advice

Where you do not wish to participate in an Advice Service Agreement arrangement or if you require advice and/or service outside the scope of an existing engagement for Advice, we will notify you of the fee for this additional work prior to any work being done for you.

#### **Insurance products**

The relevant insurer will pay initial commission between 0% and 60% and ongoing commission between 0% and 20% of the annual premium for as long as you hold the product. Commissions are paid to us by the product provider and are not an additional cost to you.

#### **Example**

If you purchase a relevant life insurance product and the annual premium is \$450, SBA Advice may receive up to \$270 (60%) as an initial payment. Assuming the premium stays the same, each year SBA Advice may receive up to \$90 p.a. (20%) as an ongoing (trail) commission.



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## Life Insurance Advice

Collins SBA will charge a fee for service for Advice regarding life insurance. We will quote the fee applicable to your situation and require your acceptance before we commence work.

Depending on the service option you choose, the complexity of advice required and whether or not implementation is required, the fee generally falls between \$550 and \$4,400, but will be priced according to your specific circumstances

A fee for risk insurance advice ensures you receive objective professional advice in relation to your life insurance needs including the type of cover, cover amount and products suitable for your situation.

Our advice process includes:

- A detailed fact find of your situation
- A thorough needs risk analysis of how you and your dependents (where applicable) may be financially impacted in the event of a significant health event or death occurring
- Preparation and presentation to you of a Statement of Advice that details all of the above, our recommendations and costs you will incur to implement as well as disclosure of any commissions we may receive.

This fee for advice is in addition to commissions, if any, that we may receive. Commissions remunerate us for the implementation of the specific products (including applications and underwriting management) and ongoing maintenance of your policies thereafter, including future claims management. Commissions are only paid after you have successfully put in force a life insurance product and our fee for service ensures you can be assured that you are implementing the right cover with clarity and certainty. Initial and ongoing commissions

from insurance providers may be received by SBA Advice Pty Ltd. These commissions are paid to SBA Advice Pty Ltd by the company that issues the product that SBA Advice Pty Ltd's Advisers recommend to you and they are included in what you pay for the product. The commissions vary and are based on the policy cost, which is the sum of the premiums you pay and may include other fees related to the product.

The initial commission is paid in the first year by the product issuer to SBA Advice Pty Ltd. Ongoing commissions are payments paid by product issuers to SBA Advice Pty Ltd in the years after the first year. These commissions may be passed onto us. You'll find details of how your insurance policy cost is calculated in the relevant PDS that we provide you. Where personal advice is provided to you, you'll also find details of the commission that SBA Advice Pty Ltd and we are entitled to receive if you decide to purchase a life insurance product, in your SoA or RoA.

#### **Example**

You have an existing policy with us, issued in 2017, and in 2019 you decide to increase the cover on that policy with a corresponding increase in policy cost of \$100 pa. SBA Advice Pty Ltd may receive up to \$70 (70% excl. GST) as initial commission on that increase and may pass up to \$70 to us. The ongoing commission payable to SBA Advice Pty Ltd in respect of this increased policy cost may be up to \$20 pa (20% excl. GST).

Or, we recommend an insurance product to you and it is issued on 2 April 2019. The annual policy cost is \$450. SBA Advice Pty Ltd may receive up to \$315 (70% excl. GST) as an initial commission and may pass up to \$315 to us. Assuming the policy cost stays the same each year, SBA Advice Pty Ltd may receive up to \$90 pa (20% excl. GST) as an ongoing commission and may pass up to \$90 pa to us.

On 2 September 2020, you decide to increase your insurance cover again. The cost of this increased cover is \$100. The initial commission payable to SBA Advice Pty Ltd in respect of this increase will be up to \$60 (60% excl. GST). The ongoing commission payable to SBA Advice Pty Ltd in respect of this increase will be up to \$20 pa (20% excl. GST), payable in respect of the period starting from the first anniversary of the date on which you increased your insurance cover (i.e. 2 September 2021). These commissions may be passed onto us.

You'll find details of how your insurance policy cost is calculated in the relevant PDS that we provide you. Where personal advice i provided to you, you'll also find details of the commission that SBA Advice Pty Ltd and we are entitled to receive if you decide to purchase a life insurance product, in your SoA or RoA.

## Privacy Statement

#### Why we collect your personal information

We collect personal information, including sensitive information (e.g. health information), from you to provide you with services including financial advice. We may also use your information to comply with legislative or regulatory requirements in any jurisdiction, to prevent fraud, crime or other activity that may cause harm in relation to the particular products or services provided, and to help us run our business.

If you do not provide all the information we request, we may no longer be able to provide a product or service, including financial advice, to you.

