

Financial Services Guide Part 2

Version Number 1.0

Part Two - Adviser Profile

This adviser profile is Part Two of the Grange Risk Solutions Pty Ltd Financial Services Guide (**FSG**) dated **4th April 2022** and should be read in conjunction with Part One of our FSG dated **4th April 2022**. Together these documents form the complete FSG.

The individual(s) listed in this FSG are authorised by Grange Risk Solutions Pty Ltd to provide personal advice.

Authorised Representative Profile

Authorised Representative - Profile

Authorised Representative Name	Amien Sym
Authorised Representative Number	265119
Business Address	Level 1, 375 Charles Street North Perth WA 6006
Postal Address	PO Box 624, Mt Hawthorn WA 6915
Phone	08 9388 2433
Email	amien@grangeinsurance.com.au

Amien Sym is an authorised representatives of Grange Risk Solutions Pty Ltd.

Amien Sym

Authorised Representative Background

Amien, has been providing financial advice and services to clients since 1996. Amien has a Bachelor of Arts (Education), Diploma of Financial Services and is currently completing the Graduate Diploma of Financial Services (Financial Planning).

Amien Sym is authorised to provide advice in the following areas:

- Basic and non-basic deposit products.
- Life insurance.
- Government debentures, stocks, and bonds.
- Managed investment schemes including IDPS.
- Retirement Savings Accounts.
- Securities.
- Superannuation including Retirement income stream products.

How to Contact Me amien@grangeinsurance.com.au or 08 9388 2433

What are the Costs?

Your Authorised Representative may provide you with an initial meeting for which there is no charge. Further meetings including the preparation, implementation and ongoing advice will be charged by one or a combination of methods as outlined below. You may elect to be invoiced directly for these fees to be paid to GRS or you may elect to have these fees deducted from your investments. An estimated cost of services will be provided to you before commencing any work.

You will be provided with an estimate of all applicable fees/costs once your needs and requirements have been understood and agreed. The work required may vary from fairly uncomplicated and straight-forward to overly complex and/or protracted. As you would expect, greater complexity involves more time and therefore more cost.

These fee options include:

Service Based Charging. An hourly rate of \$330 (including GST) will apply to all work performed by *Amien Sym*. If there are any other fees/charges these will also be identified and agreed with you prior to commencement of work.

Advice Preparation Fees for the preparation of your advice may range from \$1,500 to \$5,000.

Advice Implementation Fees for the implementation of your advice may be a set fee between \$1,000 and \$10,000. Alternatively, our implementation fee can be calculated as a percentage of your total portfolio ranging between 0% and 5.5%.

Life insurance (1st year only) This commission is payable by the insurance company and is a percentage of the insurer's base premium i.e., premium excluding stamp duty, fire services levy, GST, model loadings or any other government charges, taxes, fees, or levies.

For insurance approved from 1 Jan 2020 onwards, the insurance commission can vary from 0% up to 66%.

▶ **Example:** if the annual premium were \$1,000 GRS would receive up to \$660 in the first year based on the maximum.

Life Insurance Commission (Year 2 onwards) GRS may also receive a renewal commission from the insurance company each year while your policy is in force. This is a percentage of the base annual premium you pay and can vary from 0% up to 33%.

▶ **Example:** if your annual premium is \$1,000 GRS would receive up to \$330 per annum based on the maximum.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Ongoing Fee Arrangements Our ongoing advice fees vary depending on scope and complexity and range from \$2,200 to \$10,000 (incl. GST) unless otherwise agreed. The exact cost of the service will depend on the service elements we recommend for you, and this will be disclosed within the Annual Service Agreement we provide to you. Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$330 per hour, may be applied.

Insurance Writeback Fees should you cancel your insurance cover within:

- ▶ the first year of the commencement of the policy/s, a fee equivalent to 80% of the total first year's premium will be invoiced to you;
- ▶ the second year of commencement of the policy/s, a fee equivalent to 60% of the total first year's premium will be invoiced to you.

Insurance Claims Assistance Fees for assistance with your insurance claim range between \$0 and \$10,000.

Other Costs The exact amounts of fees and charges and initial and ongoing commissions for the products you have purchased as a result of my recommendation to you will be detailed in your Statement of Advice.

Issued by Grange Risk Solutions Pty Ltd
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