

# Financial Services Guide

Provided by:

A to Z Wealth for Life Pty Ltd

ABN 68 116 299 935

Authorised Representative No. 294650 (**A to Z Wealth**)

Sebastian Baluyot

Authorised Representative No. 280199

(together **we, us, our**)

As authorised representatives of Impact Wealth Solutions Pty Ltd

ABN 64 641 315 997 AFSL No. 525676 (**Licensee**)

Date: **24<sup>th</sup> of February 2023**

The distribution of this financial services guide (**FSG**) is authorised by the Licensee.

## **Not Independent**

Disclosure of Lack of Independence required under section 942B(2) (fa) of the Corporations Act.

Impact Wealth Solutions Pty Ltd ('IWS') is not independent, impartial or unbiased (which are restricted words or expressions under the Corporations Act) because IWS, its representatives, associates and/or affiliates may receive monetary benefits in connection with the provision of personal advice to retail clients, are generally restricted to recommending financial products from our Approved Product List and have associations and/or relationships with issuers of financial products which could reasonably be expected to influence the advice provided. Detailed information regarding our relationships and associations and how we are remunerated will be disclosed in full when we provide you with a Statement of Advice (SoA).

Please note that notwithstanding the statement above, if you are a retail client and we give you personal advice, we have a duty to act in your best interests and prioritise your interests and are obliged to provide you with appropriate advice.

## **Purpose of this document**

The purpose of this FSG is to assist you in deciding whether to use our services by giving you information about the type of services we provide, how we are remunerated and your rights when you have a complaint about the services we provide to you.

We recommend that you read and understand this FSG before you engage us to provide you with any financial services. If you have any questions, please get in touch with us.

## **Additional documents you may receive from us**

When we provide you with financial planning services you may receive:

- a Statement of Advice (**SoA**) or Record of Advice (**RoA**). These documents set out the advice we provide to you. If you have not been provided with the ROA, you may request a copy of it free of charge at any time within 7 years after the advice was provided to you, by contacting us;
- a Product Disclosure Statement (**PDS**) which provides details about the significant risks and benefits, costs, charges and other significant characteristics or features of the products we have recommended.

If you enter into an ongoing service agreement with us, you will receive annual fee disclosure statements and we will ask you to renew the agreement and consent to the deduction of advice fees from your account each year.

## **Financial services we are authorised to provide**

We are authorised to provide personal advice and dealing services to both retail and wholesale clients for the following financial products:

- deposit and payment products (basic and non-basic deposit products);
- debentures, stocks, or bonds issued or proposed to be issued by a government;
- life risk insurance;
- interests in managed investments schemes including investor directed portfolio services and separately managed accounts products;
- retirement savings accounts products;
- securities;
- standard margin lending facility;
- superannuation; and
- tax (financial) advice services on matters that are directly related to the nature of the financial planning advice provided to you.

## **Impact Wealth Solutions Private Wealth Services**

### **Investment Reporting**

Where you engage us to provide personal advice, your adviser will formally review your portfolio periodically (at agreed intervals) in consultation with you as part of our ongoing commitment to providing you with advice specific to your own investment objectives, timeframe, tolerance for risk and other requirements.

### **Investment Strategy Briefings**

Our clients will be given the opportunity to attend investment strategy briefings from time to time with our Head of Research and other analysts where appropriate.

### **Online Reporting**

Impact Wealth Solutions clients have access to a selection of reports through their A to Z Wealth for Life website and dedicated smartphone and tablet apps.

## **Impact Wealth Solutions Portfolio Service**

The Impact Wealth Solutions Portfolio Service gives you access to an administration and tax reporting service to complement the advice provided by your Adviser. This is an optional extra service that is available to you if you pay a fee based on a percentage of the value of assets under management. The annual tax report prepared as part of the Impact Wealth Solutions Portfolio Service provides a summary of income and distributions received from your portfolio as well as a summary of realised and unrealised capital gains. Our reports are designed to help you and your tax Adviser efficiently manage capital gains tax events.

The additional services available in the Impact Wealth Solutions Portfolio Service includes:

### **End of Financial Year Tax Reporting**

Your reports will also provide useful tax information including capital gains tax information, income reporting and portfolio performance reporting. Our reports are designed to help you and your tax Adviser efficiently manage year-end tax compliance.

