

Fortnum Private Wealth Ltd Financial Services Guide – Part 2

Visionplan Management Pty Ltd

Visionplan Management Pty Ltd (ABN 31 109 431 272) and its Advisers are Authorised Representatives of Fortnum Private Wealth Ltd.

This Financial Services Guide (**our Guide**) provides you with important information about Fortnum Private Wealth Ltd (Fortnum) and any Authorised Representative (**Adviser**) who may provide you with the services described in our Guide.

Our Guide consists of two parts:

- Part 1 of our Guide; and
- Part 2 of our Guide (this document).

The information in our Guide is not complete without both documents, which must be read in conjunction with each other.

Contact details

If you would like to make an appointment, please contact our office on:

Phone: (02) 6884 2222

Fax: (02) 6884 9462

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Email: sdunshea@fortnumdubbo.com.au

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Visionplan Management Pty Ltd

Authorised Representative Number: **278075**

Our Practice has been established since 1988 providing a range of wealth advice and expertise to assist clients with every aspect of their financial situation. Our firm has a disciplined approach to helping you build and manage your plan for financial independence.

Your Advisers Authorisations and Service Offering

The below table summarises the areas in which our Advisers are authorised to provide financial product advice to you.

Authorisation	Alexander James Dunshea (Sandy)
Deposit and payment products	✓
Debentures, stocks or bonds issued or proposed to be issued by a government	✓
Derivatives	✗
Life Investment or life risk products	✓
Interests in managed schemes, including investor directed portfolio services	✓
Managed Discretionary Account (MDA) services	✓
Retirement savings accounts	✓
Securities	✓
Superannuation	✓*
Standard Margin Lending facility	✓

*Sandy is not authorised to provide SMSF Advice

Visionplan Management Pty Ltd is registered with the Tax Practitioners Board as a Tax (Financial) Adviser, as is each Adviser. This means that Alexander (Sandy) Dunshea can provide tax advice in regard to the strategies and financial products that he recommends to you.

The table below summarises the services our Advisers can provide to you:

Services Offered	Sandy Dunshea
Investment Strategies including gearing and savings plans	✓
Budget and cash flow planning	✓
Debt Management	✓
Superannuation advice, including salary sacrifice and consolidation strategies	✓
Self-Managed Super Fund	x
Personal insurance strategies	✓
Centrelink / DVA advice	✓
Retirement planning advice	✓
Estate planning advice	✓
Advice on ownership and structures eg Discretionary and family trusts	✓
Portfolio Review Services	✓
Ongoing advisory services	✓

Our Advisers may also engage by referral the use of specialists such as accountants and solicitors.

Our Advisers

Adviser Name	Sandy Dunshea
Qualifications	Certified Financial Planner™ (CFP®) Diploma of Financial Planning
Authorised Representative Number	239386
Memberships	Financial Planning Association
Bio and Experience	<p>Sandy Dunshea is the Proprietor of Visionplan Management Pty Ltd.</p> <p>Sandy began his career in 1988 with National Mutual (now AXA Financial Planning) progressing to owning his own business within Associated Planners Financial Services Limited (now Genesys Wealth Advisers) dealer group in 1997. He joined Fortnum Private Wealth in June 2010.</p> <p>With these qualifications and experience Sandy is well qualified to help clients achieve their financial goals.</p>

Associations and Directorships

Sandy is neither a Director or Shareholder of any Companies that offer products or services to his clients.

Client Fees

As outlined in Part 1 of our Guide under the heading “Charging Options”, there are various ways that you may pay for the services that are provided.

- Fee for service;
- Commissions from a product or service provider; or
- A combination of the above.

Fee for service

The fee for service may be payable for the preparation of advice, initial advice and ongoing review and advice services. The actual fee depends on individual circumstances and will be outlined in your Letter of Engagement or Statement of Advice.

The fee for service may be determined by any of the following:

- An hourly rate of \$88 - \$220 per hour (including GST) depending on the complexity of your circumstances;
- An agreed fee;
- A percentage of funds under advice of up to 1% (including GST) depending on the complexity of your circumstances;
- A combination of any of the above.

