

Part two: Adviser Profile

Tracey Ferguson

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

Tracey Ferguson and Ferguson Financial Planning Pty Ltd at Ferguson Family Trust are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323
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Tracey has been advising private clients for more than 25 years. She helps her clients achieve their financial objectives and lifestyle goals by providing tailored advice and guidance, based on an in-depth understanding of individual circumstances. Tracey's expertise lies in guiding people along the road to long term financial success, maximising opportunities and managing the risks along the way.

Authorisations	Qualifications and memberships
Tracey Ferguson ASIC Authorisation Number 331902. Ferguson Financial Planning Pty Ltd ASIC Authorisation Number 1263315.	Diploma of Financial Planning Graduate Certificate in Business Administration Deakin University - Certified Financial Planner® SMSF accreditation

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:

<ul style="list-style-type: none"> ■ Deposit products 	<ul style="list-style-type: none"> ■ Superannuation products, including: <ul style="list-style-type: none"> — public offer superannuation funds — account-based pensions and complying annuities — corporate superannuation funds — self-managed superannuation funds
<ul style="list-style-type: none"> ■ Life products including: <ul style="list-style-type: none"> — investment life insurance products — life risk insurance products 	<ul style="list-style-type: none"> ■ Retirement savings accounts
<ul style="list-style-type: none"> ■ Managed investment products, including: <ul style="list-style-type: none"> — master trusts, wrap facilities, property funds — tax-effective investments 	<ul style="list-style-type: none"> ■ Securities <ul style="list-style-type: none"> — As a referral service through an approved broker only

Tracey Ferguson 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 Ferguson Financial Planning 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 Ferguson Financial Planning Pty Ltd.

Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Tracey will explain how Ferguson Financial Planning 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 fee option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

Fee for service – initial advice fee – An initial fee representing research, strategy development, preparation of SoA and implementation of advice contained in the SoA. This fee generally ranges from \$2,400 to \$4,000, however depending on the complexity of the advice sought, this fee may be higher.

Fee for service – ongoing advice fee – An ongoing fee representing the cost of providing professional services to you. A summary of the services you receive for this fee is contained in the SoA or in our service agreement. This fee ranges from \$2,600 per year to \$4,500 per year and can be negotiated depending on the complexity of the advice and the level of service you require.

Commission for life risk insurance products – Policies issued from 1 January 2018

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 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.

Increases to Policies issued before 1 January 2018

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.

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.

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