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CORNISH
WEALTH MANAGEMENT

Financial Services Guide

This Financial Services Guide (FSG) is issued by Cornish Wealth Management (Authorised Representative No.388574) and Chris Cornish (Authorised Representative No.312021). It is issued with the authority of CWM Perth Financial Planning Pty Ltd ATF AFSL Trust ABN 24 522 756 593, Australian Financial Services License No.436740.

Why am I receiving this document?

This Financial Services Guide (FSG) is an important document which we are required to provide to you as a condition of our Australian Financial Services Licence (AFSL).

It contains information about:

- CWM Perth Financial Planning
- Cornish Wealth Management
- Your Financial Adviser
- The services offered and their costs
- Any conflicts of interest which may impact our services
- How we deal with complaints if you are not satisfied with our services

When we provide you with financial planning services you may receive a:

- Statement of Advice (SoA)
- Record of Advice (RoA)
- Product Disclosure Statement (PDS)

Professional Indemnity Insurance

We hold Professional Indemnity Insurance cover for the activities conducted under our AFSL. The limit of the indemnity is \$2,000,000 for claims arising out of our AFSL activities. The insurance will cover claims made in relation to the conduct of authorised representatives, representatives and employees of the Licensee who no longer work for the Licensee (but who did at the time of the relevant conduct). We believe that our Professional Indemnity Insurance cover satisfies the requirements of s. 912B of the Corporations Act.

Signatory to the

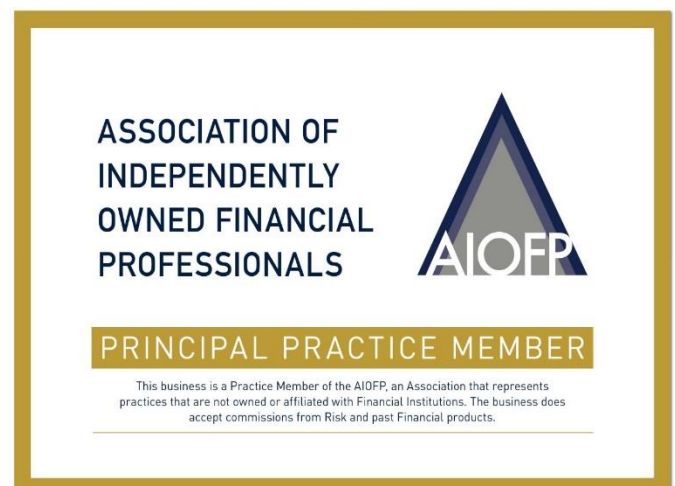


Information about CWM Perth Financial Planning

It is estimated that about 85% of all Financial Planners are associated or owned by the banks and large financial institutions. CWM Perth Financial Planning is different to many financial planning practices as it holds its own Australian Financial Services Licence (436740) which has been issued by the Australian Securities and Investments Commission (ASIC).

We are committed to acting in your best interests and will further your interests as opposed to others. Our advice to you will be appropriate for your relevant circumstances and leave you in a better position. We are committed to you and your family.

As a licensee we are required to comply with the obligations of the Corporations Act and the conditions of our licence. This includes the need to have compensation arrangements in place with a Professional Indemnity insurer.



Cornish Wealth Management and CWM Perth Financial Planning are owned and managed by Chris Cornish.

Your Privacy

We maintain a record of your personal information which includes details of your objectives, financial circumstances and needs. We also maintain a record of the recommendations we make. If you wish to examine your file, you should ask us and we will make arrangements for you to do so.

We will only disclose information about you:

- To product providers we recommend and you agree to use
- Where the law requires us to do so If
- you consent for us to do so

Cornish Wealth Management has a privacy policy for your personal information. You can ask us for a copy if you would like further information.

Information about Chris Cornish

Chris Cornish will provide these services to you through Cornish Wealth Management Pty Ltd. Cornish Wealth Management is a Corporate Authorised Representative under the licence held by CWM Perth Financial Planning. Chris acts on behalf of CWM Perth

Financial Planning who is responsible for the services that are provided.

Chris is fully qualified in all areas of financial planning. Chris has an MBA (Finance), Bachelor of Commerce with a double major in Economics and Financial Planning, an Advanced Diploma in Financial Services (Financial Planning), a Diploma in Financial Services (Finance Broking) and is an accredited Self Managed Super Fund specialist through the SMSF Association.

Chris is a strategies focused financial planner who communicates complex subjects in simple terms. He is committed to fully understanding each client's individual requirements, from short term to long term, before making a customised financial plan for them.

Chris continues to keep abreast of changes by attending regular financial planning education seminars, building a professional network of associates, constantly reviewing legislative changes and the opportunities and/or challenges they may present.



What services do we provide?

- Superannuation & SMSF's
- Pre-Retirement & Retirement Planning
- Estate Planning
- Centrelink Planning
- Personal Insurances
- Business Succession Planning
- Portfolio Reviews
- Managed Investments & Direct Equities
- Wealth Accumulation Strategies
- Margin Lending & Gearing
- Socially Responsible Investing
- Direct Property Advice

What financial products do we