

Financial Services Guide Part 1

Before seeking our advice, you probably have a number of questions you would like to ask about Bellwether Financial Group Pty Ltd. You have the right to ask us about our charges, the type of advice we will give you and what you can do if you have a complaint about our services. Key information is set out in answer to the questions below. If you need more information or clarification, please ask us.

This Financial Services Guide (FSG) is issued with the authority of Bellwether Financial Group Pty Ltd.

This FSG must be read in conjunction with Part 2 as it forms part of this FSG. It provides detailed information about your Financial Adviser such as their contact details, referral sources and the types of financial products they can advise and deal in.

Financial Adviser Standards and Ethics Authority Ltd (FASEA), the standards body for Part 7.6 of the Corporations Act 2001 (The Code) has determined a Code of Ethics.

From 1 January 2020, the Code imposes ethical duties on all providers of personal advice to retail clients and is designed to promote higher standards of behaviour and professionalism in the financial services industry.

Bellwether Financial Group Pty Ltd and our representatives will always act in a way that demonstrates, realises and promotes the five values and twelve standards of the Code. The Code can be viewed via the FASEA website page; fasea.gov.au/code-of-ethics

You should also be aware that you are entitled to receive a Statement of Advice (SOA) whenever we provide you with any advice which takes into account your objectives, financial situation and needs. The Statement of Advice will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice. On an ongoing basis, if there have been no significant changes in your personal circumstances or the basis of the advice has not significantly changed since your last SOA was provided, a Record of Advice (ROA) will be provided instead of an SOA. You have the right to request a copy of your advice document/s at any time.

In the event that we make a recommendation to acquire a particular financial product (other than securities) or offer to issue or arrange the issue of a financial product, we must also provide you with a Product Disclosure Statement (PDS). This PDS contains information about the particular product which will enable you to make an informed decision in relation to the acquisition of that product.

BEFORE YOU GET OUR ADVICE

Who are the advisers?

Our team of financial advisers are experienced professionals committed to providing our clients with services that meet their needs and objectives. Please refer to the Part 2 of this FSG for information regarding your financial adviser.

Who will be providing the advisory services to me?

All our financial advisers are representatives of Bellwether Financial Group Pty Ltd AFSL No. 479993, and Bellwether is responsible for the advice provided by its representatives.

What advisory services are available to me?

- Deposit and Payment Products – Basic Deposit

- Deposit and Payment Products – Non-basic Deposit
- Government Debentures, Stocks and Bonds
- Life Products – Investment Life Insurance Products
- Life Products – Life Risk Insurance Products
- Managed Investment Schemes including IDPS
- Retirement Saving Account Products
- Securities
- Superannuation
- Standard Margin lending products

When providing you with these advisory services, we act on your behalf.

Product recommendations are only made after considering their suitability for your individual investment objectives, financial situation and needs. Under the Corporations Act 2001 the advice provider is obligated to act in your best interest and this

requires the advice provider to collect all required information about your financial situation and needs and objectives, make inquiries into the information provided, and investigate appropriate products and strategies that will meet your needs and objectives. From time to time where the advice provider cannot recommend any appropriate products or where the advice provider feels your best interest will not be served by him/her, the advice provider has a right to refuse the provision of advice or services.

We can provide regular reviews of your portfolio. If you choose to use this service, you will pay a fee that is tailored to your individual preference and circumstances.

How will I pay for the service?

There are various ways we may be remunerated for the service we provide, including:

- **Professional fees** – where you pay a fee to Bellwether Financial Group Pty Ltd for all the services that we provide, this may be charged by direct invoice, deducted from your investment products or a combination of both;
- **Brokerage/commissions** – where the product provider pays Bellwether Financial Group Pty Ltd upon your initial investment and/or ongoing regularly throughout the life of your investment or insurance policy; or
- **A combination of both** – this is dependent on the type of service and ongoing arrangements agreed to.

Your fees will be discussed between you and your financial adviser before any recommendations are made and services provided to you. All fees will also be disclosed to you in the provided advice documents, initially the Statement of Advice and on an ongoing basis via a Record of Advice.

Hourly Rates

Hourly rates are usually applied for the initial formulation of financial advice. All fees are inclusive of GST. Our rates are as follows:

Senior Financial Adviser	\$330 per hour
Financial Adviser	\$220 per hour
Adviser Assistant	\$165 per hour
Administrative Assistant	\$110 per hour

Professional Advice Fee

A typical cost for initial advice would range from \$3,300 for simple advice up to \$22,000 more detailed and sophisticated advice. The price is dependent on the complexity of your situation and needs. An indicative price will be provided prior to the preparation of any advice.

