ADVISER PROFILE

THE BDO TEAM

BDO Private Wealth Advisers Pty Ltd
ACN 010 862 290 AFSL number 238280
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Adelaide SA 5000
Phone: +61 8 7324 6000

LACHLAN KENNETT
Director

lachlan.kennett@bdo.com.au
+61 8 7324 6150
Employee Rep. No. 412868

Lachlan leads the Private Wealth team for BDO in South Australia. His personable approach helps to guide clients through difficult decisions affecting their finances and lifestyle.

He has built his career around providing holistic advice to a range of clients including small-medium business owners and high-net worth individuals.

By taking the time to truly understand the concerns and priorities of clients, Lachlan is able to tailor solutions for individual circumstances.

PETER CRUMP
Senior Consultant

peter.crump@bdo.com.au
+61 8 7324 6027
Employee Rep. No. 001001166

Peter is a recognised expert in self-managed superannuation funds, having provided advice and support in this sector for well over 20 years. He has significant experience in providing advice to high net worth individuals and family groups, especially dealing with multiple generations.

A firm believer in providing advice that is relevant at a personal level, every opportunity is taken to help his clients learn more about their financial arrangements.

As an actuary, Peter also provides expert advice to lawyers on Family Law and superannuation issues.

These advisers are not authorised by BDO Private Wealth Advisers Pty Ltd to provide you with advice on any other matters, financial services or any other financial product.
Note: The Adviser Profile forms an essential part of the BDO Private Wealth advisers Financial Services Guide and must be read in conjunction together.

HOW CAN WE BEST HELP YOU?

WE PUT YOU IN CONTROL

One of the most powerful things we can do for you is help you to better engage with your financial situation to demonstrate how your financial future is shaping up. It will allow you to take control. At BDO, we understand financial advice isn't just about investments – they are secondary.

Providing financial advice is about working with you to help you understand your financial situation, what type of life you want to lead and develop strategies to make that happen.

When we can demonstrate you can do more than you had hoped, we know we have made a difference.

THE PROCESS

By giving meaning to your financial situation, you can engage with your finances and take control. Putting you in control of your financial situation means you can get on with living the life you want to lead.

In order to help you, we need to understand where you are at and what drives you. We believe everything in life is connected - where you choose to take holidays, how you want to educate your children, and what plans you have for your estate, are just as important to us as your income, expenditure and savings.

FINANCIAL SERVICES

These advisers have been authorised under BDO Private Wealth Advisers Pty Ltd to provide the following financial services:

- Establish and wind-up Self-Managed Superannuation Funds (SMSFs)
- Contributions advice
- Transition to retirement
- Rollovers into an SMSF
- Limited recourse borrowing arrangement (LRBA)
- Re-contribution strategies
- Lump sum withdrawals
- Receiving death benefits
- Salary sacrifice
- Direct property transfers into an SMSF
- Account-based pensions
- Intergenerational and succession planning
- Investment strategies for SMSFs
- Reserving strategies.

AUTHORISATIONS

These advisers have been authorised under BDO Private Wealth Advisers Pty Ltd to provide advice and deal in the following financial advice areas:

- Deposit products
- Government debentures, stocks and bonds
- Life insurance risk and investment products
- Managed investment schemes, including investor directed portfolio services
- Retirement savings account products
- Securities
- Superannuation.

HOW WE CHARGE FOR OUR SERVICES

INITIAL FEES

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable in writing.

SERVICE	FEE
Initial meeting (1 hour) This meeting is for us to find out about your current situation, goals and objectives. We will outline the financial planning process and what to expect. You will be provided with our adviser profile/financial services guide outlining our qualifications and the details of our license.	**Complimentary**
Preparation of Statement of Advice and Implementation The fees below cover the cost of developing strategies to meet your goals and objectives, preparing and presenting the Statement of Advice and implementing our recommendations. This also includes a further meeting to run through our recommendations with you in detail, ensuring you fully understand our advice. The cost of the Statement of Advice and Implementation varies according to the complexity of the advice.	
Personal Risk Insurance Advice and Implementation When it comes to personal risk insurance, we have capped the advice and implementation fee at $2,200. This means the only cost you will incur is the insurance premiums and the $2,200 flat fee. The insurer will pay initial commission between 0% and 66% and ongoing commission between 0% and 33% of the annual premium while you hold the product. Commissions are paid to us by the product provider and are not a direct cost to you.	**$2,200 plus commission paid via insurer (if applicable)**
Standard Statement of Advice and Implementation This can include advice regarding any of the following: transition to retirement strategies, commencement of pensions, simple portfolio construction, salary sacrifice and salary packaging advice.	**$5,500**
Complex Statement of Advice and Implementation This can include more complex advice regarding any of the following: retirement planning, SMSF establishment and advice, portfolio construction involving direct equities and comprehensive superannuation strategies.	**$7,700 + (subject to complexity)**

If applicable, we may charge fees for services not listed, these may be at a fixed price or on an hourly rate. We will always discuss the cost of this work prior to commencing and ensure we have your consent to proceed.

