

Adviser Profile

Dated: 13th September 2018

B&M Financial Group Pty Ltd

Joe Walsh is a Sub-Authorised Representative (No 321130) of B&M Financial Group Pty Ltd trading as B&M Financial (ACN 164 408 244). B&M Financial is a Corporate Authorised Representative (No 001240024) of Wealth Today Pty Ltd, who holds an Australian Financial Services Licence (No 340289). Wealth Today Pty Ltd authorises the distribution of this Adviser Profile and the Financial Services Guide that accompanies it and is responsible for the financial services provided to you.

Introduction

My name is Joe Walsh and I am an Authorised Representative of Wealth Today Pty Ltd.

My educational qualifications and experience

Joe Walsh started his financial career in 1991 in the areas of taxation and business services, superannuation and subsequently, financial services. In 1999 Joe became a partner, and in 2001 principal of JWA Accountants, specialising in superannuation and business services.

Joe has over 22 years' experience working with clients the trustees and members of self-managed super funds and enjoys working with his clients to help progress their businesses and build on their personal assets.

Joe is a member of the Institute of Chartered Accountants and an SMSF Specialist Advisor.

Joe is a Chartered Accountant holds a Bachelor of Business, Diploma of Financial Services (Financial Planning) is a qualified Qld Justice of the Peace and is a Registered Tax Agent.

The advice and products I can offer you

I am authorised by Wealth Today under its AFSL to provide financial product advice for and deal in the following classes of financial products:

Basic and non-basic deposit products

Debentures, stocks and or bonds issued or proposed to be issued by a government.

Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company

Interests in managed investment schemes including investor directed portfolio services.

Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)

Securities

Superannuation

How my company and I are paid

Wealth Today initially receives all fees received from my clients and product providers and distributes them to me or my company after their fees and other expenses are deducted. Wealth Today generally retains a percentage of fees paid under its arrangements with me or my company. These may vary and will be disclosed in advice documents such as a Statement of Advice or Record of Advice.

For details of other possible benefits, please refer to the FSG and/or Advice Documents. All fees and commissions outlined below are inclusive of GST.

Advice preparation

You may be charged a Statement of Advice preparation fee depending on the complexity and the time spent. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The minimum SOA fee is \$550.

<p><i>Implementation</i></p>	<p>Your Client Declaration will detail all Implementation Fees and will be signed by you, before any work is carried out.</p> <p>If you engage us to implement strategies; products; and/or investments that have been recommended in the SoA we may charge you an implementation fee. We will only proceed with implementation if you agree to this via an Authority to Proceed.</p> <p>The implementation fee may range from \$550 to \$11,000 or between 0% to 1% (inclusive GST) of the value of your investments depending on the nature, scale and complexity of the strategy, products, and/or investments being implemented.</p> <p>A minimum implementation fee of \$550 applies.</p> <p>We may also recoup from you out-of-pocket fees where we have engaged third-parties to, for example, establish a self-managed super fund for you; or handle your estate planning needs; or the establishment of other trust or company structures.</p>
<p><i>Pre-existing arrangements</i></p>	<p>For existing clients already in an established commission arrangement, we may receive commission on investment products held. For investment products the relevant product issuer will pay initial commission between 0% and 10% and ongoing commission between 0% and 1% of the value of your investments. Commissions are paid to us by the product provider and are not an additional cost to you.</p>
<p><i>Insurance products</i></p>	<p>My company or I may receive up-front commission of up to 80% (exclusive of GST) of your first annual insurance premium for arranging your cover. This amount is reduced to up to 70% from 1 January 2019, and further reduced to up to 60% from 1 January 2020. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.</p> <p>These commission payments are made by the relevant product issuers and are not an additional cost to you.</p>
<p><i>Ongoing fee for advice</i></p>	<p>If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.</p> <p>The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.</p> <p>Ongoing advice fees may range from \$500 to \$5,500 pa or 0% to 1% (inclusive of GST) of the value of your investment depending on the nature and scale of your investments and the services we provide. Such fees are generally payable in monthly instalments.</p>



<i>Ad hoc advice</i>	<p>FEE FOR SERVICE</p> <p>My/our hourly fee rate is \$275.00 per hour inclusive of GST.</p>
<i>Other Benefits, interest or associations</i>	<p>If you engage us to implement strategies, products, services, or investments, financial product providers and other third-parties may pay Wealth Today (and/or one of its subsidiary companies) rebates, commissions or fees when you use/buy their products and services.</p> <p>B&M Financial Group and/or Joe Walsh may be entitled to part or all of those rebates, commissions or fees.</p> <p>Such payments do not change the cost of the product or service for you. If they do we are obligated to obtain your prior consent.</p> <p>Any rebates, commissions or fees payable to Wealth Today, B&M Financial Group and/or Joe Walsh as a result of implementing the financial strategy or financial product recommendations contained in the SoA, or subsequent SoAs will be disclosed to you in details with an SoA (or other such documentation) if/when required prior to your implementation of the recommendations.</p> <p>Examples of rebates, commissions and fees that Wealth Today may be entitled to from third-parties are summarised in its FSG.</p>
<i>How to find me</i>	<p>If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 1300 266 255 or via email at joe@bamsuper.com.au.</p>

This document, the Adviser Profile, should be read in conjunction with the Wealth Today Pty Ltd Financial Services Guide (FSG).

Distribution of this Adviser Profile by the Authorised Representative/Adviser has been approved by Wealth Today Pty Ltd.

