

Financial Services and Credit Guide

7Wealth Pty Ltd



WEALTH

Save, protect &
grow your future.

This Financial Services and Credit Guide (FSCG) contains information that will help you decide whether to use the financial services we offer. It sets out:

- who we are and how we can be contacted
- the advice and services we provide
- information about our licensee, AMP Financial Planning Limited (AMP Financial Planning)
- our fees and how we, and AMP Financial Planning are paid in connection with those services
- how we manage your private information
- how you can complain about a matter relating to us or AMP Financial Planning

Documents you may receive

We will provide you with a number of documents as you progress through our financial planning process to capture each stage of your advice journey. We may provide these documents to you electronically to your nominated email address, unless otherwise agreed.

When we provide personal advice it will normally be documented and provided to you in a Statement of Advice (SOA), known as a financial plan. The financial plan contains a summary of your goals and the strategies and any financial products we may recommend to achieve your goals. It also provides you with detailed information about product costs and the fees and other benefits we and others will receive, as a result of the advice we have provided.

If we provide further personal advice a financial plan may not be required. We will keep a record of any further personal advice we provide you for seven years. You may request a copy of such records by contacting our office during that period.

When we provide credit advice we will conduct a preliminary assessment to determine the suitability of a particular product. This is normally documented and provided to you in a Record of debt advice or a Credit Proposal. We will retain a record of the debt advice or Credit Proposal which you may request by contacting our office within seven years of the assessment. We will only provide recommendations to apply for a particular credit contract with a certain lender or increase the credit limit of a particular credit contract where the contract meets your needs and objectives and is not unsuitable to your circumstances.

If we recommend or arrange a financial product for you we will provide a product disclosure statement (PDS) or investor directed portfolio service (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks as well as the costs you will pay the product provider to professionally manage that product.

You should read any warnings contained in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

About our practice

Summary of the business

Name	7Wealth Pty Ltd as Trustee of Kingsland Family Trust
Australian Business Number	51 732 013 756
Australian Company Number	609 210 246
Authorised representative number	001237381
Credit representative number	482337

Our office contact details

Address	5a Hamilton Street, , Gisborne, VIC 3437
Postal Address	PO Box 622 Gisborne, VIC, 3437
Phone	0344118744
Fax	0354601111
Email	james@7wealth.com.au
Website	www.7wealth.com.au

Our Team

Name	James Harris
Role	Principal Financial Planner
Phone	03 4411 8744
Email	james@7wealth.com.au

Name	Ben Morris
Role	Associate Financial Planner
Phone	03 4411 8744
Email	ben@7wealth.com.au

Name	Elizabeth (Anna) Youl
Role	Accredited Mortgage Consultant
Phone	03 4411 8744
Email	anna@7wealth.com.au

Name	Tai Sun
Role	Paraplanner & Administrator
Phone	03 4411 8744
Email	hello@7wealth.com.au

Name	Vanessa Harris
Role	Education Coach

This guide provides information about our advisers including their contact details, qualifications, experience, the services they may offer and financial products they can provide advice on.

7Wealth Pty Ltd has more than one office

Locations By Appointment

Address	699 Collins Street, Melbourne VIC 3008
Phone	03 4411 8744
Address	21 Charles Street South, Launceston TAS 7250
Phone	03 4411 8744

Our advice and services

We can provide you with personal and general advice about specific services and financial products listed below. We can also arrange for financial products to be issued without advice from us.

Individual advisers within our practice may not be qualified to provide advice in all of the services and products noted below. Their individual profile guides will note any limitations to the advice they are qualified to provide. At all times we will ensure the appropriate adviser is available to you to provide advice consistent with your goals.

The following table sets out the areas of advice we can help you with as well as the products and services we can arrange.

Any additional advice or services we can offer you, or limitations to the list below, will be outlined in **Our Financial Advisers and Credit Advisers** on page 14.

