

# **FINANCIAL SERVICES GUIDE**

**Prosperitas Partners | AFSL number 544917**

**[10/08/2023]**

# Understanding the advice process and our relationship with you

## PURPOSE

This **Financial Services Guide** (FSG) explains the financial services and advice provided by Prosperitas Partners and your Financial Adviser (Adviser), who is an authorised representative of Prosperitas Partners. The FSG provides information on what to expect during the financial advice process including the types of documents you are likely to receive, our related parties and potential conflicts of interests, how we manage privacy and complaints. It also contains information about how we are paid and fees you may be charged.

This FSG contains an **Adviser Profile** for your Adviser. It contains important information about your Adviser including relevant authorised representative number and areas of authorisation.

**Please take the time to review the FSG and Adviser Profile before engaging our services.**

## STATEMENT OF NON-INDEPENDENT

Prosperitas and its Authorised Representatives, are not independent is that we may receive commissions associated with the issue of life insurance products. This is described in further detail throughout this FSG and will be disclosed in your advice document.

For these reasons, we do not represent ourselves as independent, impartial or unbiased.

Please refer to the 'Remuneration' section for more information.

## How to CONTACT US

Prosperitas Partners  
ABN 30 662 654 453

Level 1, 60 Martin Place  
Sydney NSW, 2000



(02) 9063 5975



info@prosperitaspartners.com.au



www.prosperitaspartners.com.au

## FINANCIAL SERVICES AND PRODUCTS WE CAN PROVIDE

Prosperitas Partners can offer the following services and products. Your Adviser's specific authorisations are included within their personalised Adviser Profile.

<p><b>Superannuation and Retirement Planning</b></p> <ul style="list-style-type: none"><li>Personal Superannuation</li><li>Corporate Superannuation</li><li>Industry and Public Sector Superannuation</li><li>Pensions and Annuities</li><li>Self-Managed Superannuation</li><li>Centrelink / Veterans' Affairs Assistance</li></ul>	<p><b>Wealth Creation and Investments</b></p> <ul style="list-style-type: none"><li>Cash and Term Deposits</li><li>Investment Bonds</li><li>Managed Investments</li><li>Exchange Traded Products</li><li>Listed Securities (Shares and other products)</li><li>Derivatives</li><li>Margin Lending</li><li>Gearing</li></ul>
<p><b>Wealth Protection</b></p> <ul style="list-style-type: none"><li>Term Life Insurance</li><li>Total and Permanent Disability (TPD) Insurance</li><li>Trauma Insurance</li><li>Income Protection Insurance</li><li>Business Insurance</li><li>Insurance Claims Assistance</li></ul>	<p><b>Other Financial Planning Services</b></p> <ul style="list-style-type: none"><li>Budgeting and Cashflow Management</li><li>Debt Management</li><li>Estate Planning Assistance</li></ul>

## THE ADVICE PROCESS AND DOCUMENTS YOU MAY RECEIVE

Your Adviser will guide you through the advice process. This includes the following steps:

### Engagement and Discovery

In the initial stages of the advice process your Adviser will work with you to define your financial goals and objectives, and gather relevant information required to provide you appropriate advice.

Your Adviser will generally collect relevant information within a **Client Data Form** and file notes. You can expect to be asked questions related to your income, expenses, assets, liabilities, insurances and superannuation. It is important that you provide accurate information and keep your Adviser informed of any changes to your relevant circumstances. Your Adviser will ask you to consent to your personal information being collected and stored. Please refer to the 'Privacy' section for more information on how we manage your privacy.

Where your goals relate to investment or superannuation advice your Adviser will also work with you to define your level of risk tolerance. A **Risk Profile Questionnaire** may be used to document and agree upon your level of risk tolerance.

Your Adviser may also use an **engagement document** to define the arrangement with you, and the fees that may apply.

Your Adviser will also need to verify your identity to comply with Anti-Money Laundering and Counter Terrorism Financing laws.

## Strategy and Personal Advice

After obtaining relevant information, your Adviser will conduct research and develop a strategy to assist you to meet your goals and objectives. The strategy is typically developed utilising specialised financial planning software.

Where personal financial product advice is being provided, the strategy will be documented in a **Statement of Advice**. The Statement of Advice will include amongst other things, the basis of the advice, explanation of the strategies and products recommended and relevant disclosures including costs of advice and products. The Statement of Advice includes an authority to proceed section where you can consent to proceed with the recommendations.

