

## **FINANCIAL PLANNING – ADVICE FEES**

### **Initial Financial Planning Advice**

We are a fee for service business.

Our initial advice fees range between;

- \$330 to \$5,000 for a single strategy, and
- \$1,650 to \$20,000 for multiple strategies

You will be told what our fee for initial advice will be before you decide whether to proceed with us developing your financial plan.

If in developing your financial plan we identify that you have a complex situation that falls outside of the above scenarios our initial advice fees may change. Once again you will be informed of this before proceeding with your financial plan.

Our initial advice fee covers the cost of researching and preparing your financial plan. Before providing you with initial advice we will prepare an initial advice agreement. The initial advice agreement sets out what our initial advice will provide and how much it costs.

### **Advice Implementation**

Our implementation fees range between \$330 and \$5,000 for single advice strategies and \$1,650 and \$20,000 for multiple and complex advice strategies. This covers the administrative time spent implementing the recommended strategies and products.

### **Ongoing Advice**

Ongoing advice fees may be based on a set cost per month or up to 2 % per annum of your investment balance per annum. Our ongoing advice fees ensure your strategy and products are reviewed to help you take advantage of opportunities as they become available. If, during our assessment of your ongoing needs, we identify that you require ongoing advice outside of our standard advice offer, our ongoing advice fee will change. In this case, we will provide you with a quote of what you will be required to pay to receive these services. Before providing you with ongoing advice we will prepare an ongoing advice agreement. The ongoing advice agreement will set out what our ongoing advice will cover, your payment method, and how much it will cost.

### **Additional Advice**

For additional advice, an hourly rate of \$385.00 (includes GST) is payable.

## Payment Method & Frequency

We offer you the following payment terms:

- Bpay, direct debit (credit card or savings), cheque
- Deduction from your investment or Super
- Ongoing advice fees may be deducted as an annual instalment or in monthly or quarterly instalments.
- Ongoing advice fees may increase each year in line with the Consumer Price Index (CPI) or by a fixed amount or percentage each year. The specific amount will be agreed to by you and outlined in our ongoing advice agreement.

## Commission

Commission is payable by life companies when we recommend insurance and annuity products.

The commission is factored into the annual premium and may range as follows:

- From 11% to 130% of the initial premium
- Up to 33% per annum of the renewal premium.

If insurance advice is given as part of your overall plan and commission is the most efficient way to be paid for this advice, this remuneration will be taken into account when calculating a planning fee.

Commission of up to 10% of your investment value may be payable by fund managers when we recommend agribusiness investments.

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