We can provide advice on	We can arrange the following products and services
<ul style="list-style-type: none">— Investments strategies (strategic asset allocation and goals based investing)— Budget and cash flow management— Debt management (including borrowing for personal and investment purposes)— Salary packaging— Superannuation strategies and retirement planning— Personal insurance— Centrelink and other government benefits— Ongoing advice and services, including regular portfolio reviews	<ul style="list-style-type: none">— Superannuation, including retirement savings accounts— Employer superannuation— Managed investments— Investor directed portfolio services (for example, administration platforms)— Deposit and payment products (for example term deposits, cash management accounts and non-cash payment products)— Standard margin loans— Retirement income streams, including pensions and annuities— Personal and group Insurance (life cover, disability, income protection and trauma)— Loans including mortgages, reverse mortgages and deposit bonds— Commercial loans and commercial asset finance— Life investment products including whole of life, endowment and bonds— Securities (including listed securities and debt securities)— Exchange traded funds and Listed investment companies— Arranging for listed securities, shares and debentures to be bought and sold via a platform and broker— Limited selection of investment guarantees

AMP Financial Planning maintains an approved products and services list from a diversified selection of approved Australian and International providers, including companies related to AMP Financial Planning. These have been researched by external research houses as well as our in-house research team.

AMP Financial Planning periodically reviews these products to ensure that they remain competitive with similar products that address similar client needs and objectives. Generally, we recommend products that are on the approved products and services list. However, if appropriate for your needs, we may, subject to AMP Financial Planning's approval, recommend other products.

A copy of the approved products and services list can be supplied to you upon request.

If we recommend a new platform or portfolio administration service, we use those approved by AMP Financial Planning. These services may include those issued by companies related to AMP Financial Planning.

As at September 2019, the lenders whose products are most commonly recommended by Accredited Mortgage Consultants authorised by AMP Financial Planning's are AMP Bank, CBA, Macquarie, NAB, ANZ and Westpac.

Tax implications of our advice

Under the Tax Agent Services Act 2009, 7Wealth Pty Ltd is authorised by the Tax Practitioners Board to provide tax (financial) advice services on matters that are directly related to the nature of the financial planning advice provided to you. We will not consider any other tax matters in our advice to you. Where tax implications are discussed they are incidental to our recommendations and only included as an illustration to help you decide whether to implement our advice.

Transaction services

We can arrange to complete transactions for you on limited types of financial products where we can take your instructions and arrange for the transaction to be completed, without providing personal advice. If you wish to proceed without our advice, we will ask you to confirm your instructions, which will be documented in writing. We will keep a record of this documentation for seven years. You may request a copy of such records by contacting our office during that period.

Your relationship with us and using our services

You can contact us directly with any instructions relating to your financial products. This includes giving us instructions by telephone, mail or email. We can only accept your instructions via email once you have signed an authority form.

We will work with you to agree what advice and services we will provide and when and how often we will provide them.

Where you agree to ongoing or fixed-term advice and services, the details will be documented and provided to you in an advice or service agreement. This includes the frequency of contact between us, service standards that may apply, any ongoing or fixed-term fee arrangements and how the agreement can be terminated.

If at any time you wish to terminate your relationship with us, please contact us using the details shown in this guide.

Changing service providers

To ensure that you are provided at all times with ongoing servicing to meet your financial needs, we may transfer our rights and obligations under our servicing arrangement with you to another adviser or financial planning practice within the AMP network or to another AMP licensee (the new service provider). If we do this, the new service provider will provide the servicing to you and will be entitled to the agreed fees. The new adviser will also take over the rights and obligations on the same terms and conditions set out in the servicing arrangement and we will be released from those rights and obligations. We will write to you in advance of a transfer occurring, to introduce your new service provider. You may notify your new service provider at any time if you want to vary or end your servicing arrangements.

Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if information you provide is incomplete or inaccurate the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we are able to determine if our advice continues to be appropriate.

Our fees

The actual fee charged to you will depend on the nature of the advice or service we provide. We will discuss and agree the actual fees with you before we proceed. The following section outlines the types of fees that may apply:

The fees charged for our advice and services may be based on a combination of:

- A set dollar amount; or
- A percentage based fee.

Our agreed advice and service fees may include charges for:

- Initial advice
- Ongoing or fixed-term advice and services.

Please note that for services in relation to insurance, banking deposit products, some loan products and older investment products, commissions may be paid by the product provider as follows:

- Initial commission - a percentage of the value of your investment contributions, loan balance or insurance premiums; and
- Ongoing commission - a percentage of the value of your investment balance, outstanding loan amount or premiums, usually calculated at the end of each month in which you hold the investment or loan, or on renewal of insurance products.

