

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 t/as Coastal Financial Advisers 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

- Tracey Ferguson ASIC Authorisation Number 331902.
- Ferguson Financial Planning Pty Ltd t/as Coastal Financial Advisers ASIC Authorisation Number 1263315.



Qualifications and memberships

- 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:

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

Superannuation products, including:

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

Retirement savings accounts

Securities

- 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 Coastal Financial Advisers are explained in Part one of the FSG and also below. Fees noted below are received by Consultum and paid in full to Coastal Financial Advisers who pay Consultum a fixed annual fee. Of the amount received by Coastal Financial Advisers 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 up to 45 minutes is complimentary. At this meeting, Tracey Ferguson will explain how Coastal Financial Advisers 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:

Fee for service – implementation - initial

An initial fee representing research, strategy development, preparation of SoA and implementation of advice contained in the SoA. This fee generally ranges from \$3,300 to \$5,500 (including GST), however depending on the complexity of the advice sought, this fee may be higher. Your initial advice fee can be paid directly by you or via a selected product.

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 ranges from \$3,500 per year to \$6,600 per year (including GST) and can be negotiated depending on the complexity of the advice and the level of service you require. Your ongoing Adviser service fee can be paid directly by you or via a selected product if paid annually in advance; or via a selected product if paid monthly. Alternatively, should you seek ongoing advice on an ad-hoc basis, the cost is \$300 + GST per hour. This fee is for a term of 12 months after which services and fees are reviewed and the agreement renewed.

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.

Clawback of insurance commission

We charge fees for the services we provide. If we receive a commission for the placement of an insurance product, we will offset that commission against our fee. If your insurance policy is cancelled by you in its first year, we will be obligated to refund 100% of the commission received from the Insurer. If your insurance policy is cancelled by you in its second year, we will be obligated to refund 60% of the commission received from the Insurer. If this occurs, you will be invoiced directly for payment of the amount refunded to the Insurer. For example, if your insurance premium in the first year is \$1,000, we will receive a commission of \$660. If your insurance policy is cancelled by you in its first year, we will invoice you directly for \$660 (100%). If your insurance policy is cancelled by you in its second year, we will invoice you directly for \$396 (60%).



Other benefits?

Coastal Financial Advisers has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

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