### **Enhanced Online Reporting**

Our Portfolio Services clients will receive additional features on their online reporting platforms:

- enhanced portfolio valuation;
- access to capital gains tax information, including realised and unrealised reports;
- income transactions; and
- cash transactions for linked cash accounts.

## Impact Wealth Solutions Separately Managed Accounts

Impact Wealth Solutions Pty Ltd is an Investment Portfolio Manager of the following Model which is available via the Auxilium Managed Portfolio Service SMA platform:

- Impact Wealth Solutions Australian Equities Dynamic Growth Portfolio SMA ('IWS SMA')

'IWS SMA' is an approved Investment model which is available on the Auxilium Managed Portfolio Service (a registered managed investment scheme under the Corporations Act 2001 (Cth) (ARSN 533 605 026).

Auxilium Managed Portfolio Service enables investors to select and invest in model portfolios constructed by various portfolio managers including Impact Wealth Solutions.

Fiducian Investment Management Services Limited ABN 28 602 441 814 AFSL: 468211 (RE Services) is the responsible entity of the scheme and issuer of interests in the scheme. Fiducian Investment Management Services (RE Services) has appointed Impact Wealth Solutions Pty Ltd as a model manager of its own model portfolio and distributor of other Investment models available on the platform.

If you invest in one or more model portfolios through Auxilium Managed Portfolio Service, you will have the benefit of an administration and reporting platform provided by Fiducian Investment Management Service (RE Services) together with a beneficial interest in assets that are held on your behalf via a custodian and managed on a discretionary basis in accordance with the investment strategy of the relevant model portfolio(s) and in accordance with the advice/instructions given to Fiducian Investment Management Service (RE Services) by the investment manager of each model portfolio (which may include 'IWS SMA').

Offers to invest in 'IWS SMA' are made in the current PDS. Impact Wealth Solutions Pty Ltd may receive a "Management Fee" as disclosed in the PDS for portfolio management and administration obligations in connection with investments held in 'IWS SMA' in the form of an annual percentage of the value of the recommended amount invested in the SMA which currently is 0.48% p.a.

The "Management Fee" (i.e., 0.48% p.a.) received in relation to the management of 'IWS SMA' is paid to the Licensee (not the adviser, Sebastian Baluyot or practice, A to Z Wealth for Life Pty Ltd). All fees associated with the SMA product will be disclosed in the SoA and / or ROA.

The PDS and Target Market Determination (TMD) can be obtained from Impact Wealth Solutions and should be considered before deciding whether to acquire or hold an interest in 'IWS SMA'

## Investment and Portfolio Management Services

Our investment and portfolio management services may include the administration and support of your self-managed superfund (SMSF) or personal portfolio, investment management and reporting, investment advice and periodic portfolio reviews.

## Strategic Advice

To obtain strategic financial advice, you will pay us a fee for service, which may be ad hoc or ongoing in nature. Strategic financial advice and planning may cover such areas including:

- Cash flow modelling and projections;
- Strategies to reduce debt and maximise cash flow;
- Financial risk mitigation & planning
- Consideration and implementation of appropriate tax-efficient investment structures;
- Construction of long-term strategies for wealth creation and retirement planning;
- Maximising the use of the superannuation environment to take advantage of any available tax concessions; and
- Development of wealth transfer strategies or estate planning strategies.

## How can you provide us with instructions?

### Who does the Licensee act for?

As authorised representatives, we provide financial services on behalf of the Licensee. In providing those financial services, the Licensee acts on its own behalf.

## Fees

All fees are payable to A to Z Wealth (accept the 'IWS SMA' management fee" - refer to page 4).

Sebastian Baluyot is a beneficial owner of the shares on issue in the Licensee and A to Z Wealth and therefore shares in the profits that both entities make.

### General advice

We may charge you a fee for any general advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with the general advice. Details of the fee will be agreed with you in an engagement letter. You may request information about these fees within a reasonable time after receiving this FSG but before you are provided with any general advice.

### Personal advice

We may charge you a fee for any personal advice we provide to you. That fee may be either a "**Fixed \$ Fee**" based on the amount of hours it takes us to prepare and provide you with personal advice. These fees will be agreed with you beforehand as part of an engagement letter and will be disclosed in a SoA or RoA which will be provided to you.

The Fixed Personal advice fee may range from \$0 - \$15,000 depending on the advice you require.

### Ongoing Advice fees

We may charge ongoing advice and service fees depending on the ongoing service that we provide to you.

They are typically charged as a "**Flat \$ Fee**", paid monthly.

