

Part 2 Adviser Profile



Neil White

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



Introducing your financial adviser

Neil White and Next Step Financial Strategies Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Neil began his career in financial services in 1988 and in 1994 founded his financial planning practice, previously known as Neil White Financial Services, which merged to form Next Step Financial Strategies. Neil has over 30 years' experience dealing with both individuals and couples. As a partner and small business owner he is actively involved in the strategic planning and growth of the practice. Neil continues to provide high quality advice and service to his valued clients. Neil's passion is working with individuals and couples, along with owners of small to medium businesses and helping them find solutions to their financial goals.



Authorisations

- Neil White ASIC Authorisation Number 230990.
- Next Step Financial Strategies Pty Ltd ASIC Authorisation Number 430291.



Qualifications and memberships

- CERTIFIED FINANCIAL PLANNER® professional
- Diploma of Financial Planning



Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

Deposit products

Life products including:

- investment life insurance products
- life risk insurance products

Managed investment products, including:

- master trusts, wrap facilities, property funds
- tax-effective investments

Government debentures, stocks and bonds

Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds
- self-managed superannuation funds

Retirement savings accounts

Securities

- Active direct shares and securities advice

Managed Discretionary Account (MDA) investment programs

Neil White is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



How is your financial adviser paid?

The fees and commissions payable to Next Step Financial Strategies Pty Ltd are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Next Step Financial Strategies Pty Ltd, which engages your adviser to provide financial services. Of the amount received by Next Step Financial Strategies Pty Ltd from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Neil White will explain how Next Step Financial Strategies Pty Ltd operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

Statement of Advice (SoA)

A Statement of Advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee for service is up to \$5,500.

Fee for service – implementation - initial

An initial fee for service represents the cost of implementing the advice contained in the SoA. This fee for service if applied may be up to \$5,500.

Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service Agreement. This fee may be up to 1.1 per cent per annum of assets under advice. For example, if your assets under advice was \$400,000, the amount of fees you will incur for each year will total \$4,400. Alternatively, you may be charged at an hourly rate of \$440, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

Commission for life risk insurance products – Policies issued from 1 January 2020

Initial commission payable under an upfront structure is capped at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure is 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.



Other benefits?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

Neil White is a Director of both Next Step Financial Strategies Pty Ltd and Next Step Business Strategies Pty Ltd.

Date of completion of Adviser Profile

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