Where a financial product has been recommended, you will generally be provided with a copy of the relevant **Product Disclosure Statement (PDS)**. The PDS includes detailed information on the financial product including features, benefits, conditions, costs and cooling off rights (if applicable).

## Implementation

Where you elect to proceed with the recommendations your Adviser will work with you to implement the strategy. This may include liaising with various insurance, superannuation, or investment product issuers.

Where the recommendations include the purchase of a new financial product, your Adviser will work with you to complete the relevant **Product Application Form**. This may be online, or paper based.

Where the recommendations include the purchase of an insurance policy, you may also need to complete a **Health Questionnaire**. This could be online, paper-based or over the phone. It is important to disclose any health or personal matters truthfully. Failure to disclose certain matters may result in a claim being denied.

## GENERAL ADVICE

Your Adviser may provide you with general advice that does not consider your personal circumstances, needs or objectives. Your Adviser will give you a warning when they provide you with general advice. You should consider whether you need personal advice which takes into account your individual situation before you make any decisions.

## FURTHER ADVICE

Depending on your relevant circumstances, you may require further advice such as adjustments to superannuation contributions, insurance benefit amounts, or a review of your strategy.

Further advice can generally be documented in a **Record of Advice** and relevant file notes. In some instances, a Statement of Advice may be required. You may request, in writing, a copy of any advice document up to seven (7) years after the advice has been given.

An **Ongoing Fee Arrangement** may be utilised to formalise the ongoing services that your Adviser has agreed to provide for a fee.

Where you have entered into an ongoing fee arrangement for a period of greater than 12-months, you will receive a **Fee Disclosure Statement** (FDS) annually.

The FDS will detail services and fees paid for the previous 12-month period, and the services offered and estimated fees for the next 12-months. To ensure the ongoing fee arrangement continues, you will be required to confirm in writing annually. Confirmation may also include the requirement to sign a **Consent Form** that is provided to your relevant investment or superannuation provider.

Alternatively, you may agree to a **Fixed Term Arrangement** with your Adviser. This arrangement will outline the services you will be provided for a fee over a specific term not greater than 12 months. In this case, you will not be provided with an FDS. You may be required to sign a Consent Form where the fee is deducted from superannuation.

You may cease any fee arrangements or disengage from your Adviser by providing written notice to your Adviser or product issuer.

## **HOW TO PROVIDE INSTRUCTIONS**

Your Adviser may accept your instructions by phone, letter, or email. In some instances, your Adviser can only accept written instructions from you, and they will let you know when this is required. Your Adviser will also need to verify your identity prior to acting on instructions.

## REMUNERATION

The cost of providing financial advice or service to you will depend on the nature and complexity of the advice, financial product and/or service provided. Your Adviser or the financial planning business may be remunerated by:

- Advice and service fees paid by you
- Commissions paid by insurance providers

The following table summarises the types of fees or commissions that applicable to the services that we provide. Before providing you with advice, your Adviser will agree with you the fees that apply. All amounts are inclusive of Goods and Services Tax (GST).

Remuneration	Up to	
SoA Preparation Fee	\$22,000	
Implementation Fee	\$3,300	
Hourly Rate	\$495 per hour	
Remuneration	Initial	Per Annum
Adviser Service Fee	Up to \$22,000	Up to \$55,000
Adviser Service Fee (asset based)*	Up to 5%	Up to 1%
Insurance Commission*	0% to 66%^	0% to 35%

1. \*Based on a % of funds invested or insurance premiums
2. ^Applicable from 1 January 2020 to new policies. If the policy was issued before 1 January 2020 commission of up to 130% will apply to additional cover.
3. For example, a 1% Adviser Service Fee based on a \$200,000 investment would equal a \$2,000 fee payable.

## Your Adviser

All fees and commissions are initially paid to Prosperitas Partners before being distributed to your Adviser or to the financial planning business.

Information about how your Adviser is remunerated will be disclosed in the Adviser Profile. Your Adviser may also receive non-monetary benefits which include benefits of less than \$300, benefits related to education and training (including attendance at professional development days and conferences), and provision of software related to the financial products being recommended.

## BENEFITS, INTERESTS AND ASSOCIATIONS

Tony Lu has shareholdings in Infocus Wealth Management

Should you be referred to your adviser by a third party, such as an Accountant or Mortgage Broker, the third party may receive a fee for the referral. You will receive more detailed information concerning any referral fee in your SoA or other relevant document.

