



Financial Services Guide

Statesman Financial Solutions

Version: 2.2

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Purpose of this Financial Services Guide (FSG)

The purpose of this FSG is to assist you in deciding whether to use any of the financial services we offer. After reading this FSG, you will know:

- Who we are and how to contact us
- What financial services and products we may provide to you
- How we (and any other relevant persons) may be remunerated
- Whether any relevant associations or relationships exist that may influence our advice
- How we maintain your personal information
- How to access our internal and external complaints handling arrangements
- Details on how to get advice and give instructions
- What we can do and what we expect from you

About Statesman Financial Solutions

Name	Statesman Financial Solutions Pty Ltd
Australian Business Number	12 653 253 000
Australian Financial Services Licence No	538949

Office contact details

Address	10 / 1329 Hay Street, , WEST PERTH, WA 6005
Phone	08 9321 2555
Email	sean@statesmanfs.com.au
Website	www.statesmanfs.com.au

You are entitled to receive a 'Statement of Advice' on the first occasion that we provide you with personal advice. This document will:

- Explain the advice and the basis of the advice,
- Provide information about our remuneration (including commissions), and
- Disclose any associations or relationships that could potentially influence us in providing the advice.

After providing you with our Statement of Advice, any further ongoing personal advice that we may provide will be documented in a further 'Statement of Advice' or a 'Record of Advice' depending on the nature of the advice.

Copies of all advice documents will be retained on your client file and if you have not already been provided with one you may ask for a copy of these documents at any time.

We will also provide you with, or explain how to access, a Product Disclosure Statement ('PDS') issued by the product issuer for any financial product we recommend. The PDS contains information about the costs, benefits, risks and other features of the recommended financial product. You should read this information to enable you to make an informed decision prior to purchasing the recommended financial product.

Lack of Independence

Statesman Financial Solutions is not independent, impartial, or unbiased because we:

- receive commissions for the advice we provide on life risk insurance products.

What financial services are we authorised to provide and how will these be provided to you?

Statesman can offer financial services and advice that covers the following areas:

- Wealth Creation
- Retirement Planning
- Risk management and Protection of Assets
- Retrenchment and Redundancy advice
- Centrelink entitlements
- Superannuation, Self Managed Superannuation Funds and Retirement Savings Account products
- Managed Investments (including an Investor Directed Portfolio Service (IDPS))
- Margin lending facilities (standard)
- Government Debentures, Stocks or Bonds
- Deposit Products
- Life Insurance products including investment life and life risk
- Salary Packaging
- Income Protection
- Estate Planning

Our Representatives can only provide advice on financial products within these classes where they appear on the Statesman "Approved Product List." The Approved Product List includes a large range of investment and insurance products for which the appropriate research and analysis has been undertaken.

A Representative of Statesman cannot advise you on, or influence you in favour of, a financial product which:

- is not on the approved product list; or
- is a managed discretionary account, or any arrangement where your Adviser can make changes to your portfolio before obtaining your consent; or
- is a product they are not authorised to provide advice on.

Your adviser may conduct a business separate from being a Statesman adviser, and we are only responsible for the financial products and services described in this FSG and included on our approved product list.

Do I get detailed information about actual commissions and other benefits my adviser gets from making the recommendations?

Yes. Specific dollar and percentage amounts received by Statesman and its authorised representatives will be clearly disclosed in all Statements of Advice and Records of Advice provided.

Can I tell my adviser how I wish to instruct you to buy or sell my investments?

Yes. You may specify how you would like to give us instructions, i.e. by telephone, fax or email. However, in all instances we will require your consent before we will complete a transaction. How are we paid and how will you pay for the service?

Statesman provides most of its services on a fee for service basis (i.e. we charge a pre-disclosed fee for work performed). These fees will be clearly quoted to you before we perform any work. The fee that you will be charged will depend upon the complexity of the advice that you request and taking into account the time required to gather and consider information about you, determine your financial needs, perform research, prepare your Statement of Advice, explain the advice to you and assist you in implementing any recommendations.

Fees

All fees are payable to Statesman Financial Solutions.

Initial Advice Fee

The initial advice fee includes meeting with you, the time we take to determine our advice and the production of the SoA. It is based on the scope and complexity of advice provided to you. We will agree the fee with you before providing you with advice.

Annual Advice Fee

Our annual fee depends on the services that we provide to you. It will be charged as a flat fee or as a % of your portfolio value and is paid monthly. This fee will be agreed with you each year. We will let you know what the fee will be in the SoA.

Insurance Commissions

We receive a one-off upfront commission when you take out an insurance policy we recommend. We also receive a monthly commission payment for as long as you continue to hold the policy. The commission will vary depending on the recommended product and will be documented in the SoA or RoA.

Other Benefits

We may receive other benefits from product providers such as training, and entertainment. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

Adviser Remuneration

Employees of the practice are paid a salary. They may also receive a performance bonus which is based on a number of factors including the profits made by the practice.

Wholesale Clients

In some circumstances we may provide services to you as a wholesale client. We will seek your consent before providing services to you as a wholesale client.