Fees will be agreed based on your requirements and the complexity of your financial circumstances. All fees charged will be fully detailed in the Letter of Engagement or Statement of Advice you receive and will be agreed with you prior to you becoming liable for them. All fees are inclusive of GST.

If you pay a fee for service to Fortnum, they may pay a proportion of this to Visionplan Management Pty Ltd as detailed in Part 1 of our Guide under the heading ‘Remuneration received by Principal Practices’.

If your Adviser receives a proportion of this remuneration directly attributable to the advice and/or service they have provided you, they will inform you of the amount at the time they provide you with advice.

Commissions from product and service providers

Commissions may be paid by product and service providers to Fortnum, who, in turn, may pay a proportion of this to Visionplan Management Pty Ltd as detailed in Part 1 of our Guide under the heading ‘Remuneration received by Principal Practices’.

If your Adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

Adviser Remuneration

Sandy Dunshea is a director/shareholder of Visionplan Management Pty Ltd and has been appointed as an Authorised Representative of Fortnum.

Sandy Dunshea may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document.

Your Adviser may be paid a salary based on experience and capability.

Your Adviser may be eligible to receive a bonus based on a combination of revenue and other non-financial measures that relate to compliance, staff training and the quality of service.

Your Adviser may receive dividends and/or distributions as a shareholder of Visionplan Management Pty Ltd

Further conflicts you should be aware of

Relationships and associations

The extensive list of products and services approved by Fortnum includes products and services provided by entities with whom Visionplan Management Pty Ltd and/or your Adviser have a relationship or association, either directly or via a related entity.

We believe that your interests should be placed first and that products and services should only be recommended if it is in your best interests. However, it is important that you know of, and are comfortable with, those relationships and associations and any benefits that arise.

Shareholding in Fortnum Private Wealth Ltd

Your Adviser or your Adviser's Principal Practice either personally, directly or through an associated entity, is a shareholder in Fortnum Private Wealth Ltd (**Fortnum**).

Shareholding in Fortnum Financial Group Limited

Your Adviser or your Adviser's Principal Practice either personally, or through an associated entity, is a shareholder in Fortnum Financial Group Limited (**FFG**).

FFG has a majority shareholding in a number of entities.

FFG Shareholding in Innova Asset Management

FFG has a major shareholding of Innova Asset Management Pty Ltd, the asset manager for many of the investment options available through the e-Clipse Super and Super Pension Plan and the e-Clipse UMA Service.

Innova Asset Management Pty Ltd is also the asset manager for some Model Portfolios available through other administration platforms. If appropriate for your needs, your Adviser may recommend products provided by e-Clipse Online Pty Ltd or model portfolios available through an administration platform.

If so, Fortnum, FFG and consequently your Adviser or the Principal Practice (as shareholders in Fortnum and/or FFG) may benefit from these recommendations.

Fortnum Advice Platform Trust (FAP Trust)

FAP Trust was established to facilitate rebates paid by BT to FPW in relation to client accounts established with BT (ie in BT Wrap and Fortnum Advice Wrap) on or before 30 June 2013. FAP Trust distributes these rebates in a manner as defined within the FAP Trust deed.

Your Adviser, their Principal Practice or a related entity holds Class A and / or Class C units in FAP Trust which gives them an interest in benefits distributed by FAP Trust. Class A unit holders receive a share of 60% of the distributions by FAP Trust in proportion to the gross revenue of FAP Trust referable to clients of the Principal Practice entity. Class C unit holders receive a share of 20% of distributions in proportion to the number of units held.

Making and Receiving Referrals

We may provide you with a referral to other professionals. This may include, but is not limited to, accountants, mortgage brokers and legal practitioners. You may also have been referred to us by another professional.

We may receive a payment for these referrals. If we are entitled to receive a referral payment, we will disclose this to you at the time of the referral.

We may give a payment for referrals to us. If this is the case, we will inform you of this payment prior to the referring party being entitled to the payment.