

# Financial Services Guide

## Part 2 (Adviser Profile)

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Date – 13/05/216

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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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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 Ben McGrath and Innovative Financial Solutions (QLD) Pty Ltd.

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

My Authorised Representative number is 337146 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 spent 11 years as a Financial Adviser offering advice to individual clients as well as small and large business clients. I have experience in broad areas of finance and specifically with Financial Planning. This experience makes me comfortable with providing clients with direction and perspective for their financial planning needs.

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

I hold a Diploma of Financial Planning, Advanced Diploma of Financial Services and a Bachelor of International Business

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

I am a director of BJ McGrath Pty Ltd which has a service agreement with Innovative Financial Solutions (QLD) PTY Ltd ('the Practice'). I have an association with the Practice under a service arrangement. The Practice distributes to BJ McGrath Pty Ltd the fees and commissions paid by Magnitude, and I receive the fees and commissions paid to it by Magnitude. Innovative Financial Solutions (QLD) PTY Ltd is also a Corporate Authorised Representative of Magnitude and is not a related company of Magnitude. Ben McGrath Authorised Representative number is 337146

## 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;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Securities (e.g. shares);
- Superannuation products
- Government debentures, stocks or bonds;

#### 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:

- Derivatives;

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 have an association with Innovative Financial Solutions (QLD) PTY Ltd ('the Practice') under a service arrangement. I will receive as remuneration up to 75% of the Advice Fees and Product Commissions paid to Magnitude.

#### 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.  
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## SECTION 4

### CONTACT & ACKNOWLEDGMENT

#### HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

**Your Financial Adviser:** Phone: 07 5562 2200  
Ben McGrath Fax: 07 5593 0555  
Email: ben.mcgrath@infinancial.com.au  
Website: www.infinancial.com.au

**Practice details:** Phone: 07 5562 2200  
Innovative Financial Solutions (QLD) Pty LTd Fax: 07 5593 0555  
59/1 Arbour Av, Robina QLD Email: enquiries@infinancial.com.au  
4226 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.

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.

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

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

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