



Financial Services Guide

Date 01|07|2021



Licensee

SGN Financial Pty Ltd (AFSL 490523)
ABN 40 120 395 904

This Financial Services Guide (FSG) is authorised for distribution by SGN Financial Pty Ltd.

Authorised Representatives

- Beach Wealth Advisers (CAR 344524)
- Timothy Ford (AR 231672)
- Kane Quickensted (AR 329442)
- Gregory Duff (AR 459164)

Contact Details

71 Roslyn Road BELMONT VIC 3216
1A/75 Hitchcock Avenue BARWON HEADS VIC 3227
PO Box 440 BELMONT VIC 3216
Email: contact@beachwealthadvisers.com.au
Phone: (03) 5223 1219

Why am I receiving this document?

This Financial Services Guide (FSG) will help you decide whether to use the services that are offered by Beach Wealth Advisers, Timothy Ford, Kane Quickensted and Gregory Duff.

It contains information about:

- The services we offer and their cost;
- Any conflicts of interest which may impact the services;
- How we are remunerated ; and
- How we deal with complaints if you are not satisfied with our services.

In this document 'we' or 'us' refers to SGN Financial Pty Ltd, Beach Wealth Advisers Pty Ltd, Timothy Ford, Kane Quickensted and Gregory Duff as the context applies.

SGN Financial Pty Ltd

Beach Wealth Advisers Pty Ltd is authorised to provide financial planning advice by our licensee, SGN Financial Pty Ltd. SGN Financial Pty Ltd holds an Australian Financial Services Licence (490523) which has been issued by the Australian Securities and Investments Commission (ASIC).

Beach Wealth Advisers and Your Financial Adviser

Beach Wealth Advisers Pty Ltd has been appointed as a Corporate Authorised Representative of SGN Financial Pty Ltd.

Timothy Ford, Kane Quickensted and Gregory Duff have been appointed as Authorised Representatives of SGN Financial Pty Ltd.

When providing services to you we will act on behalf of SGN Financial Pty Ltd who is responsible for the advice and services that we provide.

Associated Businesses

Timothy Ford is a Director of Beach Wealth Advisers. Kane Quickensted and Gregory Duff are employees of Beach Wealth Advisers.

Legal Notice re “Lack of Independence”

The financial services laws say you can't call yourself independent (or similar words) if, among other things, you receive commissions that aren't rebated in full to your clients. Because, in some circumstances, we are paid commissions (which are built into the cost of the product and are not an additional cost to you) where we recommend and implement insurance products we are required to provide this notice to you and are not able to refer to ourselves as independent.

What services do we provide?

We are authorised to provide personal advice and services in the following areas:

- Financial Planning advice;
- Wealth Accumulation advice;
- Superannuation advice, including self-managed superannuation funds;
- Redundancy advice;
- Retirement advice;
- Gearing strategies;
- Cash flow advice;
- Social security benefits advice;
- Life & disability insurance advice; and
- Estate planning services (financial planning).

What financial products are we authorised to provide advice on?

SGN Financial Pty Ltd is authorised by its AFSL to provide product advice for the following classes of financial products:

- Deposit and payment products, limited to
 - Basic deposit products
 - Deposit products other than basic deposit products
- Debentures, stocks or bonds issued or proposed to be issued by a Government.
- Life insurance products
- Interests in managed investment portfolios including
 - Investor directed portfolio services
 - Retirement Savings Accounts
- Securities (direct shares)
- Derivatives
- Managed investment schemes including investor directed portfolio services
- Margin Lending Facilities

How do we select the products we use?

Our Investment Committee, made up of both internal and external experts, research a range of products to be placed on our Approved Products List (APL). This APL is not an exhaustive list of all products available; it is limited to those we research and approve.

When providing personal advice, we'll only recommend a product if we're satisfied it is in your best interests, and it is appropriate for you. In doing so, we'll conduct a reasonable investigation into products, depending on your personal circumstances, which may include investigating and recommending products which are not on our APL.

The financial advice process

We recognise that the objectives and personal circumstances of each client are different. What is right for one client may not be right for another.

Where we provide personal advice, we will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we address all issues.

When we first provide personal advice to you it will be explained thoroughly and documented in a Statement of Advice (SoA) which you can take away, read and retain.

The SoA will explain the basis for our advice, the main risks associated with the advice, the cost to you of implementing the advice, the benefits we receive and any conflicts of interest which may influence the advice.

For managed funds and personal risk insurance we will provide you with a Product Disclosure Statement. This contains information to help you understand the product being recommended.

At all times you are able to contact us and ask questions about our advice and the products we have recommended.

You can provide instructions to us in writing, via phone or via email/fax.

We may provide further advice to you to keep your plan up to date for changes in your circumstances, changes in the law and changes in the economy and products.

If we provide further advice it will typically be documented in a Record of Advice which we retain on file. You can request a copy of the RoA document at any time up to 7 years after the advice is provided.

Fees

All fees are payable to SGN Financial Pty Ltd. The fees received by SGN Financial Pty Ltd are forwarded through to Beach Wealth Advisers Pty Ltd after deduction of an amount to cover Licensee expenses.

The following is a list of potential fees and is not meant to show the actual fees you will pay. We will confirm your fee type and amount with you individually. You may request particulars of any of these fees which will also be disclosed in writing to you if applicable.

