



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		Austsure Financial Services Pty Ltd
Authorised Representative ASIC Number		403969
Trading Name		Austsure Financial Services
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.

Authorised Representative Profile

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

Francesco (Frank) Starvaggi is an Authorised Representative of NEO Financial Solutions Pty Ltd and 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).

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
✓	Life Products – Life Risk Insurance Products	✓	Securities
✓	Life Products – Investment Life Insurance Products	✓	Government Debentures, Stocks & Bonds
✓	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	✗	Self-Managed Superannuation Funds
✗	Derivatives	✗	Standard Margin Lending Facilities

How We Get Paid



NEOFS receives all remuneration for 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 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.	\$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	From (Min)	To (Max)
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>	\$1,000	\$5,000
Implementation of Advice (Non-Insurance) (1 st Year Only)	From (Min)	To (Max)
Implementation Fee: Flat Fee Investment of superannuation and non-superannuation funds	\$1,000	\$1,650
Life Insurance Commission – New Policies (1 st 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, modal loadings or any other government charges, taxes, fees or levies. <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 – New Policies (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%

FSG Issued by: **NEO Financial Solutions Pty Ltd**
ABN 64 141 607 098 AFS Licence 385845
🏢 Ground Floor, 30 Summers Street, East Perth WA 6004
☎️: (08) 9227 1472 ✉️: compliance@neofs.com.au