

## Financial Services Guide – Part 2

### Partner Firm Profile – Focus Wealth Advisers

#### **A Guide to Our Relationship with You (Part 2 of 2)**

This Financial Services Guide (FSG) has been issued to provide you with important information to consider before you proceed with any of our services and should be read in conjunction with Part 1 of this Guide.

Our business, Focus Wealth Advisers, is a Partner Firm and Corporate Authorised Representative of AdviceIQ Partners Pty Limited. Our Corporate Authorised Representative number, issued by the Australian Securities and Investments Commission (ASIC), is 1299354.

Focus Wealth Advisers provides a range of wealth advice and assistance to help people understand, manage and optimise their wealth.

This Partner Firm profile contains some important information on the services we offer and how we charge for these services. Please read it carefully.

#### **Our Advice Services**

Focus Wealth Advisers currently engages three Planners (remunerated by salary), who together provide advisory services designed to help you create, manage and protect your wealth, including:

- Self Managed Superannuation Funds - Investment analysis and portfolio construction
- Retirement Planning – including superannuation and pension income streams and transition to retirement advice
- Wealth Creation – including advice in direct equities
- Estate Planning – understanding that your planning delivers what you wish and can be delivered given your wealth structure is important. We arrange access to specialist estate planning services, where required.
- Business Succession Planning.

Details of our individual Planners and their specific areas of expertise and qualifications are provided in the 'Our Team' section of this guide. You will only receive advice from our Planners in the areas in which they are qualified.

#### **FOCUS WEALTH ADVISERS**

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Focus Wealth Group Pty Ltd trading as Focus Wealth Advisers

ABN 93 653 781 170

Corporate Authorised Representative of AdviceIQ Partners Pty Ltd · ABN 95 134 016 210 AFSL 332957



We are NOT authorised by AdviceIQ Partners to provide advice and services in the following areas:

- General Insurance (for example home and contents, vehicles, professional indemnity and public liability)
- Health Insurance
- Taxation Advice
- Foreign Exchange
- Derivatives (such as futures and options contracts)
- Direct Real Estate
- Mortgage Broking, Commercial Financing and Leasing services

In addition to instructions you give us in meetings, you can provide any additional instructions to us by phone or email.

Any transactions undertaken will be confirmed in writing to you.

## **Client Responsibilities**

You are responsible for helping us give you the best possible advice. Specifically, if you become a client we want you to:

- be open and honest
- inform us if your situation changes
- read all the documentation provided to you.

## **AdviceIQ Partners**

AdviceIQ Partners is the holder of an Australian Financial Services Licence, number 332957, and is responsible for the advice and services provided by Focus Wealth Advisers. AdviceIQ Partners' contact details are:

AdviceIQ Partners Pty Ltd  
Level 7, 175 Eagle Street  
Brisbane Qld 4000  
e [contact@adviceiq.com.au](mailto:contact@adviceiq.com.au)



## Our Team

### **Catriona Sgouros**

Authorised Representative Number 453705

Catriona has over 26 years' experience in the banking and finance industries, as well as a background in language teaching. She has spent over 8 years as a Financial Planner, offering advice to individual clients. Prior to AdvicelQ, she was a Financial Planner with Magnitude Group Pty Ltd.

Catriona holds an Advanced Diploma of Financial Planning and a Bachelor of Arts (Honours) and is a member of the Financial Planning Association of Australia and the SMSF Association.

Catriona is also an Accredited Aged Care Professional™.

### **Steven Scarano**

Authorised Representative Number 1299047

Steven is an ASIC-accredited Provisional Financial Adviser completing his Professional Year, with Catriona Sgouros acting as his supervisor. Catriona is accountable for the advice Steven provides during his professional year.

Steven holds a Bachelor of Business, majoring in Financial Planning, from Swinburne University of Technology. He is also a qualified accountant and a member of the Institute of Public Accountants.