Payment methods

We offer you the following payment options for payment of our advice fees:

- BPAY, direct debit (savings), credit card or cheque; and
- Deduction from your investment.

All fees and commissions will be paid directly to AMP Financial Planning as the licensee. They retain a percentage (as a licensee fee) to cover their costs and the balance is passed on to us. The percentage is determined annually, based on a number of factors, including our business revenue over a 12 month period.

For more information on our services, please see our **Schedule of fees** attached.

Other costs

Where other costs are incurred in the process of providing our advice and services to you, you will be liable for these costs. However, we will agree all additional costs with you prior to incurring them.

Other benefits we may receive

The following is a list of benefits we may receive other than those explained above. These are not additional costs to you. These benefits may be monetary or things like training, events or incentives we are eligible for.

In addition to the payments we may receive for our advice and services, we may receive other support services from the licensee. We may also be eligible to receive financial and training assistance, prizes and awards or events in recognition of financial planning excellence and innovation, including if we qualify under the licensee's excellence program, and business performance or business costs. These benefits are paid either at the licensee's discretion or depending on meeting certain qualifying criteria including the quality of our services, business goals and ranking against other practices in AMP Financial Planning. The amounts are set by the licensee from time to time (usually on an annual basis). We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items. We might receive financial and non-financial assistance including badging rights to help us grow our business.

Development, management and advice (DMA) recognition

We may be eligible for Development management and advice (DMA) recognition or equivalent payments based on our performance relative to other AMP Financial Planning practices in prior years.

The DMA payment is based on a percentage of our practice revenue may range from 0% to 10% depending on our ranking. The relevant percentage is then applied to our practice revenue and the resulting payments are received across the year (the 'payment period').

For example, if there are 12 monthly payment periods in a year, and if our DMA rate is set at 3% and our revenue for the payment period was \$25,000 (assuming, for the purpose of this example, the revenue is the same for each payment period), we would receive $\$25,000 \times 0.03 = \750 each month.

How our performance was ranked

Ranking of practices was determined by a points system which was a broad measure of the growth and professionalism of our practice as compared to other practices in the AMP Financial Planning network. The points system was based on a combination of factors within a balanced scorecard such as the quality of our services, compliance, our business goals and our engagement with our clients through a measure called Advice Growth Index (AGI). AGI measured the value of our fee for service revenue and the change in our clients' product holdings over the measurement period. The AGI measure ceased to be a component within the balanced scorecard after 2018. Ranking methodology for recognition after 2018 is still to be determined.

Business growth advice payments

All practices within the AMP Financial Planning network are eligible for Business Growth Advice (BGA) payments. The payments are based on our practice revenue.

BGA payments are set at 1% of our practice revenue. Payments are received twice each month. For example, if our practice revenue was \$8,500 in a payment period, we would receive $\$8,500 \times 0.01 = \85 . Assuming an average revenue of \$8,500 per payment period, the total BGA payment received in a year would be $\$85 \times 24 = \$2,040$.

BGA payments will no longer be received after 31 December 2019.

Business buy-back option

If we leave the financial services industry or can no longer appropriately service a selection of our clients, AMP Financial Planning will either look after our clients or appoint one of its authorised representatives to do so.

If this happens, AMP Financial Planning makes available a facility for practices to transfer the servicing rights of their clients. The valuation will vary depending on certain factors including the annual recurring revenue of our practice and the level of our service standards.

Personal and professional development

AMP Financial Planning offers education, personal and professional development opportunities to our practice on an annual basis. Participation in these opportunities may be based on attainment of qualifying criteria or open eligibility.

Advice Summit

The Advice Summit is a national convention available to advisers from all AMP Financial Planning practices. AMP Financial Planning subsidises the expenses of those who attend the convention up to a maximum value of \$1,200 per annum per practice.

Education and professional development

AMP Financial Planning may subsidise the cost of our participation in approved education and professional development programs if we meet specific qualification criteria. The qualifying criteria is based on a combination of factors including the quality of our services, our business goals and our ranking against other practices in AMP Financial Planning. The maximum amount of this subsidy is \$12,000 per annum per practice.

Provided we meet specific qualification criteria AMP Financial Planning will support the practice with up to 20% of the licensee fees payable by the practice to the licensee in 2017 to meet the training and education requirements for financial advisers as required by Financial Adviser Standards and Ethics Authority.

