

Principal Practice Profile

Fairway Financial Advice

Fortnum Principal Practice Profile

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.

This Financial Services Guide (**our Guide**) provides you with important information about Fortnum Financial Advisers (**FFA**) and its Authorised Representatives (**Advisers**) who may provide you with the services described in our Guide.

Our Guide consists of two parts:

- Part 1 of our Guide; and
- the Principal Practice Profile (this document).

The information in our Guide is not complete without both documents, which must be read in conjunction with each other.

Contact Details

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

Phone: (07) 3325 4775

Fax: (07) 3325 4776

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

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

Fairway Financial Advice

Authorised Representative Numbers:
Fairway Financial Advice Pty Ltd - 287057
Fairway Too Pty Ltd - 466445

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.

You can also find information on our Practice at www.fairwayfinancial.com.au

Your Advisers Authorisations and Service Offering

The below table summarises the areas our advisers are authorised to provide financial product advice to you.

Authorisation	Neil Macdonald	Glenn Dibley	Courtney Cooper
Deposit and payment products	x	✓	✓
Debentures, stocks or bonds issued or proposed to be issued by a government	x	✓	✓
Derivatives	x	x	x
Life Investment or life risk products	✓	✓	✓
Interests in managed schemes, including investor directed portfolio services	x	✓	✓
Managed Discretionary Account (MDA) services	x	✓	✓
Retirement savings accounts	x	✓	✓
Securities	x	✓	x
Superannuation	Insurance advice within Superannuation only	✓	✓*
Standard Margin Lending facility	x	✓	x

*Courtney is not authorised to provide SMSF Advice.

Fairway Financial Advice is registered with the Tax Practitioners Board as Tax (Financial) Advisers and our Advisers can provide tax advice in regard to the strategies and financial products that are recommended to you.

The table below summarises the services our advisers can provide to you:

Services Offered	Neil Macdonald	Glenn Dibley	Courtney Cooper
Investment Strategies including gearing and savings plans	x	✓	✓
Budget and cash flow planning	x	✓	✓
Debt Management	x	✓	✓
Superannuation advice, including salary sacrifice and consolidation strategies	x	✓	✓
Self-Managed Super Fund	x	✓	x
Personal insurance strategies	✓	✓	✓
Centrelink / DVA advice	x	✓	✓
Retirement planning advice	x	✓	✓
Estate planning advice	x	✓	✓
Advice on ownership and structures eg Discretionary and family trusts	x	✓	✓
Portfolio Review Services	x	✓	✓
Ongoing advisory services	x	✓	✓

Our advisers may also engage by referral the use of specialists such as Accountants, Mortgage Brokers and Legal Practitioners.

Our Advisers

Adviser Name	Neil Macdonald	Glenn Dibley	Courtney Cooper
Qualifications	<ul style="list-style-type: none"> - Insurance - general, life and broking - Advanced Investments Planning, Retirement Planning, Contingency Planning, Tax Strategies - Risk Management and Insurance Planning (DFP2) - Entry Level Competencies for Financial Services Professionals - Bachelor of Economics 	<ul style="list-style-type: none"> - Advanced Diploma of Financial Services (Financial Planning) - Diploma of Financial Services (Financial Planning) 	<ul style="list-style-type: none"> - Certificate Estate Planning - Diploma of Financial Planning - Advanced Diploma of Financial Planning
Authorised Representative Number	269188	328176	1258334
Memberships	Financial Planning Association of Australia (FPA)	FPA	
Bio and Experience	<p>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 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</p>	<p>Glenn is a partner in 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.</p>	<p>Courtney is employed by Fairway Financial Advice Pty Ltd. She has worked in the financial services industry since 2011 and has a strong customer service and product knowledge background supporting her evolution to an adviser in 2017. Specialising in Personal and Business Insurance solutions, Courtney, also is accredited in pre and post Retirement Planning and Investment Strategies.</p>

Client Fees

As outlined in Part 1 of our Guide there are various ways that you may pay for the services that are provided.

