

## THIS FSG IS COMPRISED OF 2 PARTS

Distribution of this FSG has been approved by Akambo Pty Ltd

### Part 1:

Provides information about Akambo Pty Ltd trading as Accountants Private Advice and the services that we provide.

### Part 2:

'Adviser Profile' provides information about the representative who will provide the services to you, 'your financial adviser' and how they are remunerated.

## PART 2

### Who is your Financial Adviser?

Your financial adviser is **Bruce Chisholm** (Authorised Representative No: **001235025**), an employee and equity holder of **Highview Wealth Solution Pty Ltd** (Corporate Authorised Representative No: **000337009**) of Akambo Pty Ltd trading as Accountants Private Advice.

### Your adviser's contact details:

Address: 2 CODRINGTON STREET CRANBOURNE VIC 3977

Phone: 0432 971 202

Email: [bruce@highview.com.au](mailto:bruce@highview.com.au)

### What Financial Services can your Financial Adviser provide?

Bruce is authorised by Akambo Pty Ltd t/a Accountants Private Advice to provide advisory and dealing services in the products as detailed in Part 1 of the Financial Services Guide with the exception of Derivatives.

### What qualifications and experience does your Financial Adviser have?

Bruce Chisholm is a qualified accountant and financial planner with a Bachelor of Business and a Diploma in Financial Planning. Bruce is a member of the Financial Planning Association (FPA), Australia's leading professional community of financial planners. As a CERTIFIED FINANCIAL PLANNER® professional, Bruce has gone one step further to achieve the highest qualification in financial planning worldwide. Bruce's knowledge was recognised in 2013 when he was ranked in the Top 50 Master Class Honour Roll by the Australian Financial Review Smart Investor. With over 20 years of experience advising clients together with prior accounting and management experience, Bruce has the competence and expertise to develop, implement and manage transformational strategies to give you the security and peace of mind that comes from being prepared for the future.

Bruce is passionate about the positive difference trusted and credible advice can make to clients' lives, by working with them on an ongoing basis. Bruce has significant experience assisting a broad range of clients including those with self managed superannuation funds and complex structures and has specialised in retiree and pre retiree clients. Outside of work Bruce enjoys spending time with his family.

Accountants Private Advice's financial advisers focus on assisting their clients to build wealth during their working life then specialise in managing it effectively throughout their retirement. They can provide advice on appropriate investment types and structures, risk management and insurance needs, debt reduction strategies, taxation and estate planning.

Accountants Private Advice concentrates on creating, protecting and enhancing the wealth of their clients by providing them with a personalised and superior advisory service. So, if you are looking for specialists in the field of Financial Planning, our advisers would be more than happy to discuss your future requirements.

## What do your services cost?

Highview Wealth Solution Pty Ltd is remunerated by fees paid by you and/or commissions received from product issuers. All fees and commissions are paid to Akambo Pty Ltd t/a Accountants Private Advice who then passes 100% of the fees and commissions to Highview Wealth Solution Pty Ltd. Bruce is an employee and equity holder of Highview Wealth Solution Pty Ltd and receives remuneration as a salary and may be entitled to a bonus and dividends.

### Discovery Meeting Fees

We offer a face to face 'Discovery meeting' to get to know you, identify issues and opportunities and propose a way forward. As a guide a typical 'Discovery meeting' fees start from \$250 plus GST.

### Initial Advice Fees

We will discuss your individual needs and objectives and agree our fees with you. The actual fees will depend on factors such as the complexity of your circumstances, goals and the scope of advice. Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. As a guide Highview Wealth Solution's advice fees are \$300 per hour plus GST.

The following is a guide only:

Type of Fee	Fee Amount
Initial Advice Fee	Between \$3,000 and \$10,000 plus GST

### Portfolio Management Fee / Adviser Service Fee

Accountants Private Advice may charge a Portfolio Management Fee of between 0% and 2% per annum (excluding GST), agreed with your adviser, and calculated on your monthly account balance.

For example:

With an initial investment of \$100,000 - we may charge	\$2,000pa
If your account balance was \$120,000 in the second (and subsequent) years – we may charge	\$2,400pa

Accountants Private Advice may also charge a Private Client Service Fee according to the scope and complexity of the review service required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work. As a guide Highview Wealth Solution's advice fees are \$300 per hour plus GST.

### Commissions on Shares & Derivatives Transactions

Depending on your arrangement with your adviser, commission may be paid by you on share and derivative transactions. The commission will range between 0 and 2%.

For example:

If you bought or sold a listed equity or derivative for \$100,000 - we may charge	\$2,000pa
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### Commissions from Issuers of Financial Products

Accountants Private Advice may receive commissions from life insurance companies when a life insurance product is recommended to you. These commissions can vary depending on the product issuer and type of product. The following table explains the maximum commission percentages Akambo Pty Ltd will be paid each year:

Date the Policy is taken out	Maximum initial percentage of premium (including GST)	Maximum ongoing percentage of premium (including GST)
1 January 2018 – 31 December 2018	88%	22%
1 January 2019 – 31 December 2019	77%	22%
From 1 January 2020	66%	22%

If your first year's premium was \$500 and the initial commission was 88%, Akambo Pty Ltd will receive	\$440 in the first year*
If your premium for the second and subsequent years was \$500 and the ongoing commission was 22%, Akambo Pty Ltd will receive	\$110 per annum*

*\*These commissions are paid by the insurance company and are not an additional cost to you.*

All fees will be clearly stated and agreed with you in the Statement of Advice.