

Fortnum Principal Practice Profile

Fortnum Private Wealth Pty Ltd (ABN 54 139 889 535), AFSL 357306 trading as Fortnum Financial Advisers (FFA) is a Group representing a number of like-minded advisers united in a "client-first" approach, in which all Principal Practices have an equity stake.

Fairway Financial Advice is comprised of:

Fairway Financial Advice Pty Ltd¹ (ABN 68 786 381 811, Corporate Authorised Representative Number 287057) and Fairway Too Pty Ltd (ABN 82 601 766 581, Corporate Authorised Representative Number 466445).

The advisers of Fairway Financial Advice are Authorised Representatives of FFA.

Note: This Principal Practice Profile forms an essential part of the Financial Services Guide ("**Guide**"). The Guide is not complete without it.

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Fairway Financial Advice

We believe in old fashioned values such as personal service, good value for money, and treating each client as an important individual. At the same time, we are happy to embrace advances in technology and new ideas, as long as they benefit our clients.

"The *Right Thing* to do" underlines all relationships with our clients, business partners and each other.

We know that the *Right Thing* to do will be different for each individual, but our consistent promise to you is:

- We will listen to what is important to YOU
- We will design solutions that suit YOU
- We will support YOU at each step of the journey

We aim to provide you with a great experience so that you will tell your friends, family and colleagues that dealing with FAIRWAY Financial Advice is the *Right Thing* to do.

Credibility

To ensure that our recommendations are supported by quality research and products, we are proudly a founding Principal Practice of Fortnum Financial Advisers.

Fortnum is one of Australia's fastest growing and highest calibre financial networks.

We believe Fortnum have the people, culture, security, vision and Client First Guarantee that makes a *genuine* difference for you, and us.

¹ Fairway Financial Advice Pty Ltd as trustee for The Neil Macdonald Family Trust

Our team

Neil Macdonald DipFS(FP), B.Econ

Authorised Representative Number: 269188

Neil is the Proprietor of Fairway Financial Advice Pty Ltd. He has worked in the financial services industry since 1990 beginning his career with National Mutual (now AXA) before joining a boutique financial advising firm in 1995. He became an insurance adviser in 1997 and now is a Personal and Business Insurance specialist. He joined Fortnum Financial Advisers in August 2010.

Glenn Dibley AdvDipFS(FP)

Authorised Representative Number: 328176

Glenn is employed by Fairway Too Pty Ltd. He has worked in the financial services industry since 2006 and as a practicing adviser from 2008 gaining experience within the banking industry and in Private Practice. Glenn has developed an extensive industry knowledge relating to pre and post Retirement Planning, Investment strategies, Centrelink Advice and Insurance solutions.

Products Offered

Neil Macdonald is authorised to provide financial product advice to clients and deal in:

- Life investment or life risk products

Neil is able to refer clients to Glenn Dibley for advice relating to:

- Life investment or life risk products
- Deposit and payment products
- Derivatives
- Interests in managed investment schemes, including investor directed portfolio services (IDPS)
- Managed Discretionary Account (MDA) services
- Retirement savings accounts
- Securities
- Superannuation
- Standard Margin Lending facilities

Services Offered

The advisers noted in this profile are able to offer their clients the following services:

- Investment strategies including gearing and savings plans, ASX Listed Securities
- Budget and cash flow planning
- Debt management
- Superannuation advice, including salary sacrifice and consolidation strategies
- Personal insurance strategies
- Centrelink / DVA advice
- Retirement planning advice
- Estate planning advice
- Advice on ownership and structures eg. Discretionary and family trusts
- Portfolio review services
- Ongoing advisory services
- Referrals to specialists, eg. Accountants, solicitors

In addition Glenn Dibley is also authorised to advise in:

- Self Managed Superannuation

Adviser Remuneration

The advisers noted in this profile may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document.

➤ Salary

Your adviser may be paid a salary based on experience and capability.

