

John Hockey

Plus Seven Financial Management Pty
Ltd as trustee for Plus Seven Financial
Management Trust

How to contact us:

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This Adviser Profile forms the second part of the Australian Unity Personal Financial Services (**AUPFS**) Financial Services Guide. This Adviser Profile provides important information about me and my employer, and must be read in conjunction with the Financial Services Guide (**FSG**) Part 1. In this document, the words “me”, “I”, “we” and “our” refer to John Hockey and Plus Seven Financial Management Pty Ltd as trustee for Plus Seven Financial Management Trust, as Authorised Representatives of AUPFS.

Australian Unity Personal Financial Services

Financial Services Guide – Part 2

Effective Date: 1st July 2017

Australian Unity Personal Financial Services Limited ABN 26 098 725 145, AFS Licence No. 234459
114 Albert Road, South Melbourne, VIC, 3205

Am I authorised to provide financial services?

Yes. I am authorised by AUPFS to provide financial advice. My ASIC authorisation number is 318682.

I am an employee and director of Plus Seven Financial Management Pty Ltd as trustee for Plus Seven Financial Management Trust, which is a Corporate Authorised Representative of AUPFS.

What areas am I authorised to advise on?

I am authorised by AUPFS to provide financial services including advice or services in the following areas:

- Financial Planning
- Life Insurance
- Superannuation
- Managed Investments
- Direct Equities

If you require services that I am not authorised to provide advice in, I can provide a referral to a professional who can assist. Additionally, I may identify a requirement for you to receive advice in these areas, and refer you to a specialist accordingly.

If I receive a specific fee for this referral, it is disclosed below. It may also be disclosed in an advice document such as a Statement of Advice (**SoA**) or Record of Advice (**RoA**), if I provide you with personal advice.

Do I have an interest in any financial products or service providers that I may recommend to you?

I have no interests in any of the products or services I may recommend.

How are the fees you pay shared between me, my employer and AUPFS?

All of your fees are paid to AUPFS, who retains a portion to cover the costs associated with operating and providing a financial services business. It retains 10% of fees (or a minimum of \$25,000) per annum up to \$1 million, after which it retains 5%. The remaining fees are passed to Plus Seven Financial Management Pty Ltd as trustee for Plus Seven Financial Management Trust.

I receive a salary as an employee and director of Plus Seven Financial Management Pty Ltd as trustee for Plus Seven Financial Management Trust.

Do I provide referrals for certain financial services or receive referrals from third parties? If so, what benefits do I receive from these referrals?

I may receive a payment for making a referral to an external specialist such as an accountant or solicitor. Any amount payable will be disclosed in the SoA or RoA provided to you. This will be paid by the external specialist and will be at no additional cost to you.

If you have been referred to me by an external party and you accept the services I provide, I may make a payment to the external party for that referral. Any amount payable will be disclosed in the SoA or RoA provided to you. This will be paid by me to the external party and will be at no additional cost to you.

What fees do you pay for financial services I provide?

Initial Advice Fees:

Fees are charged for my initial advice and the preparation of a SoA. Fees are based on the complexity of the advice provided and range from \$0 (minimum) to \$10,000 (maximum) inclusive of GST. I will confirm the exact amount, which we will agree on before commencing any work.

You will either be sent an invoice for the above Advice and payment is required within 14 days from the invoice date, or it can be deducted from your Superannuation or Investment portfolio and or upon rollover. If you prefer to pay by cheque then all cheques must be made payable to 'Australian Unity Personal Financial Services Limited'. Please note, AUPFSL is unable to accept cash or credit/debit card for payment of this invoice.

Please note that my initial advice fees still apply where you decide not to implement my advice.

Implementation Fees:

I may charge fees to cover the time associated with implementing the recommendations in your SoA. These could range from \$0 to \$10,000.

Ad-hoc Fees:

Fees for ad hoc advice and services may be charged at an hourly rate in the range of \$150 and \$275 per hour (including GST) depending on the complexity of the work involved.

The hourly rate will be agreed upon prior to commencing the work, and an estimate of the time required will also be provided. You will be invoiced for these fees after the service is provided.

Subsequent Service Fees:

Fees for ongoing services and reviews are all based on an annual fee, ranging from 0.00% to 1.65% of the funds under advice. For example, if you have \$100,000 invested, and my annual fee is 1.65% of your portfolio, the fee will be \$1,650.

All fees may be deducted from your investment funds (or insurance premiums) and paid to me by product providers instead of being invoiced directly to you.

All fees are inclusive of GST.

NOTE: Full details of all fees and commissions for Financial Services will be provided to you in a SoA, or RoA and Product Disclosure Statements at the time of receiving any recommendation.

Do I receive any commissions from product providers?

For financial products (except insurance products) that were opened prior to 1 July 2013, a commission may be payable from the product provider to me. Where such a payment is made, it will be disclosed to you in your SoA or RoA and the method of calculation fully explained.

Insurance products

Where we arrange an insurance product, the insurer pays us an upfront commission and an additional commission when the product is renewed each year. The rate of initial commission payable ranges from 0% up to 80% of the base premium. The rate of renewal commission ranges from 0% up to 35% of the base premium. In general terms, the higher the upfront commission, the lower the renewal commission and vice versa. Importantly, the choice of commission payment arrangements does not affect the amount of premium payable.

For example, if you purchase a life insurance policy with an annual premium of \$1,500 AUPFS may receive an initial payment of up to \$1,200, calculated as $\$1,500 \times 80\% = \$1,200$; and an ongoing commission of \$525 calculated as $\$1,500 \times 35\% = \525 .
