

# Financial Services Guide

1 February 2022

## Version 15

### Part Two

*This document is part of a Financial Services Guide and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 21, dated 1 Feb 2022. This is an important document that will introduce your adviser, Bronnie Abraham.*

## Authorised Representative Profile

Your adviser is Bronnie Abraham, an Authorised Representative of Paragem. Bronnie's ASIC Authorised Representative number is 439919.

Bronnie has spent the last 13 years working for Dolfinwise in a variety of roles and has significant experience in insurance, superannuation, retirement planning and wealth creation. She has a Bachelor of Commerce, majoring in both Financial Planning and Accounting, which she completed at Griffith University.

Bronnie is a Certified Financial Planner™. This is internationally recognised as the highest available qualification in Financial Planning. She has also been appointed as a Commissioner for Declarations (C.Dec) for the State of Queensland.

Bronnie is a partner at Dolfinwise, who is also an Authorised Representative of Paragem (Authorised Representative number 1289353).

Dolfinwise contact details:

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Dolfinwise is a registered business name of the partnership of Cameron Renshaw and Associates Pty Ltd and Sophia Private Wealth Pty Ltd.

Bronnie Abraham is authorised by Paragem to advise and deal in the following financial products:

- ☒ Deposit products (Cash and Term Deposits)
- ☒ Debentures, stock and bonds issued by a government
- ☒ Life Insurance risk products
- ☒ Life Insurance investment products
- ☒ Managed Investment Schemes (Unit Trusts)
- ☒ Securities (shares)
- ☒ Superannuation including Self-Managed Superannuation Funds
- ☒ Retirement Savings Accounts

## Remuneration

You may pay a fee for service and advice, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Relevant costs or fees will be discussed and approved by you prior to any services being provided.

Paragem will pay Dolfewise 100% of the fees and/or commissions detailed in this schedule. Paragem will charge Dolfewise for licensee services and is not linked to client revenue.

All revenues received on behalf of Bronnie Abraham's clients are disbursed to Sophia Private Wealth Pty Ltd. Bronnie Abraham is a director and shareholder of Sophia Private Wealth Pty Ltd and will receive a salary as well as dividends from Sophia Private Wealth Pty Ltd.

## Advice Fees

### Ongoing Advice - Annual

A fee is charged for the provision of our ongoing advice service. This includes the implementation of our recommendations, reviewing of strategies and investments and any changes required throughout the year. The fee will be quoted to you before advice is provided and is payable within 14 days of the delivery of the initial advice.

<b><u>Indicative Annual Fees - Ongoing Advice Annual</u></b>	
<b>Advice Type</b>	<b>Fee including GST</b>
Standard Advice	\$2,200 to \$8,800
Business clients/Complex clients	\$8,800 +

We prefer direct payment of our fees but may be able to facilitate payment from a product held on occasion where this is requested.

### Statement of Advice – Initial One-off Fee

A fee is charged for the research, preparation and delivery of this document. The fee will be quoted to you after your first appointment and is payable within 14 days of the delivery of our advice.

<b><u>Indicative Fees - Initial Statement of Advice</u></b>	
<b>Advice Type</b>	<b>Fee including GST</b>
Standard Advice	\$1,650 to \$6,600
Insurance Only Advice	\$550 to \$1,110

## Implementation of Insurances

We offer all clients the option of remunerating us for insurance advice via a fixed fee. If a fixed fee is agreed, then we will remove the commissions that would otherwise be paid to us by the product provider and this will result in a decrease in the policy premiums.

If you choose to pay us fully or partially via commission, then the following will apply: We will receive an upfront commission of between 0% and 66% of the first year's annual premium, and then an annual ongoing commission of between 0% and 22% of the annual premium.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays us an upfront commission of 66%, we will receive \$1,320. The issuer will pay us 22% 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 \$440 per year.

There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or reduced in the first year and 60% clawback of commission in the second year.

## Potential Conflicts of Interest

### Ownership

Paragem is a wholly owned subsidiary of Diverger Limited, an ASX listed company that provides services to financial advisers and accountants in the areas of licensing, training, education and client engagement. Diverger Limited has a material shareholder, HUB24 Limited, which offers a leading investment administration and reporting platform to the Australian marketplace. We are obliged to always act in a client's best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

## Referral Payments

We do not pay or receive any form of referral payments.