

FINANCIAL SERVICES GUIDE - JUNE 2021

Not Independent

We are not independent, impartial or unbiased within the meaning of Section 923A of the Corporations Act. As Echelon Wealth Management Pty Ltd and Corporate Authorised Representative Northcoats Pty Ltd may receive commissions/payments resulting from the sale of Life Insurance products.

This Financial Services Guide describes our financial planning and advisory services to assist you in deciding whether to use our services. In addition, it explains how we are remunerated, our professional indemnity insurance and how we handle any complaints you may have.

We may give you other documents when providing our services. These may include:

- **Statements of Advice** - If we provide you with advice about your personal circumstances, we will set out our recommendations in a Statement of Advice (or, in some cases, a shorter document called a Record of Advice). This will also tell you how we will be remunerated for the advice we give you. When we provide further advice to you, we may not give you a Statement of Advice. However, we will record the advice, and you can ask us for a copy of the advice.
- **Product Disclosure Statements** - If we recommend that you acquire a financial product, we will also provide you with a Product Disclosure Statement containing information about the product's features and risks.

OUR SERVICES

We are an authorised representative of Australian Financial Services (AFS) licensee, Echelon Wealth Management Pty Ltd AFS License 327250

Our financial planning and advisory services can assist you to:

- Identify your financial and investment objectives, taking into account your current financial position and personal circumstances.
- Help you to develop financial goals and investment strategies.
- Advise you on how to implement your investment strategies; and
- Recommend and arrange financial products and services that are suitable for your needs.

We provide advice in the following areas:

- Cash Management – budgeting, debt management
- Superannuation – consolidating or optimising superannuation.
- Life Insurance – personal or business succession
- Investment – recommendations, planning, one-off investment.
- Retirement planning – income and investments
- Self-Managed Super Fund – advice, establishment and administration.
- Estate Planning

The financial products we can arrange for you include:

- Deposit and payment products
- Securities
- Managed investment schemes
- Superannuation, including Self-Managed Super Funds (SMSF)
- Investor directed portfolio services.
- Government debentures, stocks and bonds
- Retirement savings accounts
- Life risk and investment products
- Margin lending

We research a broad range of products and select those that are worthy of recommendation to our clients. We also review the performance of those products periodically to ensure they remain competitive and will meet your ongoing needs.

We act for you when giving advice and arranging financial products.

HOW CAN YOU DEAL WITH US?

You can deal with us in person, by phone or by email. However, it is important that you provide us with complete and accurate information about your circumstances and that you take the time to check any assumptions we make and the basis for our advice. If you don't, our advice may not be appropriate for your needs.

Naturally, your circumstances may change over time. When this happens, our initial advice and recommendations may no longer be appropriate for you. Instead, we can periodically review your financial position, personal circumstances, financial goals, and investment strategies to decide whether those strategies, objectives and the financial products you hold are appropriate. Or you can contact us for a review when your circumstances change.

HOW WE ARE PAID

<p>Financial planning and investment services</p>	<p>We charge for our financial planning and investment services based on our time looking after your needs. The rate will depend on the nature of the services you ask us to provide, for example:</p> <ul style="list-style-type: none"> • Financial planning and investment advice - \$295.00 incl GST per hour • SMSF specialist advice - \$395.00 incl GST per hour • Review services - \$295.00 incl GST per hour • SMSF Administration - starting at \$5,520.00 incl GST. <p>We will provide a fee estimate when you engage us to provide services to you.</p> <p>Our fees for financial planning and investment services depend on the type of services we provide to you.</p> <ul style="list-style-type: none"> • Initial advice fee - For our initial review and advice, we charge a fee of between \$2,500.00 to \$3,600.00 incl GST, depending on the complexity of your situation.
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<p>Financial planning and investment services</p>	<ul style="list-style-type: none"> • Implementation fee – For implementing our recommendations, we charge a fee of between \$2,500.00 to \$3,600.00 incl GST, depending on the extent of the work required. • Annual advice fee – If you ask us to provide a yearly review and advice services, we will charge a minimum of \$5,520.00 for total funds less than \$300,000. • For accounts that we manage for you above \$300,000, the following scale of fees applies. The fees charged and rates will depend on the amount of your investments, as follows: <ul style="list-style-type: none"> • Up to \$400,000 1.60 % • \$401,000 to \$1,000,000 1.00 % • \$1,000,001 to \$2,000,000 0.60 % • Over \$2,000,000 0.30 % • Share transactions - If we undertake share transactions (buy or sell) for you, we will charge a flat fee of \$75.00. (this is in addition to the brokerage charged by your stockbroker).
<p>Life insurance services</p>	<p>If we arrange life insurance for you, we may receive a commission from the insurers with whom we place your insurance. The amount may vary depending on the insurance type but is in the range of 31% to 66% of the first year's premium (excluding taxes and statutory charges). In addition, we also receive an ongoing commission from the insurer during the life of your policy in the range of 22% to 31% of the premium (excluding taxes and statutory charges). These commissions are included in the premium for the policy and are disclosed in our statement of advice.</p> <p>If we advise on insurance on a fee for service basis. We will either rebate all of the commission received or reduce the commission receivable to zero.</p> <p>We will charge you a minimum fee of \$3,300 and up to \$5,750 incl GST, depending on the complexity and advice provided. This fee is payable in addition to the premium.</p>
<p>Dividends and Distributions</p>	<p>Robert Northcoat is a director and shareholder of Northcoats Pty Ltd and AFS Licensee, Echelon Wealth Management Pty Ltd. He may receive distributions from these entities from time to time.</p>

