

Financial Services Guide

1stth June 2022

Version 1.1

Part 2

This document is part of a Financial Services Guide (“Guide”) and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 21, dated 1 February 2022.

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, Ross Marais, 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 Ross Marais, an Authorised Representative of Paragem. Ross Marais's ASIC Authorised Representative number is 1234475.

After graduating with a Bachelor of Commerce majoring in financial planning at Griffith University in 2013. Ross was successfully employed into the AMP Horizons financial planning academy in Brisbane which is part of AMP – Australia's largest non-bank wealth management business. The Horizons Academy is a national centre of excellence and is recognised as an industry leader in the education and development of financial advisers. After leaving AMP, Ross moved home to the Gold Coast and co-founded More Time Financial in 2013 with his father Allan and has since been working in the business.

Fascinated with human psychology and behavioural economics, as a financial adviser Ross uses his skills to help his clients manage, understand and simplify one of the most important aspects of their lives - which is their finances. Ross specialises in helping his generation make smarter decisions with their money so they can get MORE TIME For Life.

Qualifications

- Bachelor of Commerce – Financial Planning
- Statement of Attainment for Self-Managed Superannuation Funds
- Certificate IV in Finance and Mortgage Broking
- Registered Tax (financial) Adviser

Ross Marais is a director and employee of More Time Financial Pty Ltd and trades as More Time Financial, which is a Corporate Authorised Representative (CAR no.1234446) of Paragem.

Our Contact Details

- Miami Office: 15 Christine Avenue, Miami QLD 4220
- PO Box 497 Tugun QLD 4224
- Phone: 07 5636 1577
- Email: info@moretimefinancial.com.au

Ross Marais 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

Ross Marais is not authorised to recommend any strategy that involves an agricultural scheme investment, direct property, derivatives and unregistered managed investment schemes.

Remuneration

Financial advice has value, but it also involves fees and charges. We are committed to transparency because we believe it's important that you're able to make an informed decision about our advice and its benefits. You may pay a fee for a service, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Rest assured that the relevant costs or fees will be discussed with you by your adviser before any services are provided.

Paragem will pay More Time Financial Pty Ltd 100% of the fees and/or commissions detailed in this schedule. Paragem will charge More Time Financial Pty Ltd for licensee services and is not linked to client revenue.

Ross Marais is a director and employee of More Time Financial Pty Ltd and is remunerated by salary and bonus/dividends/distributions from this company More Time Financial Pty Ltd.

Employees may receive a performance bonus from More Time Financial Pty Ltd. There is no remuneration, or rewards, for recommending particular products or strategies.

Advice Fees

We are predominantly a Fee for Service organisation. There are set fees for each service that I provide to you, and these fees will be agreed upon and confirmed to you prior to any service being provided. Current fees and charges are detailed below and are GST inclusive:

Advice Preparation/Statement of Advice Fees: Fees for the preparation of your advice may range from \$5,400 to \$12,000.

Implementation Fees: for the implementation of your advice may be a set fee between \$5,400 and \$12,000.

Ongoing Advice Fees / Annual Service Fees: Service fees may be charged as an annual fixed fee between \$5,400 and \$12,000 and are based upon time (at \$330/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.

Potential Conflicts of Interest

Ownership

Paragem is a wholly owned subsidiary of Diverger Limited, an ASX listed company that provides services to financial advisers and accountants in the areas of licensing, training, education and client engagement. Diverger 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

More Time Financial Pty Ltd has referral arrangements with mortgage / finance brokers and other professional service providers. If we refer a client to a mortgage / finance broker or another service provider, they may pay us a referrer fee.

- **Upfront commission:** I may receive an upfront commission of between 0% and 20% of the commission received by the mortgage / finance broker
- **Trailing / ongoing commission:** I may receive a trailing / ongoing commission of between 0% and 20% of the commission received by the mortgage / finance broker

We will record the details of any referral fees in the Statement of Advice we prepare for you. We will only refer you to third party professionals, where we believe it is in your best interest to do so.

All fees and commissions are paid to More Time Financial Pty Ltd