

Financial Services Guide

1 July 2021

Version 4

Part Two

Authorised Representative Profile

This document is part of a Financial Services and Credit Guide ("Guide") and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 20, dated 1 July 2021.

This section is designed to provide you with enough information to decide whether to obtain financial advice (or any other financial service) from us. It's an important document that will introduce your adviser, Gerrit Lombard, and provide you with the information you need to consider before you engage us to provide you with advice or services.

This document complements Part 1 that provided information about our Licensee and the types of documents – Statements of Advice, Records of Advice and Product Disclosure Statements – that you will receive if we provide you with personal advice. Part 1 also explained how you can provide information to us, our compensation arrangements and who to contact if you want to provide feedback or complain about our advice or services.

We've tried to be as clear and direct as possible but if you have any questions, we're happy to answer them.

Authorised Representative Profile

Your adviser is [Gerrit Lombard](#), an Authorised Representative of Paragem. [Gerrit's](#) ASIC Authorised Representative number is [320896](#).

What Experience Does Your Financial Adviser Have?

Gerrit has extensive experience in the financial planning industry.

He has worked in the financial services industry for over 27 years and spent over 13 years as a Financial Adviser offering advice to individual clients as well as small and large business clients.

What Qualifications and Professional Memberships does your Financial Adviser Have?

Gerrit is a Certified Financial Planner® and also hold the following additional qualifications:

- Bachelor of Commerce
- Bachelor of Law
- Higher Diploma in Taxation
- Diploma in Financial Services (Financial Planning)
- Advanced Diploma in Financial Services (Financial Planning)

He is a member of the Financial Planning Association of Australia Limited.

Gerrit Lombard's employer is [RJC Evans & Co Financial Planning Pty Ltd](#), which is a Corporate Authorised Representative (AR no. 278273) of Paragem.

How you can contact your financial adviser

Your Financial Adviser:

Phone: 08 8272 2500

Fax: 08 8271 1853

Gerrit Lombard

Email: glombard@rjcevans.com.au

Website: www.rjcevans.com.au

Practice details:

Phone: 08 8272 2500

Fax: 08 8271 1853

RJC Evans & Co Financial Planning Pty Ltd
116 Greenhill Road
UNLEY SA 5061

Email: finplan@rjcevans.com.au

Website: www.rjcevans.com.au

Gerrit Lombard is authorised by Paragem to advise and deal in the following financial products:

- Deposit products (cash and Term Deposits)
- Debentures, stock and bonds issued by a government
- Life Insurance risk products
- Life Insurance investment products
- Managed Investment Schemes (Unit Trusts)
- Securities (shares)
- Superannuation
- Retirement Savings Accounts
- Self-managed Superannuation Funds
- Standard Margin Lending Facility

Remuneration

The following is a schedule of the fees that are payable for our services and/or the commissions we may receive from product issuers. Note that you may pay a fee for a service and we may also receive commissions as a result of you accepting our recommendations. The costs applicable to the services you require will be discussed with you by your financial adviser, Gerrit Lombard.

Paragem will pay RJC Evans & Co Financial Planning Pty Ltd 90% of the fees and/or commissions detailed in this schedule and Paragem will retain the balance.

Gerrit Lombard is a salaried employee and shareholder of RJC Evans & Co Financial Planning Pty Ltd.

Employees may receive a performance bonus from RJC Evans & Co Financial Planning Pty Ltd, determined by a balanced scorecard which includes reference to client feedback, effectiveness, their provision of ongoing service and various compliance measures. There is no remuneration, or rewards, for recommending particular products or strategies.

Fees

We are predominantly a Fee for Service organisation. As part of detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, your adviser will discuss and agree the fees with you.

Advice fees are inclusive of GST and payable by you at the following stages:

- 1.) **Advice Preparation / Statement of Advice Fees:** For having a personalised financial plan (SoA) prepared, a plan preparation fee (up to \$10,000) is payable. The actual fee will

depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.

- 2.) **Implementation:** A placement fee and/or implementation fee may be charged to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed:
- a. a range from \$0 (min.) to \$10,000 (max.); or
 - b. \$375 per hour; or
 - c. 4.40% of the initial funds invested, or
 - d. the maximum of entry fees or contribution fees specified in the Product Disclosure Statement (PDS) for the recommended product;
- whichever is the greater.

Ongoing Advice Service and Reviews: If you choose for your adviser to conduct a review of your financial plan to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a review fee. If you choose to receive an ongoing advice service from your adviser, you may be charged a fee ranging from \$1,100 to \$15,000, and are based upon time (at \$375/hr), complexity and the number of structures/entities involved payable as one lump sum or instalments.

Commissions

Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or the policy cost is reduced in the first year and 60% clawback of commission in the second year.

If you choose to pay fee for service, we can rebate to you part or all of the commission we would otherwise receive for insurance arrangements.

In the interests of transparency, please understand that I will receive an upfront commission from the product issuer if you decide to buy a life risk insurance product I recommend to you. Commissions, whether up-front or ongoing, are paid to us by the Insurer.

I will receive an upfront commission of between 0% and 66% of the first year's annual premium, and then an annual ongoing commission of between 0% and 22% of the annual premium.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays me an upfront commission of 66%, I will receive \$1,320. The issuer will pay me 22% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$440 per year.

We may choose to receive a level commission rate from the insurer instead of an upfront commission. The rate is 30% of the annual premium initially and every year the policy is renewed.

For example, if the annual premium is \$2,000 then the commission will be \$600.

Potential Conflicts of Interest

Ownership

Paragem is a wholly owned subsidiary of Easton Investments Limited, an ASX listed company that provides services to financial advisers and accountants in the areas of licensing, training, education and client engagement. Easton Investments Limited has a material shareholder, HUB24 Limited, which offers a leading investment administration and reporting platform to the Australian marketplace.

Paragem was previously owned by HUB24 as such if you use the HUB24 platform, some of Paragem's employees and representatives (our advisers) may benefit financially by virtue of being shareholders in the company. This will be disclosed to you below and in the Statement of Advice if you wish to receive advice, where applicable.

We are obliged to always act in a client's best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

Referral Payments

We do not receive any form of referral payments

Leave Blank

Confirmation Form

Detach copy for File

ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)

I/We acknowledge that I was/we were provided with the Paragem Financial Services Guide (FSG) Part 1 dated 1 July 2021 and Part 2 (Adviser Profile) dated 1 July 2021.

Client name: _____
Date received: _____
Client signature: _____

Client name: _____
Date received: _____
Client signature: _____

OR complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the Paragem Financial Services Guide (FSG) Part 1 dated 1 July 2021 and Part 2 (Adviser Profile) dated 1 July 2021, as follows:

Sent to (Client name(s)): _____

Sent on (Date): _____

Sent by (Name): _____