



Financial Services Guide

Part 2 (Adviser Profile)

3 July 2019

PART 2 (Adviser Profile)

Part 2 (Adviser Profile) contains the following sections:

- About Your Adviser (Section 1);
- The Services I Provide (Section 2);
- Fees and Charges (Section 3);
- Contact and Acknowledgment (Section 4).

This document is Part 2 (Adviser Profile) of the Financial Services Guide and should be read together with Part 1. Part 2 sets out specific details about our Authorised Representatives of Harbour Financial Group Pty Ltd ('Harbour Financial Group')

We are authorised by Harbour Financial Group to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. We have also been authorised by Harbour Financial Group to distribute this FSG.

Harbour Financial Group Pty Ltd ('Harbour Financial Group')

ABN 86 632 080 838

Australian Financial Services Licence No. 515518 ('AFSL')

Suite 2, Level 10, 83 Clarence Street
Sydney NSW 2000

Email: info@harbourfinancialgroup.com.au

Website: harbourfinancialgroup.com.au

SECTION 1

ABOUT YOUR ADVISER

WHO IS YOUR FINANCIAL ADVISER?

Your financial advisers are Phillip Reid and Michael Johnson of BSR Financial Advisers and Sydney Aged Care Financial Advisers.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Phillip Reid or Michael Johnson and BSR Financial Advisers or Sydney Aged Care Financial Advisers. The term 'Representatives' refers generally to Harbour Financial Group's Authorised Representatives.

Phillip's Authorised Representative number is 317332 and Michael's Authorised Representative number is 343600.

BSR Financial Advisers and Sydney Aged Care Financial Advisers are both Corporate Authorised Representatives of Harbour Financial Group.

The Corporate Authorised Representative number of BSR Financial Advisers is 000339605 and the Corporate Authorised Representative number of Sydney Aged Care Financial Advisers is 000457874.

WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

Phil has been providing personalised financial advice to clients since February 2000. Prior to Harbour Financial Group, he was a Financial Adviser with various financial organisations, including Magnitude, Genesys Wealth Advisers and Westpac Financial Planning.

Michael joined BSR Financial Advisers and became an Authorised Representative in December 2009. Prior to Harbour Financial Group, he was a Financial Adviser with various financial organisations, including Magnitude and Genesys Wealth Advisers.

WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

Phillip Reid

- Diploma of Financial Services (Financial Planning) - Deakin University
- Self-Managed Superannuation Fund course - Kaplan Education Pty Ltd
- Direct Equities – Finsia

Michael Johnson

- Advanced Diploma of Financial Services (Financial Planning) – Kaplan Education Pty Ltd
- Bachelor of Business & Commerce - University of Western Sydney

DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

Phillip Reid

Phil has an association with BSR Financial Advisers Pty Limited (ABN 73 135 805 999 CAR No: 000339605) and Sydney Aged Care Financial Advisers Pty Limited (ABN 72 167 092 122 CAR No: 000457874 as a director and business owner.

Fees and commissions are paid to BSR Financial Advisers by Harbour Financial Group for distribution to the business owners.

BSR Financial Advisers and Sydney Aged Care Financial Advisers are also Corporate Authorised Representatives of Harbour Financial Group.

Michael Johnson

Michael has an association with BSR Financial Advisers Pty Limited (ABN 73 135 805 999 CAR No: 000339605) and Sydney Aged Care Financial Advisers Pty Limited (ABN 72 167 092 122 CAR No: 000457874 as a director and business owner.

Fees and commissions are paid to BSR Financial Advisers by Harbour Financial Group for distribution to the business owners.

BSR Financial Advisers and Sydney Aged Care Financial Advisers are also Corporate Authorised Representatives of Harbour Financial Group.

SECTION 2

THE SERVICES I PROVIDE

WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

Phillip is authorised by Harbour Financial Group to provide financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Securities (e.g. shares); and
- Superannuation products

Michael is authorised by Harbour Financial Group to provide financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Securities (e.g. shares); and
- Superannuation products

ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED TO PROVIDE?

Phillip is not authorised by Harbour Financial Group to provide advice or services in the following areas:

- Derivatives

Michael is not authorised by Harbour Financial Group to provide advice or services in the following areas:

- Derivatives

HOW CAN YOU PROVIDE YOUR INSTRUCTIONS TO ME?

You may provide instructions to me by using any of the contact details provided in Section 4 'Contact & Acknowledgment'.