Amicus program

In addition to the above, certain practices that meet additional qualification criteria will be eligible to participate in the Amicus program, an additional personal and professional development program organised by AMP Financial Planning. If a practice qualifies for the Amicus program, AMP

Financial Planning will subsidise the cost of their participation up to a maximum value of \$15,000 per annum per practice.

Para-planning costs subsidy

We may be eligible for a subsidy from AMP in relation to paraplanning costs, depending on the number of paraplanning requests that we make in a particular month. If our practice submits a minimum of 5 paraplanning requests per eligible authorised representative in our practice, we receive a discount of up to 25% in relation to these costs. For example, if the total cost of 5 SOAs is \$1,000 we will receive a discount of up to \$250 ($25\% \times \$1,000 = \250) and pay a discounted fee of minimum \$750.

Placement fees

From time to time AMP Financial Planning will receive fees from brokers or product issuers (including AMP group companies) for arranging client participation in Initial Public Offerings (IPOs) of financial products. The fee, which is generally a percentage of the fee paid to the broker, varies from offer to offer and by the level of participation by AMP Financial Planning. We may share in this fee based on the level of participation by our clients.

Relationships and associations

It is important that you are aware of the relationships that AMP Financial Planning has with providers of financial services and products as they could be seen to influence the advice you receive.

About our licensee

AMP Financial Planning Pty Limited

ABN 89 051 208 327

Australian Financial Services Licensee and Australian Credit Licensee

Licence No: 232706

AMP Financial Planning has:

- Approved the distribution of this guide
- Authorised us to provide advice and other services as described in this guide
- Authorised us to provide credit assistance services to you

AMP Financial Planning's registered office is located at 33 Alfred Street, Sydney, NSW 2000.

About the AMP Group

AMP Financial Planning is a member of the AMP group of companies. We can provide advice on products from a wide range of financial product providers, some of which are related or associated with AMP Financial Planning, namely:

- National Mutual Funds Management Limited
- NMMT Limited
- N.M. Superannuation Pty Limited
- Multiport Pty Limited
- ipac asset management limited
- AMP Bank Limited
- SMSF Administration Solutions Pty Ltd
- AMP Capital Funds Management Limited
- AMP Capital Investors Limited
- AMP Superannuation Limited
- AMP Life Limited
- Cavendish Superannuation Pty Ltd
- Australian Securities Administration Limited (ASAL)
- SuperConcepts Pty Ltd

If we recommend a product issued by the AMP Group or a third party product issuer, they will benefit from our recommendation by receiving product, administration and investment fees, as well as fees paid by fund managers to distribute their product. These fees are all disclosed in the relevant PDS or IDPS guide.

Authorised representatives and/or staff employed in our business may hold shares in AMP Limited, whose share price may be favourably affected by the sale of products issued by AMP Group companies.

AMP Financial Planning's relationships with other companies

AMP Services Limited (ASL) provides administration services and distribution infrastructure services to several issuers of financial products and loan products under agreements entered into prior to 1 July 2013.

In return for those services, ASL receives remuneration as set out below:

- For investment products and loan products – up to 0.33%* p.a. of funds under administration, the balance of any relevant cash account or the total loan value outstanding.

*includes GST

By way of example:

- If total funds under administration for a particular investment product is \$10 million, ASL would receive \$33,000.

From time to time, ASL may facilitate access to AMP Financial Planning and its authorised representatives for issuers to train or educate AMP Financial Planning and its authorised representatives on their products.

Arrangements with platform providers

This section of the FSCG sets out our relationships with platform providers and how these may influence the advice we give you.

Overview

Where you invest through platform products and services (such as investor directed portfolio services or IDPS), we may receive remuneration from those platform providers. Fees, commission payments and other benefits may be calculated as a percentage of your financial interest in a product or service or on the total amount of business advised. The amount and calculation of those fees are shown in the relevant disclosure document. Some fees and commission payments we receive may relate to arrangements existing before 1 July 2013.

Specific arrangements

We have arrangements with third parties for administration and support services in relation to the products below.

WealthView eWRAP and PortfolioCare platform

WealthView and PortfolioCare products and services are issued by companies in the AMP Group. Other companies in the AMP Group also provide services in respect of WealthView and PortfolioCare. Administration services are performed by Asgard Capital management Limited (Asgard).

