

Part 2 Adviser Profile

Julianne Lockeridge

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



Introducing your financial adviser

Julianne Lockeridge and Lockeridge Financial Advisory Pty Ltd at Lockeridge Financial Advisory are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Julie Lockeridge is the Principal Financial Adviser at Lockeridge Financial Advisory. Julie has operated in the financial services industry for more than 20 years. She is a highly trained specialist in providing financial strategies, strategic solutions and aged care advice. She has built a quality team all dedicated to providing a friendly, professional, and personalised service to each and every client.



Authorisations

- Julianne Lockeridge ASIC Authorisation Number 424975.
- Lockeridge Financial Advisory ASIC Authorisation Number 1263225



Qualifications and memberships

- Diploma of Financial Planning
- CERTIFIED FINANCIAL PLANNER®



Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

Deposit products

Life products including:

- investment life insurance products
- life risk insurance products

Managed investment products, including:

- master trusts, wrap facilities, property funds
- margin lending products
- tax-effective investments

Government debentures, stocks and bonds

Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds

Retirement savings accounts

Securities

- Active direct shares and securities advice

Julianne Lockeridge is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



How is your financial adviser paid?

The fees and commissions payable to Lockeridge Financial Advisory are explained in Part one of the FSG and also below. Fees noted below are received by Consultum and paid in full to Lockeridge Financial Advisory. Lockeridge Financial Advisory pay Consultum a fixed annual fee. Of the amount received by Lockeridge Financial Advisory from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Julianne Lockeridge will explain how Lockeridge Financial Advisory operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

Fee for service – once-off

The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee will be based on an hourly rate of \$385 and the total fee will depend on complexity and time involved. Alternatively you may elect to pay the once off fee for service by direct payment.

Statement of Advice (SOA)

A statement of advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$1,250 to \$22,000 depending on complexity. For example complex advice that contain multiple goals, strategies and/or tax structures including but not limited to; self-managed superannuation funds, family trusts and companies, are likely to be charged closer to the maximum. Less complex advice that addresses limited goals, strategies and tax structures are likely to be charged closer to the minimum. Aged Care costs are based on the time taken to develop a strategy and prepare a report. The initial appointment fee is charged at our hourly rate of \$385. If a report is required for more complex financial situation and comparison work a minimum initial fee of \$3,850 is payable on the completion of the report that can increase to \$10,000 depends on complexity.

Fee for service – implementation - initial

An initial fee for service represents the cost of implementing the advice contained in the SoA.

Portfolio less than \$100,000	Implementation fee between \$385 and \$1,100
Portfolio from \$100,000 to \$300,000	Implementation fee between \$1,100 and \$3,300
Portfolio over \$300,000	Implementation fee between \$3,300 and \$10,000

Fee for service - ongoing

An ongoing fee for service represents the cost of providing our ongoing professional services to you. If you elect to pay a fee for the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided. The minimum fee is \$2,750 while the maximum is 1.1% of the value of your portfolio each year. For example for investment valued at \$200,000 the maximum ongoing fee would be \$2,200 pa. Our hourly rate is \$385 inclusive of GST. Where the fee charged is based on the value of funds you invest, an annual adviser service fee of the funds under management may be charged. All subject to minimum annual fee of \$2,750. The ongoing advice fee will be based on the level of service needed and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency of the review will also impact on the fee charged.

Commission for life risk insurance products – Policies issued from 1 January 2018

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

Increases to Policies issued before 1 January 2018

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.



Other benefits?

Lockeridge Financial Advisory has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

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