PRIVACY STATEMENT

In addition to the information provided in the Harbour Financial Group FSG Part 1 on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around

privacy are available by calling us on 1300 885 025 or at harbourfinancialgroup.com.au

SECTION 3

FEES AND CHARGES

HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

Phillip Reid & Michael Johnson

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by Phil and/or Michael are paid to Harbour Financial Group.

Harbour Financial Group receives all fees and commissions payable for the services we provide and pays 100% of all the fees and commissions it receives to BSR Financial Advisers and Sydney Aged Care Financial Advisers. A proportion of all the fees and commissions BSR Financial Advisers / Sydney Aged Care Financial Advisers receives per annum is payable to Harbour Financial Group as a licencing service fee.

Phil and Michael receive director fees and profit share as directors of BSR Financial Advisers as determined by that company as appropriate from time to time.

WHAT IS YOUR FINANCIAL ADVISERS FEE STRUCTURE?

As part of the detailed financial planning process, there are costs to you at various stages of the process. Before making any recommendations, we will discuss and confirm the initial advice fee with you.

Advice fees are inclusive of GST and payable by you at the following stages:

- 1.) **Recommendation:** The initial advice fee covers the cost of researching and preparing your personalised financial plan (Statement of Advice 'SoA') prepared, a plan preparation fee is payable.

The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.

Before providing you with initial advice we will prepare a Letter of Engagement. This document is an agreement that sets out what our initial advice will cover and how much it will cost you.

- 2.) **Implementation:** We may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that we provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested. The advice implementation fee will be disclosed in the letter of engagement or in your Statement of Advice.

- 3.) **Ongoing Advice Service and Reviews:** If you choose to have us conduct a review of your financial plan to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a review fee. The ongoing review fee is calculated as either a set dollar amount or a percentage of up to 1.10% per annum of total funds under management.

Where a placement fee and/or implementation fee is charged, we may rebate all or part of the initial commissions and / or ongoing commissions received from a product issuer by way of an increase in your investment amount.

Where we receive an initial commission and/or ongoing commission amount, we may rebate all or part of the implementation and/or placement fee to you.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

If we receive a referral fee for making a referral to an external specialist, we will receive a fee. This fee is equal to 25% of the revenue generated by that specialist. i.e. if the referral resulted in the specialist generating \$100 in revenue Harbour Financial Group would receive \$25.

WHAT AMOUNTS DO MY EMPLOYER AND OTHER RELATED ENTITIES RECEIVE FOR FINANCIAL SERVICES?

BSR Financial Advisers and Sydney Aged Care Financial Advisers receive 100% of all fees and commissions passed on by Harbour Financial Group. The shareholders of BSR Financial Advisers have a profit share arrangement in place whereby they will distribute company profits annually to shareholders, when deemed appropriate.

WHAT OTHER BENEFITS DOES YOUR FINANCIAL ADVISER RECEIVE?

In addition to the remuneration detailed above, we are eligible to qualify for other benefits and entitlements as detailed below:

From time to time we may accept alternative forms of remuneration from product providers or other parties up to \$300 as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request.

WILL YOUR FINANCIAL ADVISER BE PAID WHEN MAKING A REFERRAL?

We may receive a payment for making a referral to an external specialist such as an accountant or mortgage broker, this payment will be disclosed in the SoA provided to you and be of no additional cost to you.

SECTION 4

CONTACT & ACKNOWLEDGMENT

HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

Phillip Reid and / or Michael Johnson

BSR Financial Advisers:
Suite 2, Level 10, 83 Clarence Street
Sydney NSW 2000
Phone: 1300 966 836
Email: phil@bsrfa.com.au
michael@bsrfa.com.au

Sydney Aged Care Financial Advisers:
Suite 2, Level 10, 83 Clarence Street
Sydney NSW 2000
Phone: 1300 659 677
Email: philr@sydneyagedcarefinancialadvisers.com.au
michaelj@sydneyagedcarefinancialadvisers.com.au

ACKNOWLEDGMENT – CLIENT COPY

I/We acknowledge that I was/we were provided with the Harbour Financial Group Financial Services Guide Part 1 dated 3 July 2019 and Part 2 (Adviser Profile) dated 3 July 2019

Client name: _____

Client signature: _____ Date received: _____

Client name: _____

Client signature: _____ Date received: _____

Complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the Harbour Financial Group Financial Services Guide Part 1 dated 3 July 2019 and Part 2 (Adviser Profile) dated 3 July 2019 as follows:

Sent to (Client name(s)): _____

Sent on (Date): _____

Sent by (Name): _____

ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)

I/We acknowledge that I was/we were provided with the Harbour Financial Group Financial Services Guide Part 1 dated 3 July 2019 and Part 2 (Adviser Profile) dated 3 July 2019.

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