If you access a product in the WealthView or PortfolioCare range, then administration fees and, where applicable, trustee fees, are deducted from your account. These fees, as set out in the product disclosure statement or IDPS Guide, are paid to AMP Financial Planning after deduction of expenses for administration services and other services provided as mentioned above.

Further details about the fees and costs of investing in WealthView or PortfolioCare are detailed in the relevant product disclosure statement or IDPS Guide. For closed products, please review the product disclosure statement you received when first investing in your product together with any correspondence from the issuer outlining changes to those fees and costs. Note that WealthView eWRAP (super/pension, investment) and PortfolioCare Elements (super/pension, investment) closed to new members and investors in 2016.

Our other business activities and relationships

Other business interests

In addition to providing the services listed in this guide, we have a relationship with Gisborne Home Loans which provides James is also a Partner with Gisborne Home Loans. AMP Financial Planning has no involvement in these activities and is not responsible for any services, advice or products provided by this business.

We control a percentage of the equity interests in the business providing the services listed above. As a result, we will benefit from fees, dividends or income received from the business's profits that may result from any payments or other benefits received in respect of the services provided to you.

Confidence in the quality of our advice

If at any time you feel like you are not satisfied with our services, the following will help you understand your options and find a resolution.

- Contact your adviser or accredited mortgage consultant and tell them about your complaint.
- If your complaint is not satisfactorily resolved within three business days, please contact AMP Advice Complaints:
 - Phone 1800 812 388
 - Email advicecomplaints@amp.com.au
 - In Writing:
Attention: National Manager, Advice Complaints
33 Alfred Street
Sydney NSW 2000
- They will try to resolve your complaint quickly and fairly.

If your complaint has not been resolved satisfactorily, you may escalate your complaint to one of the following External Dispute Resolution Schemes listed in the following below.

Any issues relating to financial advice, investments, superannuation, insurance matters, or credit matters	Australian Financial Complaints Authority (AFCA) GPO Box 3 Melbourne VIC 3001 1800 931 678 www.afca.org.au info@afca.org.au
Any issue relating to your personal information	The Privacy Commissioner GPO Box 5218 Sydney NSW 2001 1300 363 992 privacy@privacy.gov.au

You may also contact the **Australian Securities & Investments Commission (ASIC)** on 1300 300 630 (free call info line) to make a complaint and obtain information about your rights.

Professional indemnity insurance

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. AMP Financial Planning is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance covers claims arising from the actions of former employees or representatives of AMP Financial Planning, even where subsequent to these actions they have ceased to be employed by or act for AMP Financial Planning.

Your privacy

We are committed to protecting your privacy. Below we outline how we maintain the privacy of the information we collect about you.

Privacy Collection Statement

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006 to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy. Some of the ways we may use this information are set out below:

- Your adviser and AMP Financial Planning may have access to this information when providing financial advice or services to you;
- Your adviser may, in the future, disclose information to other financial advisers, brokers and those who are authorised by AMP Financial Planning to review customers' needs and circumstances from time to time, including other companies within the AMP group (the Group);
- Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist your adviser and the Group in providing financial advice and services to you. A list of countries where these service providers are located can be found in the Group Privacy Policy;
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (subject to your ability to opt-out as set out in the Group Privacy Policy);
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your adviser and AMP Financial Planning will continue to take reasonable steps to protect your information from misuse, loss, unauthorised access, modification or improper disclosure. You can request access to the information your adviser or AMP Financial Planning holds about you at any time to correct or update it as set out in the Group Privacy Policy. The Group Privacy Policy also contains information about how to make a complaint about a breach of the Australian Privacy Principles.

For a copy of the Group's Privacy Policy visit <http://www.amp.com.au/privacy> or you can contact us.

Australian Finance Group (AFG)

AFG is an aggregator and it acts as a gateway or interface between mortgage brokers and lenders by providing an IT platform through which brokers submit loan applications and deal with lenders as well as providing some other ancillary services.

Lenders may offer incentives that are paid directly to the Accredited Mortgage Consultant. These may include indirect benefits for example business lunches, tickets to sporting or cultural events, corporate promotional merchandise and other minor benefits.

Accredited Mortgage Consultants may be invited to attend the AFG National Conference. This is an annual event which offers Accredited Mortgage Consultants the opportunity for professional development and to hear industry updates and educational presentations by AFG and lender sponsors. AFG subsidises some costs of attendance, which may include meals and accommodation. The value will depend upon a range of factors, including the nature of the courses and events planned.

