

DMFS Financial Advisers Pty Ltd

Level 8
350 Collins Street
Melbourne VIC 3000

PO Box 1003
Macleod VIC 3085

P 1300 364 650
F 03 8672 0287
M 0424 616 060

E david@dmfsfinancial.com.au
W www.dmfsfinancial.com.au

What does DMFS Financial Adviser charge and what do we do?

DMFS Financial Advisers charge on an hourly rate for aged care.

We very rarely use products, mostly due to the age of the residents going into care.

What does “using products” mean?

- Some advisers use products and charge commissions or adviser service fees.
- This then becomes an ongoing cost.

Our Charges

Simplistic (factual advice - <https://asic.gov.au/media/3336151/rg244-published-25-august-2015.pdf>) or factual advice is very different to general advice. General advice uses products and has disclaimers about those products not taking personal situations into account.

Factual advice that we provide for aged care does not address products \ superannuation or make recommendations, we provide an illustration of the costs should you keep the family home, rent it out, sell and calculate the costs if you pay or don't pay the refundable accommodation deposit (a RAD or in the past a “bond”).

We also assist you complete the Centrelink forms required for the DHS to calculate either the means tested fee or supported person status.

The cost for this is \$1,100 minimum (and charged hourly if more complex on top of this, which we quote on initially).

Full Service Advice

If there is superannuation, pensions, annuities or investment properties, we are required by ASIC to complete a Statement of Advice (a financial plan) which calculates taxation, product advantages or disadvantages. These are often used to present to VCAT or resolve family disputes, or in some cases calculating death benefits tax, selling shares to raise capital etc.

The cost of ti

Should you have any further queries please contact our office on 1300 364 650 or alternatively please contact me directly on 0424 61 60 60.

Yours faithfully,



David Mac Manus CFP®, FChFP, Dip F.P.
DMFS Financial Advisers Pty Ltd
Authorised Representatives
Consultum Financial Advisers Pty Ltd
Australian Financial Services Licence No. 230323

Part 2

Adviser Profile continued



How is your financial adviser paid?

The fees and commissions payable to DMFS Financial Advisers are explained in Part one of the FSG and also below. Consultum may retain up to 5% of these fees and commissions and then pay the balance to DMFS Financial Advisers, which engages your adviser to provide financial services. Of the amount received by DMFS Financial Advisers from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, David Mac Manus will explain how DMFS Financial Advisers 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 – once-off

The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee may be up to 1.16% cent depending on complexity and time involved.

Statement of Advice (SOA)

A statement of advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$1,000 to \$10,000 depending on complexity.

Fixed Financial Planning Advice Fee

Superannuation Consolidation	\$1,650 (\$275 per fund over three funds) – can nominate to be paid from superannuation fund if cash flow is a concern
Risk Insurance	Built into Premium (commission paid by insurance provider)
Investment Only Advice	\$2,200
Full Financial Planning Advice	\$2,200 - \$5,500 (time based and quoted in initial meeting prior to engagement)
Aged Care Advice	\$500 - \$5,000 (time based fee at \$440 per hour)
Direct Equities Purchases	\$110 or 1.1% upfront

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 1.1% per annum of assets under advice as outlined in the table below and can be negotiated depending on the complexity of the advice and the agreed level of service being provided.

Asset Based Fee Structure (retail \ wrap)

Tiered Fee Structure Fee – Asset Based Fee	Fee
\$0 - \$500,000	1.1% p.a.
\$500,000 - \$1,000,000	0.77% p.a.
\$1,000,000 - \$2,000,000	0.55% p.a.
\$2,000,000+	0.00% p.a.

- * DMFS under arrangement may discuss capping fees for retail clients.
- * This is subject to a minimum flat fee of \$3,500 p.a. (\$291.67 per month) incl GST.

Flat Fee Structure

Tiered Fee Structure – Flat Fee	Fee
\$0 - \$999,999	\$3,500 (gross of GST)
\$1,000,000 - \$1,500,000	\$5,500 (gross of GST)
\$1,500,000+	\$7,500 (gross of GST)

- * Additional brokerage for trades is set at 1.1% per trade subject to minimum \$110 transaction.

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

Initial commission payable under an upfront structure will be capped at 88%, then reduce to 77% from 1 January 2019, before settling at 62% from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22% of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37%.

Increases to Policies issued before 1 January 2018

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



Other benefits?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

Date of completion of Adviser Profile
1 June 2020, version 10