If you have been referred to BDO PWA by another party, we may pay that party a fee. The maximum we would pay an external party is 20% of the upfront advice fee and 45% of the ongoing advice fee in the first year only.

The exact amounts of any fees, commissions, bonuses or other incentives received by BDO PWA will be included in the Statement of Advice provided to you.

WHAT OTHER BENEFITS DOES BDO PWA AND MY FINANCIAL ADVISER RECEIVE FROM PRODUCT PROVIDERS?

We are required to keep a register of Alternative Remuneration which shows any payment other than fees and commissions which may be received by us from fund managers or product providers. This register is available for inspection with seven days' notice in writing.

These benefits assist with the provision of financial and market services, invitations to industry seminar presentations and conference registration fees. The maximum value of any such benefit is $300.

Where any such relationship or association exists with a fund manager, and we recommend you to invest in their product, we will explain the details of any benefit we may be entitled to receive. This information will also be included in the Statement of Advice we provide.

You can provide us with instructions advising us how you wish us to buy or sell financial products. You may also specify how you would like to give us the instructions (for example by fax or written original advice).

HOW WE CHARGE FOR OUR SERVICES

ONGOING FEES

PRIVATE WEALTH SERVICE PROGRAMS

Our Private Wealth Service Programs are a very important part of the overall financial planning process. Putting a plan into action is of limited value if you don't review and manage its progress. Our range of programs seek to ensure your financial plan remains alive and consistent with your objectives.

This arrangement is via a 12 month Fixed Term Advice Agreement which is renewable each year and provides services based on your needs, such as a meeting to review your plan. Specific details of these services will be set out in your Agreement.

The fee applied will be commensurate to the level of service needed and the complexity of the advice provided, and this will be outlined and agreed with you in the Agreement.

PROGRAM	ANNUAL FEES
Private Wealth	From $7,700 p.a. to a maximum of $38,500
Essential Wealth	From $4,400 p.a.
Informed Wealth	From $2,200 p.a.

All fees and commissions are inclusive of GST.
All fees are payable to BDO PWA.

Costs for the below services are added to the wealth programs in order to represent the additional complexity and administration.

PROGRAM	LISTED SECURITIES SERVICES	TERM DEPOSIT AND CASH MANAGEMENT
Private Wealth	Complimentary	Complimentary
Essential Wealth	$1,100	$825
Informed Wealth	Not available	$825

The ongoing service fee may be collected through the product issuer or paid directly by you via direct debit.

HOURLY RATE

There are cases where an hourly rate may be applicable. An hourly rate will apply if you choose not to proceed with our Private Wealth Service Programs after we have provided you with initial advice and implementation. Hourly rate fees will also apply for 'Execution Only' implementation (i.e. no advice provided). In these cases, the following hourly rates apply for ad-hoc services:

POSITION HELD	HOURLY RATE
Director/Consultant	$429
Para Planner	$253
Client Services Officer	$138

INSURANCE PRODUCTS

Although we are working towards being entirely fee based, the fact remains we are currently unable to avoid commission payments from some product providers. At the time of writing, only 4% of our business is commission based.

Where we arrange a life insurance product for you, the relevant insurer will pay an initial commission to us. The commission is calculated as a percentage of the premium paid (and may include health, occupational, frequency and modal loadings and policy fees, but excludes stamp duty).

The rates of initial and ongoing commission will depend on the date the policy is issued and are set out in the table below:

DATE POLICY IS ISSUED	INITIAL COMMISSION % of annual policy cost incl. GST	ONGOING COMMISSION % of annual policy cost incl. GST
From 1 January 2020	Up to 66%	Up to 33%

For example, if your first year's premium was $500 and the initial commission was 60%, BDO PWA will receive $300. If your premium for the second and subsequent years was $500 and the ongoing commission was 20%, BDO PWA will receive $100 p.a.

We may receive commissions above the rate listed above for policies started prior to 1 January 2020, these will be disclosed to you via our statement of advice documents.

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