Any benefits that we may receive that are related to a loan recommended to you which is regulated by the National Consumer Credit Protection Act, will be disclosed in our advice to you prior to application.

Our Financial Advisers and Credit Advisers

About James Harris



Phone	0344118744
Email	james@7wealth.com.au
Authorised representative number	001004375
Credit Representative Number	482338
How I Help	I understand the best way to save money and time, grow wealth, protect you and your family's future and make the complex simple for you. Together on your life journey you will achieve financial freedom and know your financial health is in honest & trusted hands. Enjoy the relief many others are experiencing to help you own your future.

Qualifications (Finance related)

Diploma of Financial Planning

Bachelor of Commerce

Professional memberships

FPA - Financial Planning Association

Financial Ombudsman

Tax Practitioners Board – Tax (Financial) Adviser

The advice and services I can provide

I am authorised to provide all the services listed in the **Our advice and services** section, except for the following:

- Loans including mortgages and personal loans, reverse mortgages and deposit bonds

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

I am also a Credit Representative of AMP Financial Planning and am authorised to provide credit advice regarding how to structure debt, suitability of existing loan structures and repayment options. If you require advice involving mortgages or other lending products, I can refer you to our Accredited Mortgage Consultant.

How I am paid

I receive the following from our practice:

- salary
- dividends

My other business activities and relationships

In addition to providing the services listed in this guide, I have a relationship with Gisborne Home Loans. AMP Financial Planning has no involvement in these activities and is not responsible for any services, advice or products provided by this business.

I control a percentage of the equity interests in the business providing the services listed above. As a result, I will benefit from fees, dividends or income received from the business's profits that may result from any payments or other benefits received in respect of the services provided to you.

About Benjamin Morris

Phone	0344118744
Email	ben@7wealth.com.au
Authorised representative number	1271075
Credit representative number	513530

Qualifications (Finance related)

Bachelor of Business (Financial Planning)

Professional memberships

FPA - Financial Planning Association

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- Employer super
- Exchange traded funds (ETF) and Listed investment companies (LIC)
- Gearing and margin lending
- Goals based investing
- Limited selection of investment guarantees
- Securities (including listed securities)
- Loans including mortgages and personal loans, reverse mortgages and deposit bonds
- Investor directed portfolio services (for example, administration platforms)

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

I am also a Credit Representative of AMP Financial Planning and am authorised to provide credit advice regarding how to structure debt, suitability of existing loan structures and repayment options. If you require advice involving mortgages or other lending products, I can refer you to our Accredited Mortgage Consultant.

How I am paid

I receive the following from our practice:

- salary

I am an employee of 7Wealth Pty Ltd and receive a salary from the practice.

About Elizabeth Youl

Experience	14 years experience working at Westpac. Working at an Accounting firm.
Phone	0419104121
Email	anna@7wealth.com.au
Credit representative number	515170

Qualifications (Finance related)

Certificate IV in Finance and Mortgage Broking

Diploma of Financial Services (Finance/Mortgage Broking Management)

Professional memberships

FBAA - Finance Brokers Association of Australia

The advice and services I can provide

I am an Accredited Mortgage Consultant and as a credit representative of AMP Financial Planning I am authorised to provide credit assistance in relation to loan products.

Subject to meeting lender credit criteria, I can advise on loans relating to

- residential mortgages and home loans
- personal loans
- deposit bonds
- reverse mortgages

Subject to meeting the lender's credit criteria, along with any additional lender or AFG accreditations, I can also advise on and/or arrange loans relating to:

- commercial loans and commercial asset finance

The full list of approved lenders is available on request but is not an exhaustive list of lenders who offer credit of the nature you may seek.

How I am paid

I receive the following from our practice:

- share of revenue

I am an employee of 7Wealth and earns a share of revenue and bonus. I receive 50% of the commission after GST, licensee fee & aggregate fee.