Where you were referred by us to the following third parties, we may receive a referral fee

- Connect 4 Mortgage Pty Ltd trading as Rethink Financing - we may receive a referral fee from Connect 4 Mortgages Pty Ltd in the amount of 20% of upfront commissions received by Connect 4 Mortgages & 20% of the ongoing commissions received by Connect 4 Mortgages Pty Ltd.
- Infocus Lending Advisory Pty Ltd - Where you were referred from us, we may receive a referral fee from Infocus Lending Advisory in the amount of 20% of upfront commissions received by Infocus Lending Advisory & 20% of the ongoing commissions received by Infocus Lending Advisory.

- Lydian Financial Services - Where you were referred from us, we may receive a referral fee from Lydian Financial Services in the amount of 20% of upfront commissions received by Lydian Financial Services & 20% of the ongoing commissions received by Lydian Financial Services.
- AIA Health - Where you were referred from us, we may receive a referral fee from AIA Health in the amount of 20% of the first year's premium.

For example, if you were referred to AIA Health and you agreed to take a policy with an annual premium of \$2,000, Inner Wealth Solutions will receive a share of the upfront commission of \$400.

## **COMPLAINTS**

If you have a complaint about any financial service provided to you by your Adviser, you should take the following steps:

1. Contact the Claims team to discuss your complaint.

Phone 0434 955 417  
 Online [www.prosperitaspartners.com.au](http://www.prosperitaspartners.com.au)  
 Email [info@prosperitaspartners.com.au](mailto:info@prosperitaspartners.com.au)  
 Mail Prosperitas Partners Claim Manager  
 Level 1, 60 Martin Place, Sydney, NSW 2000

2. We will acknowledge receipt of a complaint within 1 business day. Where this is not possible, acknowledgement will be made as soon as practicable.

3. We will then investigate the complaint and respond to you 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.

4. If you are not fully satisfied with our response, you have the right to lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

Phone 1800 931 678 (free call)  
 Online [www.afca.org.au](http://www.afca.org.au)  
 Email [info@afca.org.au](mailto:info@afca.org.au)  
 Mail GPO Box 3  
 Melbourne VIC 3001

## **Compensation Arrangements**

We have professional indemnity insurance in place that complies with the Corporations Act 2001.

Our insurance covers claims made against former representatives for their conduct while they were authorised by us.

## **PRIVACY**

Your Adviser is required to maintain documentation and records of any financial advice given to you, including information that personally identifies you and/or contains information about you.

These records are required to be retained for at least seven (7) years. If you want to access your personal information at any time, please let us know.

You have the right to not provide personal information to your Adviser. However, in this case, your Adviser will warn you about the possible consequences and how this may impact on the quality of the advice provided. Additionally, your Adviser may not be able to provide you with the advice you require.

Throughout the advice process, your personal information may be disclosed to other services providers. These may include:

- Financial product providers
- Financial planning software providers
- Administration and paraplanning service providers

We may engage third party service providers to assist in the provision of products or services. Some services may require disclosure of personal information to service providers outside Australia including the Philippines. The purpose of such disclosure is to facilitate the provision of financial services including the preparation of financial advice documents.

Prosperitas Partners respects your privacy and is committed to protecting and maintaining the security of the personal and financial information you provide us. For detailed information on how we handle your personal information, please refer to our Privacy Policy here at [www.prosperitaspartners.com.au](http://www.prosperitaspartners.com.au).

## **ADVISER PROFILE**

**Tony Lu | Authorised Representative Number 441066**

**Inner Wealth So Corporate Authorised Representative Name | Corporate Authorised Representative Number 001283291**

### **Contact Details**

Level 1, 60 Martin Place Sydney NSW 2000

Mobile: 0416 084 370

Email: [tony.lu@innerwealth.com.au](mailto:tony.lu@innerwealth.com.au)

Web: [www.innerwealth.com.au](http://www.innerwealth.com.au)



## **About Me**

I hold the following qualifications:

- Certified Financial Planner, Financial Planning Association of Australia
- Margin Lending and Geared Investments, Kaplan Professional
- Advanced Diploma of Financial Planning – Kaplan Education
- Self Managed Super Funds, Kaplan Professional

I hold the following memberships:

- Financial Advice Association of Australia

## **Authorisations**

I am authorised in the following financial services and products.

- Superannuation
- Pensions and Annuities
- Self-Managed Superannuation Funds
- Cash and Term Deposits
- Managed Investments
- Listed Securities (shares and other products)
- Investment Bonds
- Margin Lending
- Life Insurance
- Centrelink/Veterans Affairs Assistance
- Budgeting and Cashflow Management
- Debt Management

## **Remuneration**

I am remunerated by:

- Salary, Bonus & Profit Share