

Part 2 Adviser Profile

Timothy David Hall

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

Timothy (Tim) Hall and Tilea Wealth Pty Ltd t/as Tilea Wealth Financial Services are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

Unit 4, 633 Logan Road, Greenslopes, QLD 4120

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Tim has over 15 years' experience in the financial services industry specialising in creating financial strategies that assist in achieving client's objectives.



Authorisations

- Tim Hall ASIC Authorisation Number 304053.
- Tilea Wealth Financial Services ASIC Authorisation Number 465992.



Qualifications and memberships

- Master of Commerce (Financial Planning) with distinction
- Graduate Certificate in Finance with distinction
- Bachelor of Arts (Justice Studies)
- Diploma of Finance and Mortgage Broking
- Specialist SMSF Adviser
- Commissioner of Declarations
- Practitioner Member (AFA)



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:

Deposit products

Life products including:

- investment life insurance products
- life risk insurance products

Managed investment products, including:

- master trusts, wrap facilities, property funds
- margin lending products
- tax-effective investments

Government debentures, stocks and bonds

Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds
- self-managed superannuation funds

Retirement savings accounts

Securities

- Active direct shares and securities advice

Tim Hall 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 Tilea Wealth Financial Services 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 Tilea Wealth Financial Services, which engages your adviser to provide financial services. Of the amount received by Tilea Wealth Financial Services from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses. As Principal, Tim may also be paid a share of profits.



Service and advice fees paid by you

At your first meeting, Tim will explain how Tilea Wealth Financial Services 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

You may be charged a fee based on the time we spend and the complexity of developing your plan. The current base rate is charged at \$350 per hour.

Statement of Advice (SOA)

A statement of advice fee is charged to cover the cost of researching, developing and preparing your advice document, and implementing recommendations. This fee ranges upward from \$2,300 depending on complexity, and generally averages \$4,500 per SoA.

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 0.99% per annum of assets under advice and/or a fixed fee of up to \$350 per month depending on the complexity of the advice and the services we are engaged to provide.

Commission for life risk insurance products – Policies issued from 1 January 2018

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

Increases to Policies issued before 1 January 2018

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.



Other benefits?

Tilea Wealth Financial Services has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

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