



**Southern**  
**Wealth Solutions**

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FINANCIAL PLANNING

**FINANCIAL SERVICES GUIDE (Part 2)**

Adviser Profile

## About Your Adviser

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Stephen Goodwin of Southern Wealth Solutions**, Authorised Representative No. **333794** of InterPrac Financial Planning Pty Ltd (AFSL246638) to ensure that you have sufficient information to confidently engage **Stephen** to prepare financial advice for you.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

## About Southern Wealth Solutions

Southern Wealth Solutions provides expert advice to help Clients navigate the finance complexities at every stage of life.

We believe in building strong trusted relationships by offering quality and personalised service to ensure every client achieves their financial goals and objectives.

We will work to understand your situation, provide advice on the best option for you and ensure that your ongoing finances are simple, easy to manage and affordable. We will also help you to fully implement our advice.

## About your adviser - Stephen Goodwin

Stephen is passionate about ensuring that clients understand their options and make the best decisions when making life's financial decisions.

Stephen started his career in finance working for a major bank for 13 years and advanced to a Senior Commercial Banking Manager.

Ready for a change he joined with a colleague and they branched out in 2002 to build an extremely successful finance business that quickly became the No. 1 office in Australia, based on integrity, communication, quality and a proactive approach to their clients.

Stephen's qualifications include:

Dip Bus - Accounting  
Dip Bus - Banking & Finance  
Dip Fin - Mortgage Broking Management  
Dip Fin - Financial Planning  
Advance Dip of Financial Planning



**Stephen Goodwin**

Authorised Representative No.333794

**Southern Wealth Solutions**  
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## Financial Services Stephen Goodwin Provides

The financial services and products which **Stephen** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

## Fees & Payments

**Stephen Goodwin** is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

**Fee for service** - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews.

**Commission** – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2019, Life Insurance commissions are capped at 77% (including GST) of the premium for the first year of the policy, reducing to a maximum upfront commission of 66% (including GST) from 1 January 2020. Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals. Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

**Our fees and charges** vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work. As a guide **Stephen Goodwin's** advice fees are \$290 per hour (including GST) for any work undertaken on an hourly basis. Southern Wealth Solutions works on a flat fee, fee-for service basis, with the following fees applying:

### **Initial consultation fee:**

Maximum 1 Hour - \$250 at your home, or \$0 in our office.

After the initial consultation, we will get back to you within 2 business days to provide a high level assessment of your options and confirm whether we think you would benefit from financial advice and why. If we think you would benefit from advice, we will also confirm the advice fee that will apply.

### **Initial financial advice fee:**

The fees will depend on the complexity of the advice. The minimum is \$1,850.

Depending on your situation, ongoing financial advice may also be recommended and if so, the ongoing fee will be confirmed as part of the initial advice.

### **Ongoing financial advice fee:**

The fees will depend on the complexity of the advice.

Fees Range from \$1,650 per annum to \$11,000 per annum.

All prices include GST.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.