

Part 2 Adviser Profile

Glenn Adams

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

Glenn Adams and A & K Financial Planning 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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Glenn believes in a holistic approach to financial planning and enjoys the strategic side of providing advice. Glenn exhibits a caring, honest, personalised and professional approach with clients and he appreciates the importance of maintaining long term client relationships. Glenn began his career in Brisbane, as a Financial Planner with Sunsuper. Since then, he has gained a vast range of knowledge from working with renowned companies such as Charter Group, MLC and AMP. In 2009, Glenn established A&K Financial Planning on the Sunshine Coast and has seen it evolve into a successful practice. His greatest achievement is his team of staff members who all pride themselves on providing excellent client service with a personalised touch.



Authorisations

- Glenn Adams ASIC Authorisation Number 310243.
- A&K Financial Planning Pty Ltd t/as Coastal Financial Advisers ASIC Authorisation Number 418878.



Qualifications and memberships

- Advanced Diploma of Financial Planning (2016)
- Diploma of Financial Planning (2006)
- Member of the Association of Financial Advisers (AFA)
- SMSF Accreditation
- Margin Lending 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
- margin lending products
- 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

Glenn Adams 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. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Coastal Financial Advisers, which engages your adviser to provide financial services. 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 is complimentary. At this meeting, Glenn Adams 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:

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 ranges from \$330 to \$12,000 and depending on the complexity of the advice sought, this fee may be higher. We will advise the exact fee prior to commencing any work on your behalf.

Fee for service - ongoing

An ongoing fee for service represents the cost of providing our ongoing professional services to you. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. This fee may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee ranging from \$770 to \$12,000 or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided.

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?

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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