



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 REPRESENTATIVE PROFILE

CORPORATE AUTHORISED REPRESENTATIVE PROFILE

Authorised Representative Name	Austsure Financial Services Pty Ltd
Authorised Representative ASIC Number	403969
Business Address	4/286 Fitzgerald Street PERTH WA 6000
Postal Address	PO Box 522 NORTHBRIDGE WA 6865
Telephone	08 9227 9473
Fax	08 9227 9384

Austsure Financial Services Pty Ltd is a Corporate Authorised Representative of NEO Financial Solutions Pty Ltd AFSL 385845.

SUB AUTHORISED REPRESENTATIVE PROFILE

Authorised Representative Name	Francesco (Frank) Starvaggi
Authorised Representative ASIC Number	271493
Mobile	0412 906 993
Email	frank.starvaggi@austgroup.com.au

Frank Starvaggi is a Sub Authorised Representative of Austsure Financial Services Pty Ltd.

AUTHORISED REPRESENTATIVE BACKGROUND

Frank Starvaggi commenced in the insurance industry in 1982 and holds a Diploma of Financial Services (Financial Planning) and Senior Associate membership with ANZIIF.

Frank is also a member of the Association of Financial Advisers (AFA) and is a Certified Insurance Professional (CIP).



PRODUCTS & SERVICES OFFERED

FINANCIAL PRODUCTS OFFERED

The Authorised Representative named in this Financial Services Guide has been authorised by NEOFS to provide Financial Product Advice and Deal in the following products:

✓	Deposit & Payment Products
✓	Government Debentures, Stocks & Bonds
✓	Life Products – Life Risk Insurance Products
✓	Life Products – Investment Life Insurance Products
✓	Superannuation, RSA's & Retirement Income Stream Products
✓	Managed Investments
✓	Securities

Only products researched and approved by NEOFS can be recommended by your Authorised Representative.

SERVICES OFFERED

The Authorised Representative named in this Financial Services Guide is able to offer you the following services:

✓	Personal Risk Insurance	✓	Business Succession Planning
✓	Debt Management	✓	Estate Planning Strategies
✓	Guidance on Budgeting	✓	Pre-Retirement Strategies
✓	Wealth Accumulation Strategies	✓	Transition to Retirement Strategies
✓	Superannuation	✓	Centrelink & Veteran Affairs Planning
✓	Managed Investments	✓	Socially Responsible Investments
✓	Securities	✓	Salary Packaging
✓	Direct Property – Strategies Only		

SERVICES & PRODUCTS NOT OFFERED

Your Authorised Representative is unable to offer you advice or services regarding the financial products or services listed below. We may have referral arrangements in place for a service or financial product listed below. Please inform us if you wish to receive advice in these areas and we will be happy to refer you to a suitably qualified adviser. It is important for you to understand that we do not endorse, recommend or accept responsibility for the services, strategies and/or products provided by external referral service providers.

×	Self-Managed Superannuation Funds	×	Standard Margin Lending & Gearing
×	General Insurance	×	Direct Property - Sales
×	Derivatives		



HOW WE GET PAID

NEOFS receives all remuneration upon implementation of the products and services provided by your Authorised Representative. NEOFS then pays Austsure Financial Services Pty Ltd 100% of all remuneration received.

From this Austsure Financial Services Pty Ltd pays Francesco (Frank) Starvaggi 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 a 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.

Initial Appointment		
We will collect information from you at this meeting and provide you with general only advice 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.	\$175 / Hour	
Fee for Service Hourly Rate		
We may charge an hourly rate for the services we provide.	\$330 / Hour	
Statement of Advice Preparation Fees		
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>	From (Min)	To (Max)
	\$1,000	\$5,000
Implementation of Advice (Non Insurance) (1st Year only)		
Implementation Fee: Flat Fee		
Investment of superannuation and non-superannuation funds	\$1,000	\$1,650

Life Insurance Commission (1st Year only)	From (Min)	To (Max)
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, model loadings or any other government charges, taxes, fees or levies.		
For insurance approved from 1 Jan 2019 to 31 Dec 2019: <u>Example:</u> if the annual premium was \$1,000 NEOFS would receive up to \$770 in the first year based on the maximum.	0%	77%
For insurance approved from 1 Jan 2020 onwards: <u>Example:</u> if the annual premium was \$1,000 NEOFS would receive up to \$660 in the first year based on the maximum.	0%	66%
Ongoing Advice Fee (Non Insurance)	From (Min)	To (Max)
Ongoing Advice: Flat Fee Ongoing Advice fees will be determined by the complexity and requirements of the recommended strategy.	\$1,000	\$10,000
Ongoing Life Insurance Commission (Year 2 onwards)	From (Min)	To (Max)
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. <u>Example:</u> if you're annual premium is \$1,000 NEOFS would receive up to \$330 per annum based on maximum.	0%	33%

Other Remuneration I may receive

Nil

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