If you choose to have us implement your financial strategy/s the fee will depend on the work involved and is subject to a minimum of \$2,200.

These fees may be paid under an invoice arrangement or deducted from an investment product or a combination of both.

Ongoing Fees and Charges

The ongoing fees and charges can be made up of a combination of any or all of the following:

- Service Package of between \$2,200 and \$6,600 per annum
- Ongoing Portfolio Management fee of up to 1.10% per annum of funds under advice.

Portfolio Management Fee

We have an established investment committee that takes an oversight role in relation to the development of our authorised product list and model portfolios. The recommendations of this committee will establish our protocols with regards to any transactions i.e. the purchase or sale of underlying holdings. Such transactions will be facilitated at no additional fee to you.

Personal Insurance

Unless we advise otherwise, we are remunerated by commission from the relevant insurer whenever you enter into an insurance policy arranged by us (including renewal and some variations).

Period	Capped % Fee premium (Inc GST)	Trailing Commission % of Premium where there is not an increase in benefit of the policy (Inc GST)
1 January 2018	88%	22%
1 January 2019	77%	22%
1 January 2020	66%	22%

The commission is a percentage of the insurer's base premium (that is the premium excluding stamp duty and any other government charges). Existing commission ranges between 0 – 110% in the first year and 0% and 35% per annum in subsequent years. The commission paid to us is utilised to cover our administration costs in relation to the insurances we recommend.

The commission is paid by the product issuer and is not an additional charge to you.

Claims Handling Fee

If you engage us to handle any claim on your behalf, the fee will depend on the work involved, subject to a minimum of \$1,100.

Centrelink Assistance

If you engage us to assist you with any Centrelink matters, the fee will depend on the work involved, subject to a minimum of \$1,100.

Transparency

We operate on a full disclosure policy for any fees received by the Licensee and Representatives. You will receive a Statement of Advice (SOA) detailing remuneration received by Bellwether Financial Group Pty Ltd and its representatives prior to making a decision on recommendations in the SOA. On an ongoing basis, remuneration will be disclosed via a Record of Advice.

If we have an ongoing fee arrangement with you which exceeds 12 months, then you will receive from us a Fee Disclosure Statement annually setting out the fees you have paid to us, the services that we are contracted to provide and what services we did provide to you over that period.

A service agreement will be provided to you at the time of engagement clearly defining the services to be provided and the associated fee.

Every two years we will send you a renewal notice requesting your consent for us to continue to provide services to you. By law we must have your consent within 30 days of the renewal date in order for us to continue to provide services to you.

You have a right to request further information in relation to the remuneration received by Bellwether Financial Group Pty Ltd and its representatives.

Bellwether Financial Group may from time to time receive a benefit from preferred product providers by way of sponsorship of educational seminars, conferences, marketing material or training days. Other benefits, such as prizes, awards and hospitality events (e.g. sporting events) may also be received. Details of benefits between \$100 and \$300 will be maintained on a Register. Benefits over \$300 are not allowed to be accepted.

You have a right to request for further information in relation to the remuneration, the range of amounts or rates of remuneration, and soft dollar benefits received by the licensee and/or authorised representative.

Other Arrangements

Bellwether Financial Group Pty Ltd is not owned by any Fund Manager or institution and there are no relationships that will influence the advice that you receive from them.

Your adviser may hold an interest in a financial product. Any significant interest/ownership will be recorded in a register of financial product holding and where appropriate, this holding will be disclosed to you in the SOA or ROA.

What about your privacy?

Bellwether Financial Group Pty Ltd is committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. A copy of our Privacy Statement will be provided to you at or before your initial meeting and future copies may be obtained from our website www.bellwetherfg.com.au

WHEN YOU GET OUR ADVICE

Do I get detailed information about actual commissions and other benefits my adviser gets from making the recommendations?

Yes. You have the right to know about details of commissions and other benefits your financial adviser receives for their recommendations. All commissions, fees and other benefits received by the financial adviser as a result of providing advice are clearly detailed in the advice document provided in writing.

Will you give me advice that is suitable to my investment needs and financial circumstances?

Yes. However, to do so we need to find out your individual investment objectives, financial situation and needs before we recommend any investment to you. You have the right not to divulge this information to us, if you do not wish to do so. In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

What should I know about any risks of the investments or investment strategies recommended to me?

We will explain to you any significant risks of investments and strategies that we recommend to you. If you are unsure about any of the risks discussed, you should ask us for further clarification.

What information do you maintain in my file and can I examine my file?

We maintain a record of your personal profile that includes details of your investment objectives, financial situation and needs. We also maintain records of any recommendations made to you. If you wish to examine your file, we will make arrangements for you to do so.