➤ Bonus

Your adviser may be eligible to receive a bonus based on a combination of revenue and other non financial measures that relate to compliance, staff training and the quality of service.

Other benefits

Your adviser may also receive other benefits, all of which are detailed in the Guide under the heading 'other benefits'.

Your adviser is also required to keep a register of small value benefits (i.e. \$100 to \$300 in value) which may be received by them from product and service providers. These benefits are permissible unless they are received frequently or similar benefits, when combined, exceed \$300. These registers are available at your adviser's office for inspection with 7 days' notice.

No direct Fee for Insurance

If you purchase or retain a Life Insurance policy on our recommendation, we may receive brokerage payments from the Insurer who issues the policy. There are a number of ways these payments can be structured. Insurers currently offer brokerage payments of up to 110% of the first year's premium and up to 30% for subsequent years over the life of the policy.

Referral Arrangement

We may make payment to people or organisations that refer clients to us. We pay up to 30% of the total remuneration received by us in conjunction with the referral. Full details of any related party payments will be provided to you in the Statement of Advice document.

Commissions from product and service providers

Commissions may be paid to FFA by product and service providers who, in turn, may pay a proportion of this to Fairway Financial Advice as detailed in the Guide under the heading 'Remuneration received by Principal Practices'.

If your adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

A combination of fee for service and remuneration from product and service providers may be payable.

Contact details

If you would like to make an appointment, please contact our office on:

Phone: (07) 3325 4775
Fax: (07) 3325 4776
Email: info@fairwayfinancial.com.au

Address:
Suite 6, 25 Ferguson Street, Albany Creek QLD
4035

Client Fees

There are various ways that you may pay for the services that are provided. You can pay a fee for service, or an entry fee based on a percentage of your initial investment or a combination of both. Your adviser will obtain your agreement in a letter of engagement and your written consent will be obtained prior to proceeding.

Consultation

An initial consultation is provided to all new clients without cost or obligation.

Fee for Service

If you pay a fee for service to FFA, they may pay a proportion of this to Fairway Financial Advice as detailed in the Guide under the heading 'Remuneration received by Principal Practices'.

If your adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

A fee for service may be payable for the following services:

- Preparation of advice
- Initial adviser services
- Ongoing adviser services
- Ongoing review services

Preparation of Advice

This fee is payable on presentation of our advice. As a guide, the preparation of advice fee is charged according to the complexity of your situation as follows:

- Specific Advice at a minimum of \$1,100.00 (GST inclusive): this advice is usually specific to one area of your situation, i.e.: investment portfolio;
- Strategic Advice at a minimum of \$1,650.00 (GST inclusive): this advice is the most common style of advice and relates to an analysis of your whole situation and strategies for the future. This includes superannuation consolidation and projections.

- Structural Advice at a minimum of \$2,750.00 (GST inclusive): this advice is provided in very complex situations and usually involves a number of difference structures and strategies.
- You may also be charged an additional hourly rate of between \$150 and \$250 depending on the complexity of the advice given and your circumstances. This will be agreed between you and your adviser prior to proceeding.

Initial Adviser Services

To implement the agreed strategies, we may charge an initial adviser service fee. This fee is only payable if you accept our recommendations and you ask us to implement them for you. It is payable at the time of implementation and you can choose to pay by invoice or it may be deducted from your portfolio.

Ongoing Adviser services

We recommend that you review your financial situation at least every 12 months or whenever your personal or financial circumstances change.

Our fee for assisting you at this time may be calculated as a percentage of your account balance or as a negotiated flat fee. You can arrange for the payment to be taken directly from your portfolio or paid on invoice under a fee for service arrangement.

Ongoing review services

If we have no ongoing service arrangement with you, you need to ask us for advice or a review. We may then charge you a fee for any services we provide. The fee may be calculated as a percentage on your account balance or as a flat fee or charged by the hour for work completed. This fee will be agreed to between you and your chosen Adviser before work is commenced and disclosed in your applicable advice document.