



SMSF ADVISERS NETWORK PTY LTD

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FINANCIAL SERVICES GUIDE

ADVISER PROFILE & FEE SCHEDULE

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FSG Part 2 of 2

Who Are We?

Business Name: Profit Focus Partners Pty Ltd
Address: 736 Waverley Road
East Malvern VIC 3145
Postal Address: PO Box 167
Chadstone Centre Post Shop
Chadstone Centre VIC 3148
Phone Number: (03) 9530 4722
Fax Number: (03) 9563 3018
Website: www.profitfocus.com.au
Email: peter@profitfocus.com.au

The Trustee for Peter Liakopolous Accounting Practice TA Profit Focus Partners Pty Ltd (ABN 40 359 253 386) is a Corporate Authorised Representative No. 124 7565 of SMSF Advisers Network Pty Ltd.

Profit Focus Partners Business and Taxation Consultants offers a comprehensive, professional service to business owners which embraces all facets of business and financial services. Our aim is to improve the financial growth and wellbeing of our clients by providing quality advice, taxation, accounting and SMSF services. Profit Focus Partners places a high degree of importance on client service and interaction, with a focus on proactively assisting growing businesses & SMSFs by providing a complete advisory service solution.

Please be aware that *Profit Focus Partners Pty Ltd* is a business that may be associated with the provision of our advice to you. As a result of this association, the below listed Authorised Representatives may benefit from the payment of fees to *Profit Focus Partners Pty Ltd* in addition to the fees charged for advice provided under SMSF Advisers Network Pty Ltd. Confirmation and details of the fees involved where this arrangement is applicable, will be included in your Statement of Advice.

Details of Authorised Representatives of the SMSF Advisers Network Pty Ltd who can provide you with financial advice within our office are as follows:

Lin (Dean) Cong CPA

Senior Accountant

Authorised Representative No: 124 7567

Email: dean@profitfocus.com.au

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Wholly owned subsidiary of the
National Tax & Accountants'
Association

Lin Cong has been involved in the financial services industry for over 5 years. After graduating from Adelaide University with a Masters degree in Accounting and Finance, he is a qualified CPA providing accounting, tax and business advice to clients, ranging from high net worth individuals to small business. Since attaining the RG 146 accreditation in SMSFs and Superannuation he is now able to provide a complete range of advisory services in the SMSF area.

Lin (Dean) Cong is remunerated by means of salary.

Peter Liakopoulos FCPA B.Comm

Senior Accountant

Authorised Representative No: 124 7566

Email: peter@profitfocus.com.au

Peter Liakopoulos has been involved in the financial services industry for over 30 years. After graduating from Melbourne University with a Bachelor of Commerce, he is a qualified FCPA providing accounting, tax and business advice to clients ranging from high net worth individuals, to small business. Since attaining the RG 146 accreditation in SMSFs and Superannuation, he is able to continue to provide a complete range of advisory services in the SMSF area.

Peter Liakopoulos is remunerated by means of salary.

Please note that no commissions from product providers are received by any Authorised Representative of the SMSF Advisers Network Pty Ltd.

Your Adviser, as detailed above can provide strategic advice in the following areas:

- Basic Deposit Products; and
- Superannuation (including Self-Managed Superannuation Funds).

How we charge

Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee, or as a combination of both. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews.

Hourly Rates

A typical rate for fee for service arrangements is between \$250 and \$350 per hour plus GST.

Advice Preparation Fee

This is a one-off fee charged for the preparation of the advice provided. Professional Advice Fees can range from \$600 to \$1,500 plus GST. The cost will be determined by the advice provided and your advice requirements. This fee is applicable even if you decide not to proceed with the advice provided.

Implementation Fees

To implement our advice, we may charge a fee. This fee is typically between \$300 to \$1,100 plus GST depending on the advice, strategies and time involved.

Ongoing Advice Fees

We offer an ongoing review service to ensure you are on track to achieving your goals and objectives as well as addressing any issues that may arise. The cost of this service will vary depending on your level of service required or selected. This fee can range between \$1,200 and \$3,500 plus GST per annum.

Details of all fees will be clearly documented in the Statement of Advice you receive.

All fees are paid directly to SMSF Advisers Network who then pays the income to the Authorised Representative on a bi-monthly basis.

Referral Fees

SMSF Advisers Network Pty Ltd and its Authorised Representatives may work closely with many professional people and organisations such as solicitors and clubs to assist in providing you with advice.

Where we receive referrals from these sources, there may be a referral fee paid or received. Referral fees are not a separate charge to you. Referral fees will be disclosed to you at the time of referral and/or will be detailed in your Statement of Advice.

Our referral arrangements are:

20% of the fees generated in respect to your account from Link Financial Services Pty Ltd.