As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Act to verify your identity and the source of any funds.

This means that we will ask you to present identification documents such as passports and driver's licence. We will also retain copies of this information. We assure you that this information will be held securely.

Can I tell you how I wish to instruct you to buy or sell my investment?

Yes. You may notify us by telephone, fax or other means, however, in all cases, we must receive written confirmation of these instructions before we can take action.

Compensation Arrangements / Professional Indemnity

Bellwether Financial Group Pty Ltd confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity insurance in

accordance with s.912B of the Corporations Act 2001 (as amended). In particular our Professional Indemnity insurance, subject to its terms and conditions, provide indemnity up to the sum insured for Bellwether Financial Group Pty Ltd and our Directors, Financial Advisers and employees in respect of our authorisations and obligations under our Australian Financial Services Licence.

Where a Director, Financial Adviser, or employee has ceased work with Bellwether Financial Group Pty Ltd, this insurance will continue provide cover for any work they completed whilst they were engaged with us.

IF YOU HAVE ANY COMPLAINTS

Who can I speak to if I have a complaint about the advisory service?

We are committed to providing quality advice to our clients. This commitment extends to providing accessible complaint resolution mechanisms. If you have any complaint about the service provided to you, you should take the following steps:

Contact your adviser and tell your adviser about your complaint.

- If your complaint is not satisfactorily resolved within 7 days, please contact Bellwether Financial Group Pty Ltd on (08) 9225 4462 or put your complaint in writing and send it to us at PO Box Z5393 St Georges Tce, Perth WA 6831 or email management@bellwetherfg.com.au. We will try and resolve your complaint quickly and fairly.
- If an issue has not been resolved to your satisfaction, you can lodge a complaint with the Australian Financial Complaints Authority, (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.
Website: www.afca.org.au
Email: info@afca.org.au
Telephone: 1800 931 678 (free call)
In writing: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001
- If your concerns involve unethical conduct, you may wish to consider raising these concerns with the Financial Planning Association of Australia (FPA). They can be contacted on 1300 337 301 or at PO Box 109 Collins St West, Melbourne VIC 8007.

Financial Services Guide Part 2

This is Part 2 of a Financial Services Guide (FSG) and should be read in conjunction with Part 1.

Financial Services are provided to you by:

Representative Name	Martin Watson
Authorised Representative ASIC Number	000239514



Martin Watson CFP®, Dip FM, Dip FP, SA Fin
Managing Director / Senior Financial Adviser

Born and raised in Melbourne, Martin started in the financial services industry at a major banking institution in 1986 and worked in a variety of roles before moving to WA in 1991.

He commenced his financial planning career in 1996. After completing his Diploma of Financial Planning, Martin moved on to work as a financial planner and stockbroker. He became a Certified Financial Planner in 2001.

In 2004, Martin formed his own financial planning business in partnership with Pat Sullivan and from 2005 they operated under a national licensee until 2016.

Martin prides himself on providing clients with realistic and practical advice to help them manage the transition from work to retirement while enjoying the lifestyle they desire and help clients meet their objectives.

Outside of work, Martin is married to his beautiful wife Wendy and they have two daughters, Cassie and Sophia. Martin is also a proud dad to Ashleigh and Jacqui. In his spare time Martin enjoys music, travel, sport and working around the home.

Martin is able to provide all services available under the Bellwether license and specialises in self-managed superannuation funds, transitions to retirement and retirement planning. In addition, he also advises in margin lending, insurances and investments.

Martin has attained the following qualifications and certifications:

- Certified Financial Planner (FPA)
- Diploma in Financial Planning (Deakin University)
- Diploma in Financial Markets (Securities Institute of Australia)
- Self-Managed Superannuation Funds (Tribeca)
- Margin Lending Accreditation Program (Financial Essentials)

Martin is authorised by Bellwether to offer you the following Services & Products:

- Deposit and Payment Products – Basic Deposit
- Deposit and Payment Products – Non-basic Deposit
- Government Debentures, Stocks and Bonds
- Life Products – Investment Life Insurance Products
- Life Products – Life Risk Insurance Products
- Managed Investment Schemes including IDPS
- Retirement Saving Account Products
- Securities
- Superannuation
- Standard Margin lending product

Martin is also registered with Tax Practitioners Board (24956812) as an Individual Tax (Financial) Adviser and as such is suitably qualified to offer advice that relates to taxation requirements.

Martin receives remuneration in the form of salary and as a business owner may also participate in profit share. Martin may also receive bonuses which are based on both financial and non-financial performance targets being achieved. These targets are not related to the use of any particular platform or product.