### Collecting and disclosing your personal information

We may disclose your personal information to anyone we engage to do something on our behalf such as a service provider, and other organisations that assist us with our business. We may also disclose your personal information to third parties such as a complaints body to whom a complaint relating to a product or service is referred, your past and present employers, any party acquiring an interest in our business and anyone acting on your behalf.

We may also collect from the parties listed above any personal information they may hold about you which relates to our provision of financial advice. We may disclose your personal information to an entity which is located outside Australia. Details of the countries where the overseas recipients are likely to be located are in our privacy policy, www.collinssba.com.au/privacy-policy

As a provider of financial services, we have obligations to disclose some personal information to government agencies and regulators in Australia, and in some cases offshore.

We are not able to ensure that foreign government agencies or regulators will comply with Australian privacy laws, although they may have their own privacy laws. By using our products or services, you consent to these disclosures.

SBA Advice is also required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF Act) and its corresponding rules and regulations to implement certain client identification processes. We may be required to obtain information about you at the time of providing financial services to you, and from time to time in order to meet our legal obligations. We have certain reporting obligations pursuant to the AML/CTF Act and information obtained from or about you may be provided to external third parties and regulators in accordance with the requirements imposed on us.

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#### **Other Important Information**

We are required or authorised to collect personal information from you by certain laws. Details of these laws are in our privacy policy.

Our privacy policy is available at www. collinssba.com.au/privacy and it covers:

- how you can access the personal information we hold about you and ask for it to be corrected;
- how you may complain about a breach of the Privacy Act 1988 (Cth), or a registered privacy code and how we will deal with your complaint; and
- how we collect, hold, use and disclose your personal information in more detail.

We will update our privacy policy from time to time.

Where you have provided information about another individual, you must make them aware of that fact and the contents of this privacy statement.

We will use your personal information to contact you or send you information about other products and services offered by us or our preferred suppliers. If you do not wish to receive marketing communications from us, please contact us.

"We", "our", "us", "I" means SBA Advice and its Authorised Representatives.

#### Our complaints procedure

If you are unhappy with the advice you receive or other aspects of our service, please follow the steps outlined below.

- 1. Please let your financial adviser know so we can act on it immediately.
- 2. If your adviser has not satisfactorily resolved your complaint, please contact our Advice Dispute Resolution Team on:

Phone: 1300 265 722

Email: complaint@collinssba.com.au

In writing to:

#### Advice Dispute Resolution Team SBA Advice GPO Box 1082 Hobart TAS 7001

3. We will review your concerns and provide a full written response within 30 days of receipt of your complaint, unless the matter is complex or circumstances beyond our control delay the management of your complaint. If this occurs, we will notify you within 30 days of the reason for the delay and provide you the option to escalate the matter to AFCA if you are dissatisfied. If you disagree with our final response to your complaint, you may also escalate your concerns to AFCA. AFCA is an independent body. We are a member of AFCA. AFCA provides a free, accessible, fair and independent dispute resolution service to consumers.

You may contact AFCA on:

Phone: 1800 931 678 Email: info@afca.org.au Website: www.afca.org.au

In writing to:

The Manager, Australian Financial Complaints Authority Limited GPO Box 3 Melbourne VIC 3001

4. The Australian Securities & Investments Commission (ASIC) is Australia's corporate, markets and financial services regulator. ASIC contributes to maintaining Australia's economic reputation by ensuring that Australia's financial markets are fair and transparent, and is supported by informed investors and consumers alike. ASIC seeks to protect consumers against misleading or deceptive and unconscionable conduct affecting all financial products and services.

You may contact ASIC by:

Phone: 1300 300 630 Website: www.asic.gov.au

In writing to:

Australian Securities & Investments Commission GPO Box 9827 Sydney NSW 2001

Or

PO Box 4000 Gippsland Mail Centre Victoria 3841 Before you send your concern to any of these respective bodies, please contact them first to understand the process of lodging your concern with them.

The law requires SBA Advice to have arrangements in place to compensate certain persons for loss or damage they suffer from certain breaches of the Corporations Act by SBA Advice and/or its Authorised Representatives. SBA Advice has internal compensation arrangements as well as professional indemnity insurance that satisfy these requirements. The Professional Indemnity insurance covers our present and past advisers.

