

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 **Silvio Marinelli** (Authorised Representative No: **000457162**), a director 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: 0410 408 882

Email: silvio@highview.com.au

What Financial Services can your Financial Adviser provide?

Silvio 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?

Silvio Marinelli is a fully qualified accountant with a Bachelor of Business, and a Registered Tax Agent. With over 20 years of experience Silvio has the competence and expertise to advise clients on solutions to minimise their tax and create wealth. Silvio has a passion towards property investment and Self-Managed Superannuation advice (his area of expertise!). He worked his way from a graduate accountant to becoming a Partner of Highview Accounting Services, a firm with three office locations in Cranbourne, Prahran and Mornington. Being passionate about the need to invest to plan for a comfortable retirement, Silvio decided to add to his Bachelor of Business qualification and become qualified as a Financial Planner to help others also achieve their financial goals and desires. After completing his financial planning studies, Silvio is enthusiastic to help his clients plan for their wealth creation. Silvio continues to assist his clients with accounting and taxation advice but can easily 'switch hats' and offer financial planning strategies - a unique skill that benefits clients greatly - who better to offer financial advice than your Accountant?

Another of Silvio's areas of expertise lies in business coaching and mentoring. Coupling his own business experiences and knowledge, Silvio thoroughly enjoys nurturing businesses to become the best they can be. Currently completing his Diploma of Human Resources, Silvio ensures he is abreast of the latest information and changes in business practices that can assist his clients to increase profitability and work efficiency.

Silvio is very passionate about the local community, serving on various committees including the Cranbourne Football Club, Cranbourne Cricket Club, Cranbourne Chamber of Commerce, Lyndhurst Secondary College Advisory Panel and Devon Meadows Cricket Club. Silvio is currently also the treasurer and committeeman of the Cranbourne Turf Club. Silvio enjoys playing cricket, watching his beloved Richmond Football Club and forming lasting relationships with clients to help them with their tax, business and wealth strategies.

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. Silvio is a director of Highview Wealth Solution Pty Ltd and receives remuneration from director fees, salary or business distributions.

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 excluding 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.