



Financial Services Guide Part 2 – Adviser Profile

Effective date: 1 December 2023

Karen Ryrie

Wealth Planning Solutions Pty Ltd

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This document is incorporated with, and must be read in conjunction with, the Financial Services Guide - Part 1, issued by Personal Financial Services Ltd (**PFS**). When read together, the Financial Services Guide will explain to you how I can provide services to you as an authorised representative of PFS.

My authorisation

I am authorised by PFS under its Australian Financial Services Licence to provide financial advice. My ASIC authorisation number is 284643.

I am a director of Wealth Planning Solutions Pty Ltd, which is a Corporate Authorised Representative of PFS.

My experience, qualifications and professional memberships

I am a Financial Planner with over 26 years' experience in partnering with clients to help them create financial security. My role as a financial planner is to facilitate the financial process with my clients to ensure their financial needs and concerns are understood, analysed and acted upon.

My qualifications and designations include:

- Graduate Diploma of Financial Planning
- Diploma of Financial Planning

The areas in which I can provide financial planning services

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

- Superannuation
- Retirement Planning
- Managed Investments
- Gearing
- Cashflow and debt management
- Personal Risk Insurance
- Business Protection Insurance
- Direct Equities
- Instalment Warrants
- Aged Care
- Specific aspects of Self Managed Superannuation Funds (suitability, comparison with other types of superannuation vehicles, general structure, investments and personal risk insurances)

If you require services that are outside the areas stated above, which I am not authorised to provide advice on, I can provide a referral to a professional who can assist.

If Wealth Planning Solutions Pty Ltd receives a specific fee for this referral, it is disclosed below. It will 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.

Remuneration or other benefits arising from my referral arrangements

All fees shown below are inclusive of GST.

Referrals to external parties

Where you require other professional services, I have referral arrangements in place with:

- Accountants

I do not receive fees for referring you to any of the abovementioned referral partners. If I believe you should seek the professional services of these providers, I will request your consent prior to providing a formal referral.

For share transactions implemented by a referred share broker, Wealth Planning Solutions Pty Ltd may receive up to 0.70% of the brokerage cost incurred. For example, if the total share trade is \$100,000 and the brokerage cost is 1% (\$100,000 x 1% = \$1,000), Wealth Planning Solutions Pty Ltd may receive 0.70% of that brokerage cost; calculated as \$1,000 x 0.70% = \$7.

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

All of your fees are paid to PFS, 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 +GST) per annum up to \$1 million, after which it retains a reduced rate of 5% of fees. The remaining fees are passed to Wealth Planning Solutions Pty. Ltd.

I receive a salary as a director of Wealth Planning Solutions Pty Ltd.

Fees that you pay for the financial services I provide

All fees shown below are inclusive of GST.

Initial advice fees:

Fees are charged for my initial advice and the preparation of an SoA. Fees are based on the complexity of the advice provided and range from \$2,200 (minimum) to \$8,800 (maximum). I will confirm the exact amount, which we will agree on before commencing any work.

You will be sent an invoice and payment is required within 7 days from the invoice date. Please note that my initial advice fees still apply where you decide not to implement my advice.

Implementation fees:

If you proceed with the advice given and additional work is required for implementing that advice, I may charge to cover the costs associated with implementing the recommendations in your SoA. The fee could range from 0.10% to 1.10% of the funds under advice. For example, if you have \$100,000 to invest, and my implementation fee is 1.10% of your portfolio, the fee will be \$1,100.

Execution-only service or ad hoc advice fees:

Fees for execution-only services and ad hoc advice may be charged at an hourly rate in the range of \$440 and \$990 per hour depending on the complexity of the work involved. An estimate of the time required will be provided and agreed upon prior to commencing the work. You will be invoiced for these fees after the service is provided and payment is required within 7 days from the invoice date.

Ongoing service fees:

Once your financial plan is implemented, you may choose to participate in an ongoing review service.

Fees for ongoing services and reviews are all based on an annual fee, ranging from 0.90% to 1.30% of the funds under advice. For example, if you have \$100,000 invested, and my annual fee is 1.10% of your portfolio, the fee will be \$1,100. The agreed ongoing service will comprise review meetings (with the frequency and number of reviews per annum agreed with you) and other ancillary services such as invitations to educational seminars and newsletters. Full details of the services offered in the ongoing service package will be provided at the time my advice is given.

Methods of payment for my fees include:

- Invoice directly to you
- Deducted from your investments (where this option is available and your authorisation to do so is obtained)

Full details of all fees and commissions received in consequence of my financial services will be provided to you in an SoA or RoA and Product Disclosure Statements at the time of receiving any recommendation.

Other benefits and payments which may be (directly or indirectly) received because of the services provided to you

Insurance products

Where I arrange a life insurance product, the insurer pays us an upfront commission and an ongoing commission when the product is renewed each year. The rate of upfront commission payable ranges from 0% up to 66% of the base premium. The rate of ongoing commission payable ranges from 0% - 31%. For some products, the rate of commission payment may affect the amount of premium payable.

For example, if you purchase a life insurance policy with an annual premium of \$1,500 PFS may receive an initial payment of up to \$990, calculated as $\$1,500 \times 66\% = \990 ; and an ongoing commission of \$465 calculated as $\$1,500 \times 31\% = \465 .

You should also refer to Part 1 of the FSG “*The benefits or payments which may be (directly or indirectly) received by us because of the provision of financial planning services*” for details of payments and benefits which my licensee may receive in consequence of individual services provided by me to you.

Alternative benefits that I may receive

From time to time, I may receive alternative forms of non-monetary benefits from product providers or other parties which have a value of less than \$300. These may include hospitality or education and training in relation to my professional development. Details of any alternative benefits I receive are maintained on a register. A copy of the register is available upon request.
