



# Financial Services Guide

## Part 2 (Adviser Profile)

---

Date 01|01|2019

---

## PART 2 (Adviser Profile)

Part 2 (Adviser Profile) contains the following sections:

- About Your Adviser (Section 1);
- The Services We Provide (Section 2);
- Fees and Charges (Section 3); and
- Contact and Acknowledgment (Section 4).

This document is Part 2 (Adviser Profile) of the Financial Services Guide (FSG) dated 01|01|2019 and should be read together with Part 1. Part 2 sets out specific details about us as Authorised Representatives of BWA Financial Group Pty Ltd ('BWA Financial Group').

We are authorised by BWA Financial Group to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. We have also been authorised by BWA Financial Group to distribute this FSG.

BWA Financial Group Pty Ltd.  
ABN 35 618 500 922 holder of  
Australian Financial Services Licence No. 498086  
71 Roslyn Road  
PO Box 440  
BELMONT VIC 3216

Email: [contact@beachwealthadvisers.com.au](mailto:contact@beachwealthadvisers.com.au)  
Website: [www.beachwealthadvisers.com.au](http://www.beachwealthadvisers.com.au)

## SECTION 1

### ABOUT YOUR ADVISERS

#### WHO IS YOUR FINANCIAL ADVISER?

Your Financial Advisers are Tim Ford, Kane Quickensted, Greg Duff and Thomas McKay.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Tim Ford, Kane Quickensted, Greg Duff, Thomas McKay and Beach Wealth Advisers (ABN 89 708 106 809). The term 'Representatives' refers generally to BWA Financial Group's Authorised Representatives.

Our Corporate Authorised Representative number is:

Beach Wealth Advisers 344524

Our Authorised Representative numbers are:

Tim Ford	231672
Kane Quickensted	329442
Gregory Duff	459164
Thomas McKay	1270269

#### WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

We have extensive experience in the financial planning industry.

##### Tim Ford

Tim has been in the financial services sector since 1994 and has been providing financial planning advice since 2003.

##### Kane Quickensted

Kane has been providing financial planning advice since 2008.

##### Greg Duff

Greg has been providing financial planning advice since 2014.

##### Thomas McKay

Thomas was appointed as an authorised representative of BWA Financial Group Pty Ltd on the 4<sup>th</sup> of December 2018.

#### WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

##### Tim Ford

Tim attained a Bachelor of Business from the Royal Melbourne Institute of Technology on the 27<sup>th</sup> of April 1994 and a Graduate Diploma in Financial Planning from the Securities Institute of Australia on the 13<sup>th</sup> March 2002. Tim is a Certified Financial Planner® practitioner.

### **Kane Quickensted**

Kane attained a Bachelor of Commerce with a Financial Planning major from Deakin University on the 26<sup>th</sup> of April 2007. Kane is a Certified Financial Planner® practitioner.

### **Greg Duff**

Greg attained a Bachelor of Commerce with a Financial Planning major from Deakin University on the 19<sup>th</sup> of October 2010. Greg is a Certified Financial Planner® practitioner.

### **Thomas McKay**

Thomas attained a Bachelor of Commerce with a Finance and Management major from Deakin University on the 6<sup>th</sup> of July 2017. Thomas completed a Diploma of Financial Planning on the 4<sup>th</sup> of October 2017.

### **DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?**

BWA Financial Group Pty Ltd is a related entity of Beach Wealth Advisers (ABN 89 708 106 809); Tim Ford as Director, Kane Quickensted, Greg Duff and Thomas McKay as employees. Fees and commissions are paid to Beach Wealth Advisers.

## **SECTION 2**

### **THE SERVICES WE PROVIDE**

#### **WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?**

##### **Tim Ford**

I am authorised by BWA Financial Group to provide financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Self-Managed Super Funds;
- Aged Care Financial Planning;
- Securities (e.g. shares); and
- Superannuation products.

##### **Kane Quickensted**

I am authorised by BWA Financial Group to provide financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Self-Managed Super Funds;
- Aged Care Financial Planning;
- Securities (e.g. shares); and
- Superannuation products.

##### **Greg Duff**

I am authorised by BWA Financial Group to provide financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Retirement savings account products;
- Aged Care Financial Planning;
- Securities (e.g. shares); and
- Superannuation products.

### Thomas McKay

I am authorised by BWA Financial Group to provide financial services, including advice or services in the following areas:

- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Aged Care Financial Planning; and
- Superannuation products.

### HOW CAN YOU PROVIDE YOUR INSTRUCTIONS TO ME?

You may provide instructions to me by using any of the contact details provided in Section 4 'Contact & Acknowledgment'.

## SECTION 3

### FEES AND CHARGES

#### HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by us are paid to Beach Wealth Advisers.

Beach Wealth Advisers receives all fees and commissions payable for the services we provide.

As Director of Beach Wealth Advisers, Tim Ford receives a salary and a profit distribution only. As equity holders and employees of Beach Wealth Advisers, Kane Quickensted and Greg Duff receive a salary and profit distribution only. As an employee of Beach Wealth Advisers, Thomas McKay receives a salary only.

#### WHAT ARE YOUR FINANCIAL ADVISERS FEE STRUCTURES?

As part of our detailed financial planning process, there are costs to you at various stages of the process. Before making any recommendations, we will discuss and agree the fees with you.

Advice fees are inclusive of GST and payable by you at the following stages:

1. **Advice Preparation and Implementation Fees:** Prior to the provision of personal advice we will agree upon a preferred payment option for both parties. Below is a summary of our available payment options that can be combined to pay for our services. These payment options include:

- 1.1. **Time Based Charging:** The fee for the preparation and implementation of our advice is calculated based on the time we spend developing the plan. Our hourly rate is \$330 per hour (incl. GST) with our advice preparation fee ranging from a minimum of \$2,750 to a maximum of \$15,500 (incl. GST).

