

## Part 2 Adviser Profile

### David Mac Manus

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

David Mac Manus and DMFS Financial Advisers Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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David's career commenced in 2003 with a boutique accounting firm. He has worked in mid and third tier accounting firms and wealth management practices dealing with those starting out in their career, to pre and post retirees. David's vision is to help his clients achieve financial security. He works closely with his clients, gaining an in-depth understanding of their financial goals and developing a plan to help them achieve them.

DMFS Financial Advisers is a full service advisory firm, with a niche in aged care and estate management.

DMFS Financial Advisers is based at Level 8, 350 Collins Street, Melbourne Vic 3000.



#### Authorisations

- David Mac Manus ASIC Authorisation Number 295148.
- DMFS Financial Advisers ASIC Authorisation Number 422019.



#### Qualifications and memberships

- CERTIFIED FINANCIAL PLANNER® professional
- Graduate Diploma of Financial Planning
- Diploma of Financial Planning
- Fellow Chartered Financial Practitioner
- SMSF Accredited
- Aged Care Specialist



#### 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

David Mac Manus 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 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 \$1000 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	\$1,100 - \$5,500 (time based fee at \$550 per hour)
Direct Equities Transactions	\$110 or 1.1% upfront

### Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service 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. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

### Asset Based Fee Structure (retail \ wrap)

#### Tiered Fee Structure Fee – Asset Based Fee

Tiered Fee Structure Fee – Asset Based Fee	Fee
\$0 - \$600,000	1.1% p.a.
\$600,000 - \$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

Tiered Fee Structure – Flat Fee	Fee
\$0 - \$850,000	\$3,500 (plus GST)
\$800,000 - \$1,500,000	\$5,500 (plus GST)
\$1,500,000+	\$7,500 (plus 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 2020

Initial commission payable under an upfront structure is capped at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure is 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.



## 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 2021, version 12