



Westgarth Financial Services

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Auden Harrop Authorised Representative No. 344584

Westgarth Financial Services ABN 55 129 886 844

45 Bridge Street Northcote VIC 3070

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About Your Adviser Profile

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Auden Francis Harrop (Auden Harrop)**, Authorised Representative No. **344584** of InterPrac Financial Planning Pty Ltd (AFSL Number 246638) to ensure that you have sufficient information to confidently engage **Auden** to prepare financial advice for you.

Auden Harrop operates under Westgarth Financial Services which is Corporate Authorised Representative No. 323892.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About Your Adviser

As a professional accountant and financial planner, Auden Harrop delivers a complete financial solution for his clients, and is the first point of contact and support to meet all their financial needs. Auden is able to address savings and investment requirements, income and growth needs as well as the tax implications of strategies through appropriate structures (while working to protect these strategies through effective risk management considerations), and bring together a suite of professional financial planning services to his clients. Regardless of the problem, Auden knows what solutions are available or where to turn to get the solution implemented for clients.

Auden has worked for over ten years in the financial planning industry and is a member of the Financial Planning Association of Australia, complying with the industry required code of practice and ethics. Auden is committed to working closely with clients by providing them with the necessary education of their choices and understanding of available financial strategies with his commitment and passion for providing quality financial planning advice.

Auden communicates strategies in ways that are easily understood by clients, no matter what their background may be. Auden is also committed to developing a deeper understanding of financial markets which means strategies are carefully developed and considered for appropriateness before any recommendation is made. Such an ethical approach to financial planning means Auden's clients appreciate the candor and honesty of conversations they have with him. Auden regularly reads academic publications on subjects related to investment markets and financial planning and attends industry seminars to enable him to stay abreast of the latest changes and updates to the financial planning industry. This approach to financial planning is balanced with a deep appreciation of tax issues and experience as a qualified accountant which in turn means clients get a complete solution regardless of what kind of help, they may need.

Auden Harrop

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Financial Services Your Adviser Provides

The financial services and products which **Auden** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Auden is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2019, Life Insurance commissions are capped at 77% (including GST) of the premium for the first year of the policy, reducing to a maximum upfront commission of 66% (including GST) from 1 January 2020. Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide **Auden's** advice fees are \$330 per hour including GST.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.