

# Financial Services Guide

## Part 2 (Adviser Profile)

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Date – 13/05/2016

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## PART 2 (Adviser Profile)

Part 2 (Adviser Profile) contains the following sections:

- About Your Adviser (Section 1);
- The Services I Provide (Section 2);
- Fees and Charges (Section 3); and
- Contact and Acknowledgment (Section 4).

This document is Part 2 (Adviser Profile) of the Financial Services Guide (FSG) dated 9 November 2015 and should be read together with Part 1. Part 2 sets out specific details about me as an Authorised Representative of Magnitude Group Pty Ltd ('Magnitude'), Innovative Financial Solutions (QLD) Pty Ltd.

I am authorised by Magnitude to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. I have also been authorised by Magnitude to distribute this FSG.

Magnitude Group Pty Ltd.  
ABN 54 086 266 202 holder of  
Australian Financial Services Licence No. 221557

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200 Barangaroo Avenue, Barangaroo NSW 2000  
GPO Box 3371  
Sydney NSW 2001

Email: [contactus@magnitude.com.au](mailto:contactus@magnitude.com.au)  
Website: [magnitude.com.au](http://magnitude.com.au)

## SECTION 1

### ABOUT YOUR ADVISER

#### WHO IS YOUR FINANCIAL ADVISER?

Your Financial Adviser is Michael Grammatico and Innovative Financial Solutions (QLD) Pty LTD

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Michael Grammatico and Innovative Financial Solutions (QLD) Pty Ltd. The term 'Representatives' refers generally to Magnitude's Authorised Representatives.

My Authorised Representative number 282976 and the Corporate Authorised Representative number is 343003

#### WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

I have extensive experience in the financial planning industry.

I have over a decade of experience in the financial services industry, primarily in Banking, Insurance, Management and Financial Planning. I have worked with a diverse range of personal and business clients to help them on their path to achieve financial independence.

#### WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

I hold an Advanced Diploma of Financial Planning  
I hold a Bachelor of Arts in Leisure Management with a major of Tourism.

I am a member of the Financial Planning Association of Australia Limited and Association of Financial Advisers Ltd

#### DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

I have an association with Innovative Financial Solutions (QLD) PTY Ltd as a director. Fees and commissions are paid to Innovative Financial Solutions (QLD) PTY Ltd by Magnitude for distribution to me. Innovative Financial Solutions (QLD) PTY Ltd is also a Corporate Authorised Representative of Magnitude and is not a related company of Magnitude. Innovative Financial Solutions (QLD) PTY Ltd's Authorised Representative number is 343003.

## SECTION 2

### THE SERVICES I PROVIDE

#### WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

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

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Retirement savings account products;
- Superannuation products

#### ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED TO PROVIDE?

I am not authorised by Magnitude to provide advice or services in the following areas:

- Self-Managed Super Funds
- Derivatives
- Securities (e.g. shares); and
- Standard margin lending facilities;

Please ask me if you would like a referral for these services. If I receive a specific fee for this referral, it is disclosed below in Section 3 'Fees and Charges'. It may also be disclosed in an advice document such as a Statement of Advice ('SoA'), if I provide you with personal advice.

#### HOW CAN YOU PROVIDE YOUR INSTRUCTIONS TO ME?

You may provide instructions to me by using any of the contact details provided in Section 4 'Contact & Acknowledgment'.

#### PRIVACY STATEMENT

In addition to the information provided in the Magnitude FSG Part 1 on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available at [www.infinancial.com.au](http://www.infinancial.com.au) and/or by calling us on 07 5562 2200.

## SECTION 3

### FEES AND CHARGES

#### HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Magnitude.

Magnitude receives all fees and commission's payable for the services we provide, and pays 100% of all the fees and commissions it receives to Innovative Financial Solutions (QLD). A proportion of all the fees and commissions Innovative Financial Solutions (QLD) PTY Ltd receives per annum, up to \$60,000 per financial year, is payable to Magnitude.

I receive director fees and profit share as a director of Innovative Financial Solutions (QLD) PTY Ltd. As determined by that company as appropriate from time to time

#### WHAT IS YOUR FINANCIAL ADVISERS FEE STRUCTURE?

As part of detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, I will discuss and agree the fees with you.

Advice fees are inclusive of GST and payable by you at the following stages:

- 1.) **Recommendation:** For having a personalised financial plan (SoA) prepared, a plan preparation fee (up to \$10,000) 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.
- 2.) **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 will be included in the above recommendation fee.
- 3.) **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 \$0 to \$10,000.

Where a placement fee and/or implementation fee is charged, I may rebate all or part of the initial commissions and/or ongoing commissions received from a product issuer, by way of an increase in your investment amount.

Where I receive an initial commission and/or ongoing commission amount, I may rebate all or part of the implementation and/or placement fee to you.

**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.

### **WHAT OTHER BENEFITS DOES YOUR FINANCIAL ADVISER RECEIVE?**

In addition to the remuneration detailed above, I am eligible to qualify for other benefits and entitlements as detailed below:

- From time to time, we may accept alternative forms of remuneration from product providers or other parties (up to a value of \$300), such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

### **WILL YOUR FINANCIAL ADVISER BE PAID WHEN MAKING A REFERRAL?**

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

## SECTION 4

### CONTACT & ACKNOWLEDGMENT

#### HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

**Your Financial Adviser:**  
Michael Grammatico

Phone: 07 5562 2200  
Fax: 07 5593 0555  
Mobile: 0416 245 195  
Email: michael@infinancial.com.au  
Website: www.infinancial.com.au

**Practice details:**

Innovative Financial Solutions (QLD) Pty Ltd  
2/35 Woodstock Rd,  
Toowong QLD 4066

Phone: 07 5562 2200  
Fax: 07 5593 0555  
Email: enquiries@infinancial.com.au  
Website: www.infinancial.com.au

#### ACKNOWLEDGMENT – CLIENT COPY

I/We acknowledge that I was/we were provided with the Magnitude Financial Services Guide Part 1 dated 9 November 2015 and Part 2 (Adviser Profile) dated 13 | 05 | 2016, as well as the supplementary FSG dated 1 January 2018.

Client name: \_\_\_\_\_

Client signature: \_\_\_\_\_ Date received: \_\_\_\_\_

Client name: \_\_\_\_\_

Client signature: \_\_\_\_\_ Date received: \_\_\_\_\_

**OR** complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the Magnitude Financial Services Guide Part 1 dated 9 November 2015 and Part 2 (Adviser Profile) dated 13 | 05 | 2016 as follows:

Sent to (Client name(s)): \_\_\_\_\_

Sent on (Date): \_\_\_\_\_

Sent by (Name): \_\_\_\_\_

**ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)**

I/We acknowledge that I was/we were provided with the Magnitude Financial Services Guide Part 1 dated 9 November 2015 and Part 2 (Adviser Profile) dated 13 | 05 | 2016, as well as the supplementary FSG dated 1 January 2018.

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