

## Financial Services Guide: Part Two



**This document is Part Two of a Financial Services Guide & must be read in conjunction with Part One.**

This Financial Services Guide (FSG) contains important information about:

- Your Authorised Representative/s;
- The Financial Products and Services provided by your Authorised Representative;
- How your Authorised Representative charges for their services; and
- How NEO Financial Solutions Pty Ltd (the Licensee, 'NEOFS' AFSL 385845) and its Authorised Representatives are paid.

## Authorised Representatives Profile





### Corporate Authorised Representative Profile

Authorised Representative Name		Lifegro Pty Ltd
Authorised Representative ASIC Number		411643
Trading Name		Lifegro Financial Planning
Business Address		21/199 Balcatta Road, Balcatta WA 6021
Postal Address		PO Box 502, Balcatta WA 6914
Telephone		08 6333 0800
Email		<a href="mailto:info@lifegro.com">info@lifegro.com</a>
Website		<a href="http://www.lifegro.com">www.lifegro.com</a>

*Lifegro Pty Ltd is a Corporate Authorised Representative of NEO Financial Solutions Pty Ltd.*

### Authorised Representative Profile

Authorised Representative Name		Nigel Owen
Authorised Representative ASIC Number		236520
Mobile		0432 433 993
Email		<a href="mailto:Nigel.owen@lifegro.com">Nigel.owen@lifegro.com</a>

*Nigel Owen is an Authorised Representative of NEO Financial Solutions Pty Ltd and a Sub Authorised Representative of Lifegro Pty Ltd.*

### Authorised Representative Background

Nigel Owen first qualified as a Financial Planner in 2003. His business career thus far has included employment by large institutions such as AMP and Deloitte, as well as experience in owning and operating his own small and medium sized businesses.

#### Relevant educational and professional qualifications include:

- Certified Financial Planner (CFP) and member of the FPA (Financial Planning Association of Australia)
- Chartered Accountant (CA) and member of Chartered Accountants Australia and New Zealand

#### He is experienced in a broad range of financial planning disciplines including:

- Superannuation and Self-Managed Superannuation Strategies
- Retirement Aims and Transition to Retirement Strategies
- Investments and Savings Strategies
- Personal Insurance
- Borrowing to invest, and home loan repayment acceleration
- Business succession planning and business owners' personal insurance

## Financial Products Authorisation

The Authorised Representative named in this FSG has been authorised by NEOFS to provide advice and deal in the following financial products:

✓	Deposit & Payment Products	✓	Managed Investments
✓	Government Debentures, Stocks & Bonds	✓	Securities
✓	Life Products – Life Risk Insurance Products	✓	Self-Managed Superannuation Funds
✓	Life Products – Investment Life Insurance Products	✓	Standard Margin Lending Facilities
✓	Superannuation, RSA's & Retirement Income Stream Products		

The Authorised Representative named in this FSG cannot advise or deal in the following financial products:

✗	Managed Discretionary Accounts	✗	Derivatives
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## How We Get Paid

NEOFS receives all remuneration for services provided by your Authorised Representative. NEOFS then pays Lifegro Pty Ltd 100% of all remuneration received. From this Lifegro Pty Ltd pays Nigel Owen a salary, share of profits and/or bonuses. Following is a guide as to how commissions and/or fees may be charged. If you choose to receive personal advice, the Statement of Advice you receive will detail the specific payments in relation to the products recommended.

## What Are the Costs

**All Fees Are Inclusive of GST.**

Your Authorised Representative may provide you with an initial meeting for which there is no charge. Further meetings including the preparation, implementation and ongoing advice will be charged by one or a combination of methods as outlined below. You may elect to be invoiced directly for these fees to be paid to NEOFS or you may elect to have these fees deducted from your investments. An estimated cost of services will be provided to you before commencing any work.

<b>Initial Appointment</b>		
We will collect information from you at this meeting and provide you with general advice only at this meeting. The costs in providing comprehensive advice services will be quoted to you at this meeting. To receive comprehensive advice, you will need to have a Statement of Advice prepared.		<b>No Charge</b>
<b>Fee for Service Hourly Rate</b>		
We may charge an hourly rate for the services we provide.		<b>\$330 / Hour</b>
<b>Statement of Advice Preparation Fees</b>	<b>From (Min)</b>	<b>To (Max)</b>
Advice fees are charged based on the complexity of the advice provided. <i>Please note the SOA preparation fees still apply where you decide not to implement our advice.</i>	<b>\$0</b>	<b>\$16,500</b>
<b>Implementation of Advice (Non-Insurance) (1<sup>st</sup> Year Only)</b>	<b>From (Min)</b>	<b>To (Max)</b>
<b>Implementation Fee: Flat Fee</b> Investment of superannuation and non-superannuation funds	<b>\$0</b>	<b>\$7,700</b>

Life Insurance Commission – New Policies (1 <sup>st</sup> Year Only)	From (Min)	To (Max)
<p>This commission is payable by the insurance company and is a percentage of the insurer's base premium i.e. premium excluding stamp duty, fire services levy, GST, modal loadings or any other government charges, taxes, fees or levies.</p> <p><u>Example:</u> if the annual premium in the first year was \$1,000 NEOFS would receive up to \$660 in the first year based on the maximum.</p>	0%	66%

Ongoing Advice Fee (Non-Insurance)	From (Min)	To (Max)
<p><b>Ongoing Advice: Flat Fee</b> Ongoing Advice fees will be determined by the complexity and requirements of the recommended strategy.</p>	\$1,650	\$16,500
<p><b>Ongoing Advice: Asset Scale Fee</b> Based on the account balance of superannuation and non-superannuation portfolios. The ongoing commission is paid based on the value of your holding in a product for as long as you hold the product.</p> <p><u>Example:</u> if your account balance is \$250,000 and you are charged 0.88%, NEOFS would receive \$2,200 per annum.</p>	0%	2.20%

Ongoing Life Insurance Commission – New Policies (Year 2 Onwards)	From (Min)	To (Max)
<p>NEOFS may also receive a renewal commission from the insurance company each year while your policy is in force. This is a percentage of the base annual premium you pay.</p> <p><u>Example:</u> if you're annual premium in the second year is \$1,000 NEOFS would receive up to \$220 per annum based on maximum.</p>	0%	22%

FSG Issued by: **NEO Financial Solutions Pty Ltd**  
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