

Adviser Profile

Dated: 1 January 2019

Ralph Morgan

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Introduction

My name is Ralph Morgan and I am an Authorised Representative of Wealth Today Pty Ltd.

My educational qualifications and experience

I have over twenty years of experience in the financial services industry, prior to which I worked as an experimental scientist.

I have a Diploma of Financial Planning and Bachelor of Applied Science, Graduate Diploma of Applied Science (Industrial Mathematics and Computing), Graduate Diploma in Applied Chemistry, and Master of Astronomy.

The advice and products I can offer you

I am authorised by Wealth Today under its AFSL to provide financial product advice for and deal in the following classes of financial products:

Basic and non-basic deposit products

Debentures, stocks and or bonds issued or proposed to be issued by a government.

Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company

Interests in managed investment schemes including investor directed portfolio services.

Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)

Superannuation

How I am paid

Wealth Today initially receives all fees received from my clients and product providers and distributes them to me after their fees and other expenses are deducted. Wealth Today generally retains a percentage of fees paid under its arrangements with me. These may vary and will be disclosed in advice documents such as a Statement of Advice or Record of Advice.

For details of other possible benefits, please refer to the FSG and/or Advice Documents. All fees and commissions outlined below are inclusive of GST.

Advice preparation

You may be charged a Statement of Advice preparation fee depending on the complexity and the time spent. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The minimum SOA fee is \$680.

Implementation

Your Terms of Engagement (ToE) will detail all Implementation Fees and will be signed by you, before any work is carried out.

If you elect to proceed with our advice a \$380 implementation fee plus 0.65% fee based on the value of your investments will apply. For example, for investments valued at \$100,000 the implementation fee would be \$1,030.

<i>Pre-existing arrangements</i>	For existing clients already in an established commission arrangement, we may receive commission on investment products held. For investment products the relevant product issuer will pay initial commission between 0% and 10% and ongoing commission between 0% and 1% of the value of your investments for as long as you hold the product.
<i>Insurance products</i>	<p>I may receive up-front commission of up to 70% (exclusive of GST) of your first annual insurance premium for arranging your cover. This amount is reduced to up to 60% from 1 January 2020. In addition, I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.</p> <p>These commission payments are made by the relevant product issuers and are not an additional cost to you.</p>
<i>Ongoing fee for advice</i>	<p>If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.</p> <p>The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.</p> <p>The minimum fee is \$660 + 0.25% of the value of your portfolio each year, while the maximum is \$1,320 + 0.25% of the value of your portfolio each year (capped at \$3,000 pa). For investments valued at \$200,000 and complex SOA the maximum ongoing fee would be \$1,820 pa.</p>
<i>Ad hoc advice</i>	<p>FEE FOR SERVICE</p> <p>My hourly fee rate is \$185.00 per hour inclusive of GST.</p>
<i>Other Benefits, interest or associations</i>	Nil.
<i>How to find me</i>	If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 0412 755 966 or via email at ralphemorgan@yahoo.com.au

This document, the Adviser Profile, should be read in conjunction with the Wealth Today Pty Ltd Financial Services Guide (FSG).

Distribution of this Adviser Profile by the Authorised Representative/Adviser has been approved by Wealth Today Pty Ltd.



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