The ongoing advice service fees will be agreed with you in our ongoing service agreement.

Ongoing Advice fees may range from \$0 - \$10,000 depending on your ongoing service needs.

### **Ongoing Investment Management & Support fees**

We may charge ongoing investment management fees depending on the ongoing service that we provide to you.

They are typically charged as either a "**Flat \$ Fee**", paid monthly and/or a "**Percentage based Performance Fee**" ranging between 0% - 25% of the increase in the net investment value, measured and paid on a quarterly basis.

The ongoing Investment management fees will be set out in the SoA or RoA that we provide to you and will be agreed in your ongoing service agreement.

### **Brokerage fees**

We may charge a brokerage fee of between 0% - 0.2%, with a minimum of \$35 (plus GST) when you buy or sell listed investments. This fee will typically be applied to each transaction as a set percentage of the investment amount.

The services and fees will be set out in the SoA or RoA that we provide to you.

### **Insurance commissions**

We may receive a one-off upfront commission when you take out an insurance policy we recommend. The upfront commission will be between 0% - 66% of the first year's annual premium.

We also receive an ongoing commission payment of between 0% - 33% of the annual premium for as long as you continue to hold the policy.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays us an upfront commission of 60%, we will receive \$1,200. The issuer will pay us 10% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$200 per year.

You will be advised of the exact amount of these commissions in the SoA or RoA.

### **Other Benefits**

We may also receive additional benefits by way of sponsorship of education seminars, conferences, or training days. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

### **Adviser remuneration**

Sebastian Baluyot shares in the profits that the Licensee and A to Z Wealth make.

## **Referrals**

We may pay a referral fee to any third party who successfully refers you to us to receive financial services. Similarly, we may receive benefits for referring you to another party, including referral fees or non-monetary benefits. All referral payments will be disclosed in any SoA or RoA you receive. All referral fees received are paid to the Licensee (not the adviser or practice).

## **Associations**

We are required to disclose any associations or relationships between us, our related entities and product issuers that could reasonably be capable of influencing the financial services we provide to you.

## **Conflicts of Interest**

Entities associated with Impact Wealth Solutions Pty Ltd include, without limitation the following entities;

Fiducian Investment Management Services Limited ABN 28 602 441 814 AFSL: 468211. We have an agreement with Fiducian Investment Management Services in relation to the investment management of certain model portfolios made available through the Auxilium Managed Portfolio Service (a registered managed investment scheme under the Corporations Act 2001 (Cth) (ARSN 533 605 026) which also includes the "Impact Wealth Solutions Australian Equities Dynamic Growth Portfolio SMA" (refer to page 4).

Sebastian Baluyot may recommend investments in shares that he holds or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

## **Making a Complaint**

We endeavour to provide you with the best advice and service at all times.

If you are not satisfied with our services then we encourage you to contact the Licensee. Please call the Licensee or put your complaint in writing to the Licensee's office. The Licensee will endeavour to resolve your complaint in 5 business days.

If you still do not receive a satisfactory outcome or the Licensee does not respond to you within 30 days after you make the initial complaint, you have the right to complain to the Australian Financial Complaints Authority (**AFCA**) at the following address:

GPO Box 3  
Melbourne VIC 3001  
Ph: 1800 931 678  
Fax: 03 9613 6399  
Website: [www.afca.org.au](http://www.afca.org.au)  
Email: [info@afca.org.au](mailto:info@afca.org.au)

You may only contact AFCA once you have followed the above procedure.

## **Your Privacy**

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and on our website at [www.atozwealth.com.au](http://www.atozwealth.com.au)

## **Compensation arrangements**

The Licensee holds professional indemnity insurance in respect of the financial services we provide. This professional indemnity insurance complies with the requirements of the Corporations Act. The professional indemnity insurance covers all of the financial services we are authorised to provide to you.



## Contact Us

If you have any queries about our financial services, please do not hesitate to contact us:

**Licensee's contact details:**

*Suite 5, 54 Melbourne Street*

*North Adelaide SA 5006*

*Ph: (08) 8311 1124*

*E: [admin@Impactwealthsolutions.com.au](mailto:admin@Impactwealthsolutions.com.au)*

**A to Z Wealth's details**

*Suite 5, 54 Melbourne Street*

*North Adelaide SA 5006*

*Ph: (08) 8311 1124*

*E: [admin@atozwealth.com.au](mailto:admin@atozwealth.com.au)*