

# Financial Services Guide

5 May 2017

## Version 1 Part Two

### Authorised Representative Profile

*This document is part of a Financial Services Guide ("Guide") and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 14, dated 7 October 2016.*

Your adviser is Debbie Hudson an Authorised Representative of Paragem. Debbie Hudson's ASIC Authorised Representative number is 324639.

I have extensive experience in the financial planning industry and I have spent over 12 years as a Financial Adviser offering advice to individual clients as well as small and large business clients.

I am a Fellow Chartered Financial Practitioner (FChFP). I hold an Advanced Diploma of Financial Services, a Self-Managed Superannuation Accreditation, ASX Accredited Listed Products Adviser (ALPA) Program and am a member of the Association of Financial Advisers Limited.

Debbie Hudson's employer is Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion, which is a Corporate Authorised Representative (AR no. 423601) of Paragem.

<b>Your Financial Adviser:</b>	Phone: (08) 8271 0822
	Fax: (08) 8271 0833
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	Email: <a href="mailto:debbie@wealthfusion.com.au">debbie@wealthfusion.com.au</a>
Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion	Website: <a href="http://www.wealthfusion.com.au">www.wealthfusion.com.au</a>
	Phone: (08) 8271 0822
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Wealth Fusion	Email: <a href="mailto:admin@wealthfusion.com.au">admin@wealthfusion.com.au</a>

Debbie Hudson is authorised by Paragem to advise and deal in the following financial products:

- ⊗ Deposit products (cash and Term Deposits)
- ⊗ Debentures, stock and bonds issued by a government
- ⊗ Life Insurance risk products
- ⊗ Life Insurance investment products
- ⊗ Managed Investment Schemes (Unit Trusts)
- ⊗ Securities (shares)
- ⊗ Superannuation including Self- Managed Superannuation Funds
- ⊗ Retirement Savings Accounts
- ⊗ Standard Margin Lending Facility

## Remuneration

The following is a schedule of the fees that are payable for our services and/or the commissions we may receive from product issuers. Note that you may pay a fee for a service and we may also receive commissions as a result of you accepting our recommendations. The costs applicable to the services you require will be discussed with you by your adviser.

Paragem will pay Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion 90% of the fees and/or commissions detailed in this schedule and Paragem will retain the balance.

Debbie Hudson is a salaried employee and owner Wealth Fusion and is entitled to receive dividends from the profits of Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion.

## Fees

**Recommendation:** For having a personalised financial plan (SoA) prepared, a plan preparation fee (ranging from \$3,850 inc GST to \$9,900 inc GST) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.

**Implementation:** I may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed a range from \$3,300.00 inc GST (min.) to \$9,900 inc GST (max.).

**Ongoing Advice Service and Reviews:** If you choose to have me conduct a review of your financial plan to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a review fee. If you choose to have me provide an ongoing advice service, you may be charged a fee ranging from \$3,850.00 Inc GST to \$9,900.00 Inc GST p.a.

**Note:** Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

## Commissions

### Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

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The issuers of certain insurance products I recommend may pay an initial commission. This commission which can vary depending on the product and insurer. The maximum initial commission that will be accepted is 88% (inclusive of GST) of the initial annual premium you pay in the first year.

For example, if your premium is \$500 and the insurer pays us 50% we would receive \$250.

#### **In addition**

The issuers of the insurance products I recommend may pay an ongoing commission when you renew your policy. The maximum renewal commission that will be accepted is 22% (inclusive of GST).

For example, if your renewal premium is \$550 and the insurer pays us 10% we would receive \$55.

## Potential Conflicts of Interest

### Ownership

Paragem is a wholly owned subsidiary of HUB24 which is an administration system for holding and reporting on a client's investments Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion is a member of an Adviser Equity scheme, the value of which is determined by a number of factors that may or may not occur in the future. Both Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion and certain employees of Paragem may participate in this future benefit as a result of using HUB24's administration service to manage your investments. We therefore will not make a recommendation on the appropriateness of the HUB24 administration service for you but will just supply you with factual information of the features of the service.

As a result of this potential for conflict and in order to ensure that our advisers always act in the client best interests, we have chosen to take what we believe is a best practice approach by not providing advice on the choice of HUB24 so long as we may be entitled to a potential benefit. Instead when we provide you with advice on financial strategy and particular investments, we will provide factual information about the HUB24 service however you are free to request that we use a different administration service if you would prefer.

