

Part two: Adviser Profile

Ryan Towers

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

Ryan Towers and Bee Financial Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Ryan brings a technical and youthful approach to financial planning. Working as a para planner with Bee Financial for the past 2 years he has developed a strong technical knowledge base and interest in creating financial planning solutions for a wide range of client needs and circumstances.

Ryan easily relates to clients who are in the early stages of their wealth creation journey and can tailor investment and wealth protection strategies appropriate for their changing needs and investment goals.

Authorisations	Qualifications and memberships
Ryan Towers ASIC Authorisation Number 001257409. Bee Financial Pty Ltd ASIC Authorisation Number 242385.	Advanced Diploma of Financial Services (FP) B. Eng (Chemical) Member Association of Financial Advisers

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:

<ul style="list-style-type: none"> ■ Deposit products 	<ul style="list-style-type: none"> ■ Superannuation products, including: <ul style="list-style-type: none"> — public offer superannuation funds — account-based pensions and complying annuities — corporate superannuation funds
<ul style="list-style-type: none"> ■ Life products including: <ul style="list-style-type: none"> — investment life insurance products — life risk insurance products 	<ul style="list-style-type: none"> ■ Retirement savings accounts
<ul style="list-style-type: none"> ■ Managed investment products, including: <ul style="list-style-type: none"> — master trusts, wrap facilities, property funds — tax-effective investments 	<ul style="list-style-type: none"> ■ Securities <ul style="list-style-type: none"> — As a referral service through an approved broker only

Ryan Towers 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 Bee Financial Pty Ltd are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Bee Financial Pty Ltd, which engages your adviser to provide financial services. Of the amount received by Bee Financial Pty Ltd 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 will be charged at a flat fee of \$80 inclusive of GST. At this meeting, Ryan will explain how Bee Financial Pty Ltd 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 may be up to 4.4 per cent of assets under advice or a flat fee ranging from \$550 to \$5,500 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 will be based on an hourly rate of up to \$440 and/or may range from \$550 to \$5,500 depending on complexity.

Fee for service – ongoing – An ongoing fee for service represents the cost of providing our ongoing professional services to you. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. This fee may be up to 1.1 per cent per annum of assets under advice or a flat dollar fee up to a maximum fee of \$5,500 per annum. For example if you had \$100,000 invested, you would be charged \$1,100 per annum, however, depending on the complexity of the advice sought, this fee may be higher.

Commission for life risk insurance products – An initial commission of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 40 per cent of the annual premium paid.

Other benefits

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

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