Advice Preparation Fee

The Advice Preparation fee will include all meetings with you, the time we take to determine our advice and the production of the Statement (SoA). The fee will be based on your individual circumstances, the complexity involved in your situation and the time it takes us to prepare personal financial advice for you.

We will discuss this fee with you and gain your agreement to this fee before we provide you with our advice.

Advice Implementation Fee

If you proceed with our advice, we may charge a fee for the time we spend assisting you with the implementation of our recommendations.

We will discuss this fee with you and gain your agreement to this fee before we provide you with our advice. This fee will be disclosed in our Statement of Advice (SoA).

Ongoing Services Fees

We may charge a fee to provide you with our ongoing portfolio management services and for the provision of our ongoing advice and services.

This fee will be agreed with you and can be either a set amount or an amount based on your total funds under our advice, and/or the time involved in reviewing your portfolio and circumstances.

Our ongoing advice, services and fees will be disclosed in our Statement of Advice (SoA) or Record of Advice (RoA) that we provide to you, as well as our Ongoing Advice and Service Agreement (OASA).

Insurance Commissions

If we recommend that you acquire a personal or business life insurance product, and you acquire that product, we may receive initial and ongoing commissions.

The initial commission is paid in the first year by the product issuer to SGN Financial Pty Ltd.

Ongoing commissions are payments paid by product issuers to SGN Financial Pty Ltd in the years after the first year.

If you initiate an increase to your cover, we may receive initial and ongoing commissions on the increase to your policy cost. The ongoing commission on a client-initiated increase is only paid in respect of the period that starts from the first anniversary of the increase.

If the initial commission is higher than the ongoing commissions, the maximum commission that we may receive is set out in the table below.

Date a new product is issued	Initial commission (% of annual policy cost or increase incl. GST)	Ongoing commission p.a. (% of annual policy cost or increase incl. GST)
Before 1 January 2018 or before 1 April 2018 when the application was received prior to 1 January 2018	0 – 121%	0 – 33%
1 January 2018 – 31 December 2018*	0 – 88%	0 – 22%
1 January 2019 – 31 December 2019*	0 – 66%	0 – 22%
From 1 January 2020*	0 – 66%	0 – 22%

- Beach Wealth Advisers may receive the pre 1 January 2018 commission rates above from the product issuer if:
 - Your policy was issued before 1 January 2018 and you exercise an option to establish new or additional cover under your policy after 1 January; or
 - Your policy was issued before 1 January 2018 and is replaced after 1 January 2018 to correct and administrative error.

Example:

You have an existing policy with us, issued in 2017, and in 2018 you decide to increase the cover on that policy with a corresponding increase in policy cost of \$100 pa. SGN Financial Pty Ltd may receive up to \$121 (121% incl. GST) as initial commission on that increase and may pass up to \$121 pa to us.

The ongoing commission payable to us in respect of this increased policy cost may be up to \$33 (33% incl. GST). For example, where we recommend an insurance product to you and it is issued on 2 April 2018 and the first year's insurance premium is \$10,000, the commission will generally be no more than \$8,800 (88% incl. GST).

In subsequent years with this example the commission will be between \$0 to \$2,200 (22% incl. GST). If the initial commission is equal to the ongoing commissions (as a percentage of your policy cost), we may receive up to 35% (incl. GST) of your annual policy cost.

This percentage may differ depending on the product issuer and the individual insurance contract. This will be discussed and disclosed in writing with you before you proceed.

Other Benefits

From time to time we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit we receive which is valued at between \$100 and \$300 and other benefits that relate to information technology software or support provided by a product issuer or that relate to educational and training purposes.

A copy of the register is available on request.

Professional Indemnity Insurance

SGN Financial Pty Ltd is required to comply with the obligations of the Corporations Act and the conditions of its licence. This includes the need to have adequate compensation arrangements in place with a Professional Indemnity insurer. These arrangements satisfy the requirements of Section 912B of the Corporations Act.

Conflicts of Interest

SGN Financial Pty Ltd has negotiated a fee discount for the BT Panorama, HUB 24 and BT Wrap platforms.

Your financial adviser may recommend investments in shares that they hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

Making a Complaint

We endeavour to provide you with the best advice and service at all times and will seek to resolve your concerns within 21 days.

If you are not satisfied with our services, then we encourage you to contact us. Please call us or put your complaint in writing to SGN Financial Pty Ltd.

C/ – Mr David Murray
SGN Financial Pty Ltd
PO Box 9222
BRIGHTON VIC 3186
dmurray@sgnf.com.au

If you are not satisfied with our response or it is not resolved within 30 days, you can refer it to the Australian Financial Complaints Authority (AFCA).

Please contact AFCA in the following ways:

Writing to:
Australian Financial Complaints Authority
GPO Box 3
MELBOURNE VIC 3001
Email: info@afca.org.au
Phone: 1800 931 678
Website: www.afca.org.au

This service is provided to you free of charge.

Your Privacy

We are committed to protecting your privacy.

We comply with the Privacy Act 1988 (Cth) and the Australian Privacy Principles.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our full Privacy Policy is available on the Beach Wealth Advisers website:

www.beachwealthadvisers.com.au

ACKNOWLEDGMENT – ADVISER COPY

I/We acknowledge that I was/we were provided with the SGN Financial Pty Ltd Financial Services Guide dated 01|07|2021

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 SGN Financial Pty Ltd Financial Services Guide dated 01|07|2021 as follows:

Sent to (Client name(s)):

Sent on (Date):

Sent by (Name):
