

Financial Services Guide

16 March 2022

Version 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 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.

Authorised Representative Profile

Your adviser is Bryan Graham, an Authorised Representative of Paragem. Bryan's ASIC Authorised Representative number is 273211.

Qualifications/Memberships

- Diploma of Financial Services (Financial Planning)
- Financial Planner AFP®

Experience

Bryan has been in the financial advice industry since 1998. For over 20 years, he has focused on helping individuals and families grow, maintain and protect their wealth. Bryan provides tailored advice to meet the specific needs and objectives of his clients.

During his time working as a financial adviser, Bryan has provided advice to clients in a range of areas including investment portfolio management, superannuation and retirement planning, insurance, and estate planning. Bryan's focus is on understanding his clients' complete situations and ensuring that all aspects are aligned correctly to achieve their goals. This comprehensive approach has seen him consistently deliver positive outcomes for his clients.

Bryan operates through Graham Financial Solutions Pty Ltd which is a Corporate Authorised Representative (Authorised Representative Number 440347) of Paragem.

Contact Details

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Bryan 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)
- Superannuation
- Securities (shares, not permitted to provide direct equities or EFT Advice, no execution only)
- Retirement Savings Accounts
- Standard Margin Lending Facility

Bryan 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. The relevant costs or fees relating to your individual situation will be discussed with you before any services are provided.

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

I receive a salary from Graham Financial Solutions Pty Ltd as well as a share of any profits from the business.

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

I will charge a fixed, quoted fee for the development and preparation of your Statement of Advice. The fee will be dependent on the complexity of your situation and will be agreed prior to the Statement of Advice being prepared. Fees for the preparation of your advice may range from \$3,300 to \$8,250 including GST.

Ongoing Advice Fees

These are the fees you pay when you agree to receive our ongoing advice, and will be between \$550 pa and \$26,400 pa. Charged as a percentage up to a maximum of 1.1%. Our ongoing services will be agreed with you in an ongoing services agreement.

Annual Engagement Fees

A fee is charged for the provision of my services under and Annual Engagement Agreement. My services include an annual review document and meeting, strategic and investment advice which is supported with an advice document, and the implementation of my recommendations. This will also include administration support for the provision of the above.

There is a minimum Annual Engagement Agreement fee of \$2,750 and a maximum fee of \$26,400 including GST. The fee charged will be determined by the complexity of a client's situation and the amount of work involved in providing the above services. Annual Engagement Fees can be paid annually in advance or deducted periodically from your portfolio.

Commissions

Insurance Products

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.

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.

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.

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 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.

Please note: I do not own shares in HUB24 or Diverger Limited.

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