#### **Contact us**

For more information on anything you have read in this document or if there is anything else we can help you with, please contact us at:

Address: 29 Murray Street Hobart TAS 7000 Postal Address: GPO Box 1082 Hobart TAS

7001

Phone: 1300 265 722 (COL SBA)
Email: reception@collinssba.com.au
Website: www.collinssba.com.au



# Part 2





#### Who is your financial adviser?

This document is Part 2 of the FSG and should be read together with Part 1 of the FSG. Part 2 sets out specific details about the Collins SBA advisers as authorised representatives of SBA Advice. The advisers are authorised by SBA Advice to provide the financial services described in Part 1 and Part 2 of the FSG.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to the Collins SBA advisers and SBA Advice and Collins SBA. The term 'Representatives' refers generally to SBA Advice and the Authorised Representatives.

The financial advisers within Collins SBA are:

#### **Nicholas Davey**

authorised representative number 242611

#### **Jonathan Elliot**

authorised representative number 239748

#### **David Woolford**

authorised representative number 414768

#### **Patrick Gardner**

authorised representative number 1269236

#### **Philip Hall**

authorised representative number 1006250

#### **Liam Catchpole**

authorised representative number 1272322

#### What experience does your financial adviser have?



Jonathan Elliot Managing Director and Adviser

Jonathan has many years of experience in helping our clients build, protect and manage their wealth – using cash flow management, sound investment strategies, risk insurance, and estate planning.



**David Woolford** Adviser

David is experienced in working with our clients to help them build, protect and manage their wealth through a broad range of financial strategies. David enjoys creating long-term relationships that ensure clients remain on-track to achieve their personal and financial goals.



Nicholas Davey Adviser

Nick has experience in empowering his clients to make smart and informed decisions with their money, and make certain they achieve their desired lifestyle and goals for their future. His coaching, advice and guidance ensures his clients are in charge of cash flow and building and protecting wealth tax effectively.



Patrick Gardner Adviser

Patrick works closely with clients to design financial strategies to achieve the needs and objectives of clients.



Philip Hall Adviser

Phil is an experienced planner who enjoys working with clients to meet their financial goals now and into the future. He educates and guides clients; enabling them to make informed decisions to build, protect and manage wealth through a broad range of financial strategies.



**Liam Catchpole**Associate Adviser

Liam works in collaboration with our advisers to formulate strategy and produce advice for our clients in line with their goals and objectives.



# What qualifications and professional memberships does your financial adviser have?

Nicholas Davey: Diploma of Financial Planning, Certified Financial Planner™.

Jonathan Elliot: Bachelor of Commerce, Diploma of Financial Planning, Certified Financial Planner™.

David Woolford: Graduate Diploma of Financial Planning, Bachelor of Economics, Certified Financial Planner™.

Patrick Gardner: Diploma of Financial Planning, Bachelor of Business and Bachelor of Economics.

Philip Hall: Bachelor of Education (Honours), Advanced Diploma of Financial Planning, Certified Financial Planner™.

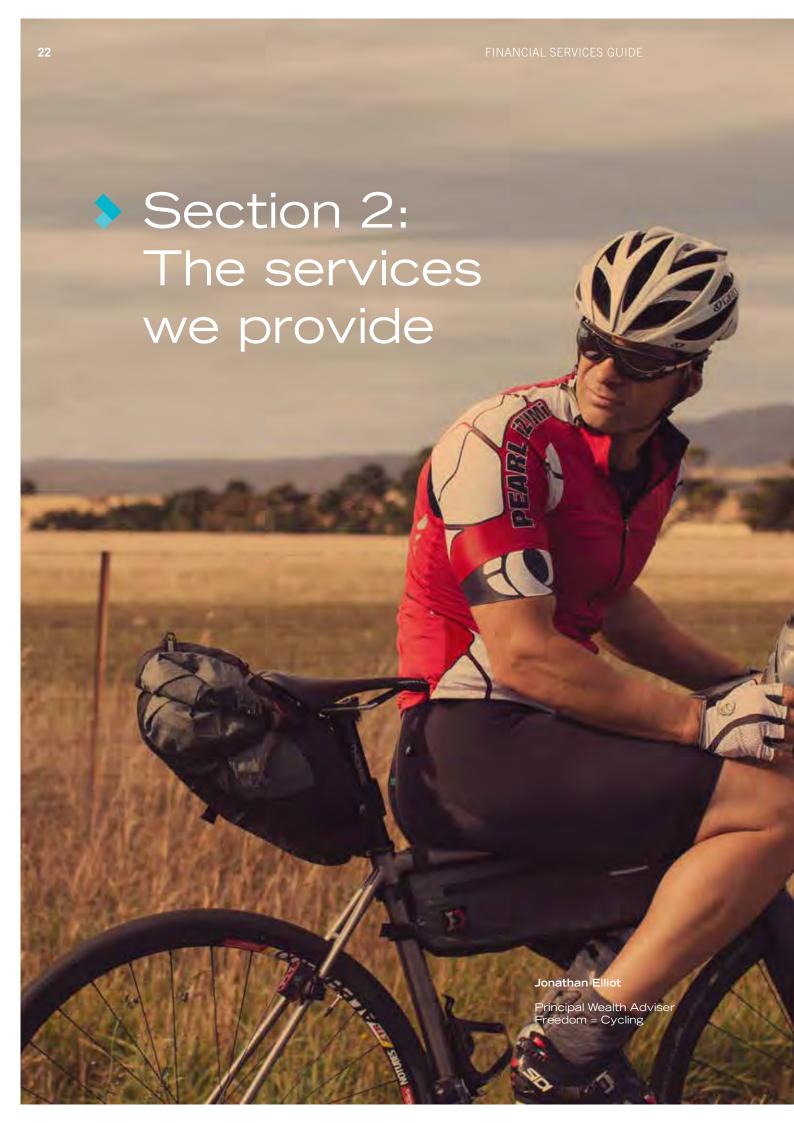
Liam Catchpole: Bachelor of Business (Finance), Bachelor of Economics (Economic Analysis), Diploma of Financial Planning.

