



# **SA Financial Advisers**

## **Financial Services Guide**

A guide to the financial services we provide and  
how we will work with you to achieve your goals.

THE LICENSEE SA Financial Advisers Pty Ltd ABN 29 665 882 379  
Australian Financial Services Licensee No 550824  
PO Box 491 Campbelltown SA 5074

24 October 2023

VERSION 1

# FINANCIAL SERVICES GUIDE

## Not Independent

SA Financial Services Pty Ltd may receive commissions on life insurance products and because of this we are not independent, impartial or unbiased within the meaning of the Corporations Act.

This Financial Services Guide describes our financial planning and advisory services to assist you to decide whether to use our services. It describes how we are remunerated, our professional indemnity insurance and how we handle any complaints you may have.

## OUR SERVICES

SA Financial Advisers Pty Ltd ('SA Financial Advisers') holds an Australian financial services licence, AFSL no. 550824, ABN 29 665 882 379. SA Financial Advisers has authorised Harris Wealth Pty Ltd, as Corporate Authorised Representative (No.1306410).

Our high-quality financial planning and advisory services can assist you to:

- Identify your financial and investment objectives, taking into account your current financial position and personal circumstances;
- Help you to develop financial goals and investment strategies;
- Advise you how to implement your investment strategies; and
- Recommend and arrange financial products that are suitable for your needs.

We provide advice in the following areas:

- Cash Management – budgeting and cashflow, debt management
- Superannuation – consolidating or optimising superannuation, investment advice
- Life Insurance – personal or business succession
- Investment – investment placement, investment portfolio advice and review
- Retirement – transition to retirement, social security advice, aged care planning
- Retirement planning – income and investments
- Estate Planning

The financial products we can arrange for you include:

- Deposit and payment products including basic deposit products
- Securities
- Managed investment schemes
- Superannuation, including SMSFs
- Investor directed portfolio services
- Government debentures, stocks and bonds
- Retirement savings accounts
- Life risk and investment products

We research a broad range of products and select those that are worthy of recommendation to our clients. We also review the performance of those products periodically to ensure they remain competitive and will meet your ongoing needs.

We act for you when giving advice and arranging financial products.

## WHAT DOCUMENTS MIGHT YOU RECEIVE?

Before you receive financial advice, you are required to authorise your adviser to undertake this work and the fees you will pay. It is important to note that we can only provide personal financial advice after making reasonable enquiries and after giving consideration to your current personal and financial circumstances.

When we provide you with personal advice you will receive a written report called a **Statement of Advice (SoA)**. The SoA will state your relevant personal circumstances, outline the advice being provided, the basis on which the advice is given, information about any fees, commissions, and associations relevant to the provision of the advice.

If we believe it will be of benefit to you, we may recommend you enter into a service arrangement, which will be documented accordingly for your approval. If you receive further financial advice from us and a SoA has been previously provided, we may record details of that advice in a **Record of Advice (RoA)** where certain criteria are met. You can request a copy of any relevant RoA document by contacting us. These documents will assist you to make an informed decision in relation to the

When we offer to issue, arrange the issue of or make a recommendation to acquire a particular financial product (other than securities) we will provide you with a **Product Disclosure Statement (PDS)**. A PDS contains information about fees payable, risks, benefits, and significant characteristics of the financial product.

## HOW CAN YOU DEAL WITH US?

You can deal with us and give us instructions in person, by phone or email. It is important that you provide us with complete and accurate information about your circumstances and you take the time to check any assumptions we make and the basis for our advice. If you don't our advice may not be appropriate for your needs. Some financial products have their own rules about how to give instructions. Please refer to the Product Disclosure Statement of the relevant product for those details.

Naturally, your circumstances may change over time. When this happens, our initial advice and recommendations may no longer be appropriate for you. We can periodically review your financial position, personal circumstances, financial goals and investment strategies to decide whether those strategies and goals and the financial products you hold are appropriate. Or, you can contact us for a review when your circumstances change.

## HOW WE ARE PAID

|                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|---------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Financial planning and investment services</b> | <p>Our fees for financial planning and investment services depend on the nature and complexity of the advice, financial product and/or service provided. Before making any recommendations, we will discuss and agree the fees with you. Hourly rates are based on a fee of \$330 incl GST per hour.</p> <ol style="list-style-type: none"><li><b>1. Initial advice fee</b> - For our initial review and advice, we charge a fee of between \$3,300 plus inc gst to \$9,900 incl GST, depending on the complexity of your situation. We may ask you to pay this in advance.</li><li><b>• Implementation fee</b> – For implementing our recommendations, we charge a min fee of \$550 per hour incl GST, depending on the extent of the work required.</li><li><b>• Ongoing advice fee</b> – If you ask us to provide ongoing review and advice services, we will charge min of 0.55% up to 1.1% p.a. of total funds under management or a flat dollar fee to a maximum of \$19,800 per annum incl GST.</li></ol> |
|---------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|--------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                      | <ul style="list-style-type: none"> <li>• <b>Insurance/annuity commissions</b> – Where a placement fee and/or implementation fee is charged, we may rebate all or part of the initial commissions and/or ongoing commissions received from a product issuer, by way of an increase in your investment amount.</li> </ul> <p>Where we receive an initial commission and/or ongoing commission amount, I may rebate all or part of the implementation and/or placement fee to you.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Life insurance services</b>       | <p>If we arrange life insurance for you, we may receive a commission from the insurer with whom we place your insurance. The amount is a percentage of the premium (excluding taxes and statutory charges) and is included in the premium quoted to you. We will tell you the amounts that we will receive (or if we do not know, the way our remuneration will be calculated) when we advise you about your insurance requirements. This commission is included in the premium for the policy. The maximum rates for insurance commissions will be 66% (GST incl.) of initial premium and 33% (GST incl.) max of ongoing premium.</p> <p>Depending on the advice you require, we may also charge you an insurance advice fee, the amount of which will depend upon the type of insurance we arrange. This fee may payable in addition to the premium. A fee may be charged if the agreed payment via commission is reduced due to cancellation in the clawback stage. This will be set out in the SOA.</p> |
| <b>Other benefits we may receive</b> | <p>The following are monetary and non-monetary benefits we may receive other than those explained above. These are not additional costs to you.</p> <p>In addition to the payments, we may receive some other benefits which may include training, events or other recognition we are eligible for. We may receive benefits from products that may include non-monetary benefits that are valued at less than \$300. We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items.</p>                                                                                                                                                                                                                                                                                                                                                                                                                           |