WHO WE PAY?

<p>Advisers</p>	<p>Our advisers are paid a salary. We may also ask you to agree that they also receive a share of the fees you pay, and the commissions' Echelon Wealth Management receives.</p>
<p>Referrers</p>	<p>We do not pay referral fees or provide other benefits to third parties. We decline referral payments or other benefits from third parties.</p>

IMPORTANT ASSOCIATIONS

Echelon Wealth Management Pty Ltd has no association or equity relationship with financial institutions, product manufacturers, or investment platform providers.

We may refer you to Echelon Finance from time to time if you require assistance with specialised property finance. Our directors are also director/shareholders of Castor Bay Pty Ltd t/as Echelon Finance, holder of credit representative license CRN 486 807, Connective Mortgage Brokers.

Echelon Wealth Management Pty Ltd and Northcoats Pty Ltd do not receive any benefits from making referrals for the use of these services.

OUR PROFESSIONAL INDEMNITY INSURANCE

Echelon Wealth Management Pty Ltd, our AFS licensee, has professional indemnity insurance in place, which covers us for any errors or mistakes relating to our financial planning services. This insurance meets the requirements of the Corporations Act. It covers the services provided by our authorised representatives now and after they cease working with us. (Provided, we notify the insurer of the claim when it arises, which is done within the relevant policy period).

WHAT TO DO IF YOU HAVE A COMPLAINT?

If you have a complaint about our services, you can discuss the matter with your adviser or contact our Complaints Officer on 08 9022 7722. We will acknowledge receipt of your complaint immediately and attempt to resolve it within 14 days. If we cannot resolve your matter, you may refer it to AFCA - an external dispute resolution facility.

Echelon Wealth Management Pty Ltd is a member of the Australian Financial Complaints Authority (AFCA). AFCA is an external dispute resolution scheme that provides fair and independent financial services complaint resolution free to consumers. If an issue has not been resolved to your satisfaction, you can complain with AFCA. Any decision AFCA makes is binding on us, but not on you.

You can contact AFCA at www.afca.org.au, info@afca.org.au or (free call) 1800 931 678. Or write to.

Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001

HOW CAN YOU CONTACT US?

We can be contacted at:

<p>Your financial planner Robert Northcoat CFP Northcoats Pty Ltd Corporate Authorised Representative AR No: 269917 Level 1, 202 Hannan Street Kalgoorlie WA Ph: 08 9022 7722 Email: contactus@echelon.cc www.echelon.cc</p>	<p>Our AFS licensee Echelon Wealth Management Pty Ltd ABN: 86 130 835 360 AFS Licence No: 327250 Level 1, 202 Hannan Street, Kalgoorlie WA Ph: 08 9022 7722 Email: contactus@echelon.cc www.echelon.cc</p>
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This FSG has been authorised for distribution by the AFS licensee identified above.

HOW WE PROTECT YOUR PRIVACY?

We are committed to protecting your privacy. We use the information you provide us to advise you on your financial circumstances, goals and strategies. We provide your information to the product issuers you choose to deal with (and their representatives). We do not trade, rent or sell your information or disclose it to overseas recipients.

If you don't provide us with complete information, we can't properly advise or assist you with your financial service's needs. For more information about how to access the information we hold about you, how to have it corrected and how to complain if you think we have breached the privacy law, ask us for a copy of our Privacy Policy by contacting us on 08 9022 7722 or visiting our website at www.echelon.cc

This FSG was prepared on 30th June 2021.