- Fee for Service
- Commissions from a product or service provider
- A combination of the above.

Fee for Service

The fee for service may be payable for the preparation of advice, initial advice, ongoing adviser services and ongoing review and advice services. The actual fee depends on individual circumstances and will be outlined in your Letter of Engagement.

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 different 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.

Fees will be agreed based on your requirements and the complexity of your financial circumstances. All fees charged will be fully detailed in the Letter of Engagement you receive and will be agreed with you prior to you becoming liable for them. All fees are inclusive of GST.

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

If your adviser receives a proportion of this remuneration directly attributable to the advice and/or service they have provided you, they will inform you of the amount at the time they provide you with advice.

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 commission payments of up to 110% of the first year's premium and up to 30% for subsequent years over the life of the policy.

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 Part 1 of our 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.

Adviser Remuneration

Courtney Cooper is an employee of Fairway Financial Advice Pty Ltd and has been appointed as an Authorised Representative of FFA.

Courtney 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.

- Your adviser may be paid a salary based on experience, capability and responsibilities within Fairway Financial Advice
- 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.

Neil Macdonald and Glenn Dibley are partners of Fairway Too Pty Ltd and have been appointed as Authorised Representatives of FFA.

Neil Macdonald is a director/shareholder of Fairway Financial Advice and has been appointed as an Authorised Representative of FFA.

Neil Macdonald and Glenn Dibley 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.

Neil Macdonald and Glenn Dibley may be paid a salary based on experience and capability.

Neil Macdonald and Glenn Dibley 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.

Your adviser may receive dividends and/or distributions as a shareholder of Fairway Financial Advice Pty Ltd and/or Fairway Too Pty Ltd.

Further Conflicts You Should Be Aware Of

Relationships and Associations

The extensive list of products and services approved by FFA includes products and services provided by entities with whom Fairway Financial Advice and/or your Adviser have a relationship or association, either directly or via a related entity.

We believe that your interests should be placed first and that products and services should only be recommended if it is in your best interests. However, it is important that you know of, and are comfortable with, those relationships and associations and any benefits that arise.

Shareholding in Fortnum Private Wealth Ltd

Your adviser or your adviser's Principal Practice either personally, directly or through an associated entity, may be a shareholder in Fortnum Private Wealth Limited (FPW), which as stated trades as FFA.

Shareholding in Fortnum Financial Group Limited (FFG)

Your adviser or your adviser's Principal Practice either personally, directly or through an associated entity, may be a shareholder in Fortnum Financial Group Limited.

FFG has a majority shareholding in a number of entities. If your adviser or adviser's Principal Practice either personally, directly or through an associated entity, holds shares in FFG, then they also have an interest in Fortnum Lending Services Pty Ltd (FLS) – which provides credit assistance services.

FFG Shareholding in Innova Asset Management

FFG has a major shareholding of Innova Asset Management Pty Ltd (IAM), the asset manager for many of the investment options available through the e-Clipse Super and Super Pension Plan and the e-Clipse UMA Service.

IAM is also the asset manager for some Model Portfolios available through other administration platforms. If appropriate for your needs, your adviser may recommend products provided by e-Clipse Online Pty Ltd or model portfolios available through an administration platform.

If so, FFA, FFG and consequently your adviser or the Principal Practice (as shareholders in FFA and/or FFG) may benefit from these recommendations.

Fortnum Advice Platform Trust (FAP Trust)

Principal Practice entities may hold units or other interests in FAP Trust which gives them an interest in benefits distributed by FAP Trust. 60% of distributions by FAP Trust are paid to Principal Practices in proportion to the gross revenue of FAP Trust referable to clients of the Principal Practice entity.

Making and Receiving Referrals

We may provide you with a referral to other professionals. This may include, but is not limited to, Accountants, Mortgage Brokers and Legal Practitioners. You may also have been referred to us by another professional.

We may make payments 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 referral payments will be provided to you in any Statement of Advice or Record of Advice.