### **Saul Illesca**

Authorised Representative Number 1234314

Saul has over 30 years' experience in the banking and finance and accounting industries. He has extensive experience as a senior financial planner, having worked with the Commonwealth Bank, National Australia Bank, State Plus/Aware Super and Bridges Financial Services.

Saul holds a Graduate Diploma in Financial Planning and a Bachelor of Business in Accounting and Applied Economics, and is a member of the Financial Planning Association of Australia and CP Australia.



## Our Professional Fees

We believe the services we offer are valuable and the remuneration received is a fair reward for our expertise and skills. We believe in being very open about any benefits or payments we receive and the costs you will incur for using our services.

1. We charge fees for our initial advice, and for the ongoing oversight of our clients' portfolios which includes regular reviews of the client's relevant circumstances.
2. We may also charge fees for other advice or services which fall outside the scope of those above., if this is the case we will firstly provide the client with a proposal which will include a quote for the fees to be charged.
3. No fees are payable unless you have instructed us to proceed with the provision of advice and services by signing our Letter of Engagement.
4. All fees charged by us and any brokerage or commissions paid by product providers (total remuneration) are receivable by AdviceIQ Partners as the AFS Licensee. AdviceIQ Partners retains a portion of the total remuneration, which is calculated based on a fixed dollar component, and pays the balance to us.
5. The principals of the Partner Firm are Steven Scarano and Catriona Sgouros. They may receive a dividend from Focus Wealth Advisers.

Full details of all fees, brokerage, commissions or other benefits that we or any other related party receive as a result of recommendations to you will be provided in our Statement of Advice document.

### Consultation / Discovery Meeting

A complimentary initial consultation is provided to all new clients. We allow approximately 1½ hours for this meeting.

### Our Initial Advice and Its Implementation

The fee for our initial advice (provided in a Statement of Advice) will be based on the complexity of the task and the projected time taken. Our Statement of Advice fee ranges from \$3,300 to \$6,600 GST-inclusive.

This fee will be outlined to you in our Letter of Engagement and your written consent will be obtained before proceeding. No fees are payable by you unless you engage our services by signing this document.



The services covered by our Advice Fee include:

- Exploring your needs and objectives
- Collection of relevant personal and financial information
- Where appropriate, liaison with other professionals such as accountants and financial institutions
- Analysis and consideration of solutions
- Preparation and presentation of a Statement of Advice

With your authority, we will assist you in establishing the recommended strategies quickly and efficiently. This service generally involves:

- Assistance with the completion of required documentation
- Liaison with third party product providers.

### **Ongoing Review and Maintenance**

When you engage either Catriona, Steven or Saul as your Planner, you will have the option to agree to an ongoing service package. The ongoing service fee is based on the complexity of ongoing advice and the services provided. This fee will be included in your Letter of Engagement. We do not charge a fee based on a percentage of assets held but rather an annual flat fee based on the work that will be carried out. This fee can range from \$1,650 to \$22,000 GST-inclusive per annum.

Our service package covers all ongoing aspects of our comprehensive range of financial planning services. The philosophy behind our fee structure is to completely separate remuneration away from bias, transactions and sales commissions. Whenever applicable, transaction and sales commissions for investments will always be removed or rebated to our clients in full. We will always make recommendations in writing and operate on a 'no surprises' principle, especially with regard to cost, investment risk/volatility and return expectations.

Our ongoing service package may include the following services, and the services specific to you will be stipulated in the Statement of Advice.

- One annual strategic review involving a complete review of our recommended strategies, your circumstances and your needs, including appropriate recommendations
- Regular portfolio reports
- Information email service on an as needs basis
- Regular ongoing strategy and portfolio management advice
- On-call support – phone and/or face-to-face assistance.

### **Consulting Advice**

Alternatively, for those who may not require access to our full range of services, who for example may request investment analysis only or specific strategy advice, we would negotiate a consultancy fee based on (but not limited to) our hourly rate of \$330 GST-inclusive. This will be agreed upon prior to commencement of any work.