## REFERRAL FEES

|                  |                                                                                                                                                        |
|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Referrers</b> | We do not receive a referral commission should we refer you to other professionals, and are not paying any referral commission to other professionals. |
|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|

## HOW WE PROTECT YOUR PRIVACY?

We are committed to protecting your privacy. We use the information you provide us to advise you on your financial circumstances, goals and strategies. We provide your information to the product issuers with whom you choose to deal (and their representatives). We do not trade, rent or sell your information or disclose it to overseas recipients.

If you don't provide us with full information, we can't properly advise or assist you with your financial service's needs. For more information about how to access the information we hold about you, how to have it corrected and how to complain if you think we have breached the privacy law, ask us for a copy of our Privacy Policy by contacting us on 0417 836 943 or by email on [brett@harriswealthadvisers.com](mailto:brett@harriswealthadvisers.com).

## OUR PROFESSIONAL INDEMNITY INSURANCE

SA Financial Advisers has professional indemnity insurance in place which covers us for any errors or mistakes relating to our financial planning services. This insurance meets the requirements of the Corporations Act and covers the services provided by the authorised representatives after they cease working with us provided, we notify the insurer of the claim when it arises and this is done within the relevant policy period.

## WHAT TO DO IF YOU HAVE A COMPLAINT?

If you wish to complain about our services, you can either discuss the matter with your adviser or contact us on 0417 836 943. We will acknowledge receipt of your complaint immediately, and attempt to resolve it within 30 days.

SA Financial Advisers is a member of the Australian Financial Complaints Authority (AFCA). AFCA is an external dispute resolution scheme that provides fair and independent financial services complaint resolution that is free to consumers. If an issue has not been resolved to your satisfaction, you can lodge a complaint with AFCA. Any decision AFCA makes is binding on us, but not on you.

You can contact AFCA at [www.afca.org.au](http://www.afca.org.au), [info@afca.org.au](mailto:info@afca.org.au) or (freecall) 1800 931 678. You can also write to AFCA at:

Australian Financial Complaints Authority  
GPO Box 3  
Melbourne VIC 3001

The Australian Securities and Investments Commission (ASIC) also has an Infoline: 1300 300 630 which you may use to make a complaint and obtain information about your rights.

If you have concerns involving ethical and professional conduct, you may consider raising your concerns with the Financial Planning Association of Australia (FPA). They can be contacted on 1300 626 393 or you can write to them at GPO Box 4285, Sydney NSW 2001.

## HOW CAN YOU CONTACT US?

Both the Licensee and the advisers can be contacted at:

### **SA Financial Advisers Pty Ltd**

ABN: 29 665 882 379

AFS Licence No: 550824

Mailing Address: P.O. BOX 491, Campbelltown SA 5074

Ph: 0417 836 943

Email: [manager@SAfinancialadvisers.com.au](mailto:manager@SAfinancialadvisers.com.au)

## WHO IS YOUR ADVISER?

### **Your financial planner**

***Brett Harris, AR No: 245975***

Email: [brett@harriswealthadvisers.com.au](mailto:brett@harriswealthadvisers.com.au)

Brett has been advising since 1990. Originally a Senior Financial Planner with Bank SA, and working with a niche financial planning firm from 1999 to 2003, before establishing Harris Wealth Advisers. Brett has now set up SA Financial Advisers and Harris Wealth to continue to provide advice to clients. Areas of specialty are in Superannuation through to retirement planning and personal insurance, as well as personal investment. We value the client experience and our personal relationships as we help you towards ensuring you goals and objectives are being met. Live the life you want.

Brett holds a Diploma of Financial Planning and meets the competency requirements under ASIC's Regulatory Guide RG 146.

Brett is a member of the Financial Advice Association of Australia and abides by their code of professional conduct and ethics.

Brett is the director and shareholder of both SA Financial Advisers Pty Ltd and Harris Wealth Pty Ltd and is entitled to a salary and benefits as the business owner.

This FSG has been authorised for distribution by the AFS licensee identified above.

This FSG was prepared on 24<sup>th</sup> October 2023 (version 1).