Schedule of fees

Initial service fees

These are fees paid when you have agreed to receive our advice:

Initial service	Fee amount
Budget/Cash Flow Analysis Suited to clients who seek advice in relation to budgeting. A comprehensive budget report will be produced Customised 12 month plan to budget and save	Starting from \$770
Strategic Debt Advice Suited to clients who seek advice on their debt position. Potential advice covers: - Debt cash flow manage - Debt consolidation - Debt strategy paper	Starting from \$770
Protecting Your Wealth Suited to clients who may be concerned about what happens to their family and themselves if they become ill or injured and cannot work, or if they have enough assets to support their family if they pass away. Included: -Comprehensive analysis to assess levels of personal protection required. Potential advice covers Life, TPD, Trauma and Income Protection cover recommendations -Business Insurance Advice will be priced on a case by case basis.	Starting from \$770
Investment Strategy Advice Suited to clients who seek to commence an investment to accumulate wealth outside of superannuation. Advice Included: -Advice that covers investment setup and portfolio construction -Asset allocation advice	Starting from \$1770
Foundations Range Suited to clients who seek to enhance their superannuation savings by making best use of features and benefits that are available. Clients also looking at possible scenario financial modelling e.g. purchase investment property. Advice Included: • Superannuation Consolidation (up to 2 funds) and Review with Insurance • Lost super search • Review alternative fund nomination • Portfolio Construction • Net worth forecasting • Contribution strategies e.g. salary sacrificing, government co-contribution • Maximise your superannuation • Single scenario modelling • Advice covered in protecting 'Protecting Your Wealth' package	Starting from \$2870

Comprehensive Range

Suited to clients approaching retirement or preparing for a life beyond their working days. Assistance with understanding how to increase their superannuation balance and more certainty on longevity of their accumulated funds.

Clients also looking at possible multiple scenario financial modelling e.g. purchase between two investment property

Client considering gearing.

Advice included:

Starting from \$4370

- Commencing a Transition to Retirement
- Retirement Planning & modelling
- Centrelink calculations and strategies
- Gearing
- Multiple scenario modelling
- Redundancy planning
- Portfolio Construction
- Net worth forecasting
- Advice covered in protecting 'Protecting Your Wealth' package.

Where other consultancy services are provided, we will charge an hourly rate. We will provide an estimate and obtain your agreement before proceeding with these services

Our current hourly rate is \$290 which includes GST.

Ongoing service fees

See tooltip for example

We provide ongoing services to help you stay on track to meet your goals. The cost of these services are as follows:

Ongoing service	Fee amount
7W - On Track Package <ul style="list-style-type: none">• The offer of one review meeting per year with your adviser to discuss:<ul style="list-style-type: none">- outcomes and lifestyle changes throughout the year- review of existing investment performance- rebalance of your portfolio (if required) to align to your strategic objectives- further enhancements / changes to your financial strategy that may be a benefit to your overall position.• Administration of your policies and/or portfolio• Four Newsletters (ie updates of product changes, legislative changes, budget updates, lifestyle information) sent to your supplied email address.• Outside of scheduled once yearly review meeting, we offer phone support, discussing investment performance and valuations up to one hour per year.	Starting from \$924 (\$77 per month)
7W - Essentials Update Package <ul style="list-style-type: none">• The offer of two review meeting per year with your adviser to discuss:<ul style="list-style-type: none">- outcomes and lifestyle changes throughout the year- review of existing investment performance- rebalance of your portfolio (if required) to align to your strategic objectives	Starting from \$1680 (\$140 per month)

- further enhancements / changes to your financial strategy that may be a benefit to your overall position.

- Administration of your policies and/or portfolio
- Four Newsletters (ie updates of product changes, legislative changes, budget updates, lifestyle information) sent to your supplied email address.
- Outside of scheduled half yearly review meetings, we offer phone support, discussing investment performance and valuations up to two hours per year.
- We may provide an updated strategy in writing to alter/enhance minor changes to your original advice at no additional cost to you.
- Access to our network of trusted professionals including lending, legal, accounting, general insurance and finance.

7W – Retirement (Pre/Post) Package

• The offer of 1 review meeting per year with your adviser to discuss:

- outcomes and lifestyle changes throughout the year

- review of existing investment performance

- rebalance of your portfolio (if required) to align to your strategic objectives

- further enhancements / changes to your financial strategy that may be a benefit to your overall position.