## Additional Commissions

Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion may also receive additional commissions calculated on the aggregated amount of funds it has placed with the platform provider. The additional commission is calculated as a percentage of the administration fee after the deduction of all costs. Therefore, the amount is already included in the fees the product provider deducts from your investment account or insurance premium. The percentage will increase as certain totals are reached. If an additional commission results from advice that Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion provides to you then specific details of that arrangement will be provided with the advice. We are only able to receive these commissions where we had an existing arrangement with the platform provider prior to the 1<sup>st</sup> of July 2013.

To illustrate this point, as a result of the funds that Debbie Hudson Financial Services Pty Ltd T/A Wealth Fusion already has under administration with Macquarie Cash Management, the percentage of additional commission is 0.275% of the Administration Fee. As the level of funds under administration increases, the percentage of additional commission can also increase. An example of this will be provided in the Statement of Advice, if applicable.

## Privacy Statement

The privacy of your personal information is important to us.

### 1. Your representative will ask you many questions. Why is so much information required?

We collect your personal information to enable us to provide you with the products and services that are appropriate to your needs. Under the following Australian laws, we may be authorised or required to collect your personal information:

- Corporations Act 2001,
- Australian Securities and Investment Commissions Act 2001,
- Anti-Money Laundering and Counter Terrorism Financing Act,
- Taxation Administration Act 1953,
- Superannuation Guarantee (Administration) Act 1992, and
- Superannuation (Unclaimed Money and lost members) Act 1999,

as those acts are amended and any associated regulations. From time to time other acts may require or authorise us to collect your personal information.

We are required to collect sufficient information to identify a person's needs, objectives and financial circumstances so that we can provide appropriate financial advice.

We will gather the information by asking you numerous questions about you and possibly your family. We will record this information. We endeavour to retain accurate, complete and up to date personal information about you so we will ask you to review the information from time to time.

If the information you provide to us is incomplete or inaccurate this will impact on our analysis of your requirements and may result in advice that is not appropriate to your needs and circumstances. If this does occur you will need to make your own assessment concerning the appropriateness of our advice.

At times, we may collect personal information from someone other than yourself and you may not be aware that we collect or have collected this information.

## **2. Access and correction**

You may (subject to permitted exceptions) access and update your information by contacting us. You may access the personal information we retain and request corrections. This right of access is subject to some exceptions allowed by law. We will give you reasons if we deny access though will endeavour to ensure that at all times the personal information about you that we hold is up to date and accurate. The accuracy of the personal information is dependent to a large degree on the information you provide and you should advise us if there are any errors in your personal information.

## **3. Providing personal information**

We may provide personal information to:

- organisations (who are bound by strict confidentiality) to whom we outsource certain functions, such as our auditors (in these circumstances, information will only be used for our purposes);
- other professionals, such as solicitors, accountants, stockbrokers and mortgage brokers, as well as other advisers specialising in aged care, Centrelink, insurance or investment when a referral is required;
- entities based overseas (see below for details); or
- third parties when required to do so by law, e.g. legislation or Court Order.

## **4. Overseas disclosure**

Sometimes we need to provide personal information to or get personal information about you from persons located overseas. For example, we may outsource a function involved in the financial planning business to someone based overseas. Nevertheless, we will always disclose and collect your personal information in accordance with Privacy Principles.

## **5. Identifiers**

Although in certain circumstances we are required to collect government identifiers such as tax file numbers, Medicare number or pension card number, we do not use or disclose this information other than when required or authorised by law or unless you have voluntarily consented to disclose this information to any third party.

## **6. Dealing with us anonymously or using a pseudonym**

The nature of the provision of financial services does not lend itself to treating customers with anonymity. All transactions require personal information about the individual for whom the transaction is being completed.

In some instances, we may be able to provide information or a service anonymously or to you under a pseudonym, for example, enquiries about products from a potential client.

You can deal with us anonymously where it is lawful and practicable to do so.

## **7. Marketing practices**

Every now and then we might let you know about news, products and services that you might be interested in, via mail, email, SMS, telephone or online. We will engage in marketing unless you tell us otherwise. You can contact us at any time to update your marketing preferences.

## **8. Sensitive information**

We will not collect sensitive information about you, for example where information is provided by you for insurance or risk purposes, without your consent. Exceptions to this include where the information is required by law or for the establishment, exercise or defence of a legal claim.

## **9. Privacy complaints**

If you believe your privacy has been breached or you have a privacy complaint you should write to the Privacy Officer at Paragem, by email at [info@paragem.com.au](mailto:info@paragem.com.au) or at PO Box R1135, Royal Exchange NSW 1225.

If Paragem does not satisfactorily address your complaint you can escalate it to the Office of the Australian Information Commissioner: [www.oaic.gov.au](http://www.oaic.gov.au).

## **10. Our Privacy Policy**

If you require more information please ask for a copy of our Privacy Policy or refer to Paragem's website.