Price can vary depending on scope and complexity and we will provide an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

1.2. **Service Based Charging:** The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary ranging from a minimum of \$2,750 to a maximum of \$15,500 (incl. GST) and is based on the complexity of advice being provided and will be agreed upon prior to commencement.

Should you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

2. **Supplementary Service Fees:** For supplementary services, such as the provision of general research material or the completion of administrative tasks our fee will be calculated on a time basis of \$330 per hour (incl. GST).
3. **Ongoing Service Fees:** Our ongoing advice fees vary depending on the scope and complexity of our advice and ongoing services, and range from \$3,300 pa to \$22,000 pa (incl. GST) unless otherwise agreed. The exact cost of the ongoing advice service will depend on the ongoing service and advice offering we recommend and this will be disclosed within the advice document we provide to you.

Alternatively, you may choose to negotiate an Ongoing Service Fee based on a percentage of "Funds Under Advice" (FUA) as a result of the implementation of our advice. If this method is agreed upon for the payment of our Ongoing Service Fees, the fee will be 1.10% (incl. GST) of FUA.

Example:

We recommend you invest \$50,000 and charge 1.10%, we would receive \$550 per annum.

We will recommend what we feel is the most appropriate ongoing service package to fit your circumstances.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$330 per hour (incl. GST) may be applied.

4. **Non Advisory Implementation Fees:**

- 4.1. **Managed funds:** A fee of \$330 (incl. GST) per investment transaction, (excluding any non-rebateable component of fund manager fees).

- 4.2. **Share transactions:** A fee of 1.10% (includes both adviser and broker charges) of the amount to be invested will be applied, subject to a minimum adviser fee of \$88.

Example:

The value of the share trade is \$6,600, total brokerage will be \$88 of which Beach Wealth Advisers will receive \$55.

5. **Wealth Protection Fees:** From time to time Beach Wealth Advisers may receive a commission from a product provider. Depending on the product you purchase Beach Wealth Advisers may receive between 0% and 70% of the annual premium as initial commission, and between 0% and 20% p.a. of the annual premium for ongoing (trail) commission. For example where we place an insurance product for you and the annual premium is \$450 p.a. Beach Wealth Advisers may receive up to \$315 as an initial payment. Assuming the premium stays the same, each year, Beach Wealth Advisers may receive up to \$90 p.a. as an ongoing (trail) commission.

**Note:** Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

**WHAT OTHER BENEFITS DOES YOUR FINANCIAL ADVISER RECEIVE?**

In addition to the remuneration detailed above, we do not receive any other form of remuneration unless it is disclosed in our "Alternative Remuneration Register".

**WILL YOUR FINANCIAL ADVISER BE PAID WHEN MAKING A REFERRAL?**

We do not accept payments for making referrals to third parties.

## SECTION 4

### CONTACT & ACKNOWLEDGMENT

#### HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

Your Financial Advisers:

Phone: 03 5223 1219

Mobile: 0409 543 149

**Tim Ford**

Email: [tim.f@beachwealthadvisers.com.au](mailto:tim.f@beachwealthadvisers.com.au)

Phone: 03 5223 1219

**Kane Quickensted**

Email: [kane.q@beachwealthadvisers.com.au](mailto:kane.q@beachwealthadvisers.com.au)

Phone: 03 5223 1219

**Greg Duff**

Email: [greg.d@beachwealthadvisers.com.au](mailto:greg.d@beachwealthadvisers.com.au)

Phone: 03 5223 1219

**Thomas McKay**

Email: [thomas.m@beachwealthadvisers.com.au](mailto:thomas.m@beachwealthadvisers.com.au)

Practice details:

Phone: 03 5223 1219

**Beach Wealth Advisers**  
**71 Roslyn Road**  
**BELMONT VIC 3216**

Email: [contact@beachwealthadvisers.com.au](mailto:contact@beachwealthadvisers.com.au)

Website: [www.beachwealthadvisers.com.au](http://www.beachwealthadvisers.com.au)

**ACKNOWLEDGMENT – CLIENT COPY**

I/We acknowledge that I was/we were provided with the BWA Financial Group Financial Services Guide Part 1 dated 01|01|2019 and Part 2 (Adviser Profile) dated 01|01|2019:

**Client name:** \_\_\_\_\_

**Client signature:** \_\_\_\_\_ **Date received:** \_\_\_\_\_

**Client name:** \_\_\_\_\_

**Client signature:** \_\_\_\_\_ **Date received:** \_\_\_\_\_

OR complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the BWA Financial Group Financial Services Guide Part 1 dated 01|01|2019 and Part 2 (Adviser Profile) dated 01|01|2019 as follows:

**Sent to (Client name(s)):** \_\_\_\_\_

**Sent on (Date):** \_\_\_\_\_

**Sent by (Name):** \_\_\_\_\_

**ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)**

I/We acknowledge that I was/we were provided with the BWA Financial Group Financial Services Guide Part 1 dated 01|01|2019 and Part 2 (Adviser Profile) dated 01|01|2019:

**Client name:** \_\_\_\_\_

**Client signature:** \_\_\_\_\_

**Date received:** \_\_\_\_\_

**Client name:** \_\_\_\_\_

**Client signature:** \_\_\_\_\_

**Date received:** \_\_\_\_\_

OR complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the BWA Financial Group Financial Services Guide Part 1 dated 01|01|2019 and Part 2 (Adviser Profile) dated 01|01|2019 as follows:

**Sent to (Client name(s)):** \_\_\_\_\_

**Sent on (Date):** \_\_\_\_\_

**Sent by (Name):** \_\_\_\_\_