HQB FINANCIAL SOLUTIONS

HQB Financial Solutions

FINANCIAL SERVICES GUIDE (Part 2)

Adviser **Profile**

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The financial services offered in this Guide are provided by:
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InterPrac Financial Planning Pty Ltd ABN 14 076 093 680
Australian Financial Services Licence Number: 246638
Level 8, 525 Flinders St Melbourne Vic 3000
Ph: (03) 9209 9777

About Your Adviser **Profile**

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalized financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Craig Matthew Jackson (Craig Jackson),** Authorised Representative No. **248249** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage **Craig** to prepare financial advice for you.

Craig operates under The Trustee for Jackson Unit Trust trading as HQB Financial Solutions, Corporate Authorised Representative No. 1254245

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About **(Our Organisation)**

HQB Financial Solutions is a small boutique Financial Planning business. Our prime objective is to deliver personal one on one service and meet expectations through a trusted long-term relationship.

We are committed to assisting our clients achieve their objectives which in Craig's opinion, can only be done with plain English delivery of advice. This allows a confident and informed decision to be made.

We develop individual advice in the areas of strategy, superannuation (including Self-Managed), investment management, debt management and wealth protection. From this point forward, we look to develop a strong business relationship built on trust. All advice is backed by our comprehensive on-going service programs. Through any stage of your life such as marriage, divorce, retirement and more, we are here to put you in the driver's seat.

HQB is a trusted household name for over 60 years! HQB Financial Solutions is independently owned and operated by Craig & Kim Jackson and works closely with HQB Chartered Accountants being the largest Accountancy firm in the Coffs Harbour area.

We are tired of clients being subjected to a sales box ticking approach, which unfortunately has dominated the financial sector for way too long. HQB Financial Solutions provides a personal approach to your needs. Get the right advice the first time and deal directly with Craig. This is our promise to you.

About Your **Adviser**

Craig Jackson

I have worked in the financial services industry as a practicing Financial Adviser starting with AMP in 2004. Having completed my Diploma in Financial Services, I secured a position with NAB Financial Planning in Coffs Harbour in 2006. While at NAB, I was fortunate to work with long term experienced advisers who assisted my development which built on my passion for the industry. I was appointed Senior Financial Planning Manager in 2011 and continued in this role providing complex planning advice until my resignation in May 2016. The opportunity to continue my career and take ownership of my own practice was always a strategic pathway for me. This opportunity presented at HQB Financial Solutions in May 2016 owned by HQB Chartered Accountants. An agreement to purchase the business was reached in January 2017 taking 100% ownership from 1st May 2017. HQB Financial Solutions has a reputation for prompt personal contact, providing a professional service way beyond just facts and figures.

Craig is well known for his traditional Australian ways and his very common phrase, *"My job is to put you in the*

driver's seat. Provide information in a way you understand, allowing you to make a confident informed decision."

Craig's Qualifications

- Diploma of Financial Services (Financial Planning)
- Advanced Diploma of Financial Services (Financial Planning)
- Graduate Diploma of Financial Planning
- Self-Managed Superannuation Funds

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Email: craig@hqbfs.com.au
Web: www.hqbfs.com.au

Financial **Services Your Adviser Provides**

The financial services and products which **Craig** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Setting your goals and objectives that are specific and measurable
- Managing cashflow including budgeting, income streams, Centrelink, Aged Care and cashflow management
- Managing debt such as debt reduction strategies
- Investing monies including dollar cost averaging, superannuation, non-superannuation investing, borrowing to invest and portfolio construction
- Protecting you, your family and businesses by review or establishing income protection, term insurance, TPD insurance, trauma insurance, business insurance and discussing whether to hold insurance inside or outside of superannuation
- Estate planning strategies such as asset ownership
- Structuring or restructuring of trusts, companies, small business and Self-Managed Superannuation

Fees and **Payments**

Craig is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide, Craig's advice fees are as follows inclusive of GST.

Advice Fee - You may be charged a fee based on either the time we spend or the complexity of developing your plan. Our current hourly base rate is $330 per hour. Our Statement of Advice base fee ranges upward from $2,200. To make it easy for you, you have a choice of how to pay our fee. You can either be invoiced directly, or our fee can be debited from your credit card or bank account, or debited directly from funds invested (where appropriate).

Implementation Fee - You may be charged a fee based on the time we spend implementing your recommendations and strategies. Our current hourly base rate is $330 per hour. Our implementation fee ranges upwards from $2,200. The price varies depending on the complexity and facilitation required to ensure correct and accurate action has been undertaken on your behalf.

Ongoing Service Fee - You may be charged an ongoing service fee. This fee will be dependent on the service levels required to provide ongoing advice, regular reviews and professionally manage your financial plan to ensure that you are kept up to date and your strategies remain current. Our ongoing service fee starts from $2,200pa. This fee can be paid via credit card or monthly direct debit from your bank or investments.

All costs will be fully explained up front before you make a commitment. There will be no surprises.

Fee Type	Minimum %/$	Maximum %/$
Initial Advice Fee	$2,200	$11,000
Statement of Advice Fee	$2,200	$11,000
Implementation Fee	$2,200	$11,000
Ongoing Service Fee	$2,200	$11,000
Insurance Initial Commission	0%	66%
Ongoing Commission	0%	22%
Insurance Claim Fee*	0%	0%
Share Trade Brokerage Fees	$0	0%
Grandfathered Investment Commissions	0%	0%

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.