Schedule of fees

These prices should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

Initial fees

These are fees paid when you have agreed to receive my advice:

Initial service	Fee amount
	Tiered fee structure, with a minimum fee starting from \$2,200. Funds under management:
	\$0 - \$150,000.....3.30% (incl GST)
	\$150,000+..... 2.20% (incl GST)
Superannuation & Investment Advice	Example 1 – if you invest \$170,000 the fee charged will be 3.17%. \$150,000 @ 3.30% = \$4,950 \$20,000 @ 2.20% = \$440 Total charged = \$5,390 = 3.17% p.a. (incl GST) of \$170,000. Example 2 – if you invest \$50,000 the fee charged will be \$2,200. Example 3 – if you invest \$100,000 the fee charged will be \$3,300.

Ongoing service fees

I provide ongoing services for clients with existing ongoing fee arrangements to help you stay on track to meet your goals. My ongoing service fees vary depending on the scope and complexity of services provided. The cost of these services are as follows:

Ongoing service	Fee amount
Ongoing Advice Fee	2.20% of funds under management (FUM) [For example, if your investment balance was \$100,000 and your % of FUM was 2.20%, your annual fee would be \$2,200].

The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement. Note that ongoing service are closed to new clients and are applied to existing 'ongoing advice agreements' prior to 1 March 2020.

Annual advice and service fees

I also offer services for the below costs for a fixed period of 12 months. The cost of those services are as follows:

Service	Fee amount
Advice Review	Our annual advice and service fees are charged at 2.20% p.a., starting from \$3,630 (incl GST). You will be provided with the offer of a review of your financial position once a year on or around the anniversary of your policy. For example, if your superannuation balance is \$165,000 your ongoing fee will be \$3,630. If your superannuation balance is \$100,000 your ongoing fee will be \$2,200 and a one-off fee of \$1,430 will apply.

The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement.

Commissions

I may receive commissions when implementing certain products for you, in line with the below. Any commission amounts will be disclosed to you when providing my advice. The following table is a guide of commissions I may receive.

Product type	Initial commission	Ongoing commission	Example
Insurance (including those held within superannuation)	Up to 66% of the first year's premium for new policies implemented from 1 January 2020. I may receive commissions on increases or additions to existing policies of up to 66%.	Up to 22% of the insurance premium each following year.	On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, I would receive an initial commission of up to \$660. I would receive an ongoing commission of up to \$220.00 pa.

If an agreed advice fee is charged then I may rebate all or some of the commission.

How do we maintain information about you?

National Privacy Principles apply to the collection of personal or sensitive information. In effect, this means that information provided by you in the course of receiving financial planning services must be used only for the following purposes:

- to provide you with information, products or services that you might reasonably expect or request;
 - to fully understand or anticipate your needs during our relationship;
 - to manage rights and obligations under any laws applying to the services provided; or
 - to conduct research, or planning and marketing, which includes direct marketing,
- although you do have the right to specifically instruct that your details aren't used for these purposes.

The type of information which will usually be requested will include significant details about your financial, taxation, health, employment and estate planning matters. This may include details relating to your partner or family members.

You are entitled to request access to your file for the purpose of reviewing and correcting the information held. However, you cannot access information where it would have an unreasonable impact upon the privacy of another person, or if the information is relevant to legal obligations or legal proceedings.

With your permission we may need to, from time to time, disclose information about you to other professionals, insurance providers, superannuation trustees, product issuers and our service providers in connection with providing our services to you.

You are entitled to obtain access to the information which we hold about you by contacting our office at any time.

For more information regarding our collection, use, storage and disclosure of your personal information, our Privacy Policy can be accessed on our web site www.Statesmanfs.com.au You may also find a copy of our continuing professional development code on our website.

How can you access Statesman's complaints handling arrangements?

Statesman is a member of the Australian Financial Complaints Authority (AFCA).

If you have a complaint regarding the provision of financial services to you, you should take the following action:

1. Contact your adviser and tell your adviser about your complaint.
2. If your complaint is not satisfactorily resolved within 5 business days, please put your complaint in writing and send it to us. We will try and resolve your complaint quickly and fairly.
3. Whilst every endeavour will be made to resolve the matter promptly and impartially, if you are not satisfied with how your complaint is dealt with, you can then elect to refer the matter, free of charge, to the Australian Financial Complaints Authority (AFCA). AFCA can be contacted on 1800 931 678. You can also write to them at: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

If your concerns involve your Adviser's conduct, you may wish to raise this with the Financial Planning Association of Australia (FPA) subject to that Adviser being a member of that body. You can write to them at: Financial Planning Association Limited PO Box 109 Collins Street West, Melbourne VIC 8007.

Alternatively, other matters can be referred to the industry regulator, the Australian Securities and Investments Commission (ASIC) on free-call 1300 300 630 or visit the website www.asic.gov.au
Professional Indemnity Insurance

Statesman confirms that it has arrangements in place to ensure it continues to maintain professional indemnity insurance in accordance with s.912B of the Corporations Act 2001 (as amended). In particular our professional indemnity insurance, subject to its terms and conditions, provides indemnity up to the sum insured for Statesman and our authorised representatives/employees in respect of our authorisations and obligations under our AFS License. This insurance will continue to provide such coverage for any authorised representative/employee