- Centrelink assistance and updates to entitlements
- Administration of your policies and/or portfolio
- Four Newsletters (ie updates of product changes, legislative changes, budget updates, lifestyle information) sent to your supplied email address.
- Outside of scheduled half yearly review meetings, we offer phone support, discussing investment performance and valuations up to two hours per year.
- We may provide an updated strategy in writing to alter/enhance minor changes to your original advice at no additional cost to you.
- Access to our network of trusted professionals including lending, legal, accounting, general insurance and finance.

Starting from \$242 per month (\$2904PA)

Starting from \$298 per month (\$3576PA)

7W - Platinum Management

• The offer of four review meeting per year with your adviser to discuss:

- outcomes and lifestyle changes throughout the year

- review of existing investment performance

- rebalance of your portfolio (if required) to align to your strategic objectives

- further enhancements / changes to your financial strategy that may be a benefit to your overall position.

- Administration of your policies and/or portfolio
- Four Newsletters (ie updates of product changes, legislative changes, budget updates, lifestyle information) sent to your supplied email address.
- Outside of scheduled quarterly review meetings, we offer phone support, discussing investment performance and valuations with unlimited contact.
- We may provide an updated strategy in writing to alter/enhance minor changes to your original advice at no additional cost to you.
- Work with your other employed professional services such as an accountant, solicitor, lender to provide an integrated and seamless approach.
- Access to our network of trusted professionals including lending, legal, accounting, general insurance and finance.
- Priority service.

Starting from \$3960 (\$330 per month)

7W – Wealth Gym

Our services as part of the **7Wealth – Wealth Gym** are:

- The offer of **six** 60-minute coaching sessions per year with your adviser via face to face or online to discuss:
 - review of goals
 - outcomes and lifestyle changes
 - monitor and report on your cashflow each month
 - track cashflow to your goals
 - 12 month online & app access with a complete overview of your money

Bonus

- Weekly contact and accountability via text
- Twelve Newsletters (ie updates of product changes, legislative changes, budget updates, lifestyle information) sent to your supplied email address.
- Work with your other employed professional services such as an accountant, solicitor, mortgage broker, general insurance to provide an integrated and seamless approach.
- Access to our network of trusted professionals including lending, legal, accounting, general insurance and finance.

Starting from \$77 per week (6month program)

Commissions

We do not receive commissions on investments through new superannuation, managed funds or retirement products. However, some products, particularly older products, may attract commissions.

Any commission amounts will be disclosed to you when providing our advice. The following table is a guide of commissions we may receive.

Product type	Initial commission	Ongoing commission	Example
Insurance (including those held within superannuation)	Up to 66% of the first year's premium for new policies implemented from 1 January 2020.	Up to 22% of the insurance premium each following year.	On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, we would receive an initial commission of up to \$660. We would receive an ongoing commission of up to \$220.00 pa.
	We may receive up to 77% of the first year's premium for new policies implemented between 1 January 2019 and 31 December 2019.		
	We may receive commissions on increases or additions to existing policies of up to 77%.		
Loans	Up to 1.10% of the initial loan balance. AFG retains 1.5% and passes the remainder on to AMP Financial Planning. AMP Financial Planning then retains 15.2% and we will receive the remaining 84.8%.	Up to 0.55% of the outstanding loan balance each year. AFG retains 1.5% and passes the remainder on to AMP Financial Planning. AMP Financial Planning then retains 15.2% and we will receive the remaining 84.8%.	If your loan balance was \$100,000, initial commission would be up to \$1,100. AFG would retain up to \$16.50 and AMP Financial Planning receives \$1,083.50. AMP Financial Planning then passes (\$1,083.50 x 84.8%) \$918.81 on to us. On an annual basis, the commission on a \$100,000

			loan balance would be up to \$550, of which AFG retains up to \$8.25 and AMP Financial Planning receives \$541.75. AMP Financial Planning then passes (\$541.75 x 84.8%) \$459.40 to us.
Deposit bonds	Up to 22% of the deposit bond fee. AFG retains 1.5% and passes the remainder on to AMP Financial Planning. AMP Financial Planning then retains 15.2% and we will receive the remaining 84.8%.	N/A	For example, if your deposit bond fee is \$400, the commission would be up to \$88. AFG would retain up to \$1.32 and AMP Financial Planning receives \$86.68. AMP Financial Planning then passes (\$86.68 x 84.8%) \$73.50 to us.

All fees and charges include GST.

If an agreed advice fee is charged then we may rebate all or some of the commission.