#### Does your financial adviser have any associations or relationships?

Jonathan Elliot and Nicholas Davey are directors of SBA Advice Pty Limited ABN 44 611 373 383 (AFSL 488301).

Nicholas Davey, Jonathan Elliot and David Woolford are shareholders of Collins SBA Holdings Pty Ltd, which is the shareholder of SBA Wealth Management Pty Ltd.

Nicholas Davey, Jonathan Elliot, David Woolford, Patrick Gardner, Philip Hall and Liam Catchpole are employees of SBA Wealth Management. Pty Ltd which has an association with SBA Advice Pty Limited ABN 44 611 373 383 (AFSL 488301).



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Our advisers are authorised by SBA Advice to provide financial services, including advice, in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Derivatives:
- Retirement savings account products;
- Securities (e.g. shares);
- · Superannuation products; and
- Managed discretionary accounts.

### How can you provide your instructions to me?

You may provide instructions to me by using any of the contact details noted below:

Phone: 1300 265 722

Email: reception@collinssba.com.au

Fax: 03 6251 1604

#### Privacy statement

In addition to the information provided in the SBA Advice FSG Part 1 on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available at www.collinssba.com.au/privacy/ or by calling us on 1300 265 722.

#### Will your financial adviser be paid when making a credit referral?

We provide referrals to third parties, and if you use their credit services, we may receive an initial and ongoing commission calculated as a percentage of your total loan amount. You may request further details from us if you would like an estimate of the commissions received and how they are calculated.

#### Will your financial adviser be paid when a credit referral is received?

We are likely to pay a referral fee or commissions to third parties (such as financial advisers, accountants, lawyers or real estate agents) for referring you to us for credit assistance. You may request further details from us if you would like an estimate of the fees or commissions received and how they are calculated.



# Section 3: Fees and charges

#### How will your financial adviser be paid for the services provided?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are payable to SBA Advice.

As shareholders in SBA Wealth Management Pty Ltd, Jonathan Elliot and Nicholas Davey receive a share of the profits from SBA Wealth Management Pty Ltd. Any amount payable will be determined as appropriate from time to time.

Nicholas Davey, Jonathan Elliot, David Woolford, Patrick Gardner, Philip Hall and Liam Catchpole receive a salary as employees of SBA Wealth Management Pty Ltd.

All Advisers may also receive a performance bonus which is based on individual qualitative and quatitative performanc criteria and revenue generated for Collins SBA.

#### What amounts do my employer and other related entities receive for financial services?

All fees, commissions and incentives are received by SBA Wealth.

The directors of SBA Wealth Management Pty Ltd have a profit share arrangement to distribute profits to shareholders and staff.

### What other benefits does your financial adviser receive?

In addition to the remuneration detailed above, we are eligible to qualify for other benefits and entitlements as detailed below:

From time to time, we may accept alternative forms of remuneration from product providers or other parties (up to a value of \$300), such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

#### Will your financial adviser be paid when making a referral?

We may receive a payment for making a referral to an external specialist such as a mortgage broker or other lender. Any amount payable will be disclosed in the SoA provided to you. This will be paid by the external specialist and will be at no additional cost to you.

# Section 4: Contact Details

#### **▶** How you can contact your financial adviser



**Phone:** 1300 265 722

**Address:** 29 Murray Street, Hobart Tasmania 7000

GPO Box 1082, Hobart Tasmania 7001

Email: reception@collinssba.com.au

Website: www.collinssba.com.au





