

Financial Services Guide

Part 2 (Adviser Profile)

Date 12/03/2019

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 12th March 2019 and should be read together with Part 1. Part 2 sets out specific details about me as an Authorised Representative of Total Licensing Solutions Pty Ltd ('TLS')

I am authorised by TLS to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. I have also been authorised by TLS to distribute this FSG.

Total Licnesing Solutions Pty Ltd.
ABN 11 617 276 990 holder of
Australian Financial Services Licence No. 495981

119 Main Street
BAIRNSDALE, VICTORIA. 3875

Email: accounts@afsltls.com.au

SECTION 1

ABOUT YOUR ADVISER

WHO IS YOUR FINANCIAL ADVISER?

Your Financial Adviser is Romi Bitar.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Romi Bitar and Financial Solutions Victoria Pty Ltd. The term 'Representatives' refers generally to Total Licensing Solutions Pty Ltd (TLS) Authorised Representatives.

My Individual ASIC Authorised Representative number is 242328 and the Corporate Authorised Representative ASIC number for Financial Solutions Victoria Pty Ltd is 001243845.

WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

I have extensive experience in the financial planning and accounting industry.

I have spent over 19 years as a Financial Adviser offering advice to individual clients as well as small and large business clients. Prior to becoming Self Licensed I was an Authorised Representatives with several Licensees. In 2017 I made the decision to become Self Licensed to remove all alignments with large financial institutions and to move forward as a locally owned and operated Self Licensed Financial Services business.

WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

I am a Certified Financial Planner® or CFP® Practitioner and Life Risk Specialist™. I hold an RMIT Bachelor of Business (Financial Planning) and an Associate Diploma in Accounting. I am a member of the Financial Planning Association of Australia Limited (FPA), the Association of Financial advisers (AFA) and the Self Managed Super Fund Association..

I am an Accredited Aged Care Professional.

DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

I have an association with Financial Solutions Victoria Pty Ltd ABN 92 612 358 111 as a Managing Director. Fees and any associated commissions and professional fees are paid to Financial Solutions Victoris Pty Ltd by Total Licnesing Solutions Pty Ltd for distribution to me. Financial Solutions Victoria Pty Ltd is also an Authorised Representative of Total Licensing Solutions Pty Ltd and is a related company

of Total Licensing Solutions Pty Ltd. Financial Solutions Victoria Pty Ltd Authorised Representative number is 001243845.

I am also the Managing Director of Wealth Solutions Victoria Pty Ltd ABN 90 116 002 656. Fees and any associated commissions and professional fees are paid to the Wealth Solutions Victoria Pty Ltd by Total Licensing Solutions Pty Ltd for distribution to me. Wealth Solutions Victoria Pty Ltd is also an Authorised Representative of Total Licensing Solutions Pty Ltd and is a related company of Total Licensing Solutions Pty Ltd. Wealth Solutions Victoria Pty Ltd Authorised Representative number is 377514.

I am also the Sole Director and Responsible Manager of the AFSL Licensee Company Total Licensing Solutions Pty Ltd ABN 11 617 276 990

SECTION 2

THE SERVICES I PROVIDE

WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

I am authorised by Total Licensing Solutions Pty Ltd to provide financial services, including advice or services in the following areas:

- Deposit products;
- Self Managed Super Funds – Investment Advice Only (including advice to establish an SMSF)
- 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); and
- Superannuation products
- Aged Care

ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED TO PROVIDE?

I am not authorised by Total Licensing Solutions Pty Ltd to provide advice or services in the following areas:

- Consumer credit advice & assistance
- Finance Broking
- Derivatives
- Managed Discretionary Accounts (MDA)

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 Total Licensing Solutions Pty Ltd 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.finsolvic.com.au and/or by calling us on (03) 5153 2507 Bairnsdale Office and on (03) 5143 2507 Sale Office..

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 Total Licensing Solutions Pty Ltd.

Total Licensing Solutions Pty Ltd pays fees and commissions it receives from all Corporate Authorised Representatives to Financial Solutions Victoria Pty Ltd for distribution. Total Licensing Solutions Pty Ltd will pay Financial Solutions Victoria Pty Ltd 100% of all fees and commissions received.

I receive profit share as a Director of Financial Solutions Victoria Pty Ltd.

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 \$5,000.00) 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. You will be provided with a quote for the total costs of engaging our services prior to any work commencing. Please note that the above up to fee is a guide only to the maximum costs.
- 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 the amount of funds invested, but will not exceed:

- a. a range from \$440 (min.) to \$4,400(max).

- 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 up to \$10,000.00 depending on the ongoing service offer you require. You will be provided with an Ongoing adviser service agreement that will outline the total costs and services you will receive before engaging our ongoing service proposal. You will receive an Annual Fee Disclosure Statement confirming the work we have provided for you as well as an Annual Opt In/Out offer to either continue with our Ongoing Service Arrangement or to unsubscribe from this service.

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 AMOUNTS DO MY EMPLOYER AND OTHER RELATED ENTITIES RECEIVE FOR FINANCIAL SERVICES?

Financial Solutions Victoria Pty Ltd receives 100% of fees, commissions and incentives. The directors of Financial Solutions Victoria Pty Ltd have a profit share arrangement to distribute company profits annually to shareholders and staff.

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:

- Local Conferences

**WILL YOUR FINANCIAL ADVISER BE PAID
WHEN MAKING A REFERRAL?**

I will not receive a payment for making a referral to an external specialist such as an accountant, mortgage broker or solicitor

If you have been referred to me by an external party and you accept the services I provide, I will not make a payment to the external party for that referral.

SECTION 4

CONTACT & ACKNOWLEDGMENT

HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

Your Financial Adviser: Phone: (03) 5153 2507
Romí Bitar Fax: (03) 5153 2508
Email: romi@finsolvic.com.au
Website: www.finsolvic.com.au

Practice details: Phone: (03) 5153 2507
Financial Solutions Victoria Fax: (03) 5153 2508
Pty Ltd Mobile: 0412 579 235
119 Main Street Email: admin@finsolvic.com.au
Bairnsdale Victoria 3875 Website: www.finsolvic.com.au

ACKNOWLEDGMENT – CLIENT COPY

I/We acknowledge that I was/we were provided with the Total Licensing Solutions Pty Ltd Financial Services Guide Part 1 dated 12th March 2019 and Part 2 (Adviser Profile) dated 12| 03|2019.

Client name: _____

Client signature: _____ Date received: _____

Client name: _____

Client signature: _____ Date received: _____

ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)

I/We acknowledge that I was/we were provided with the Total Licensing Solutions Pty Ltd Financial Services Guide Part 1 dated 12th of March 2019 and Part 2 (Adviser Profile) dated 12| 03|2019.

Client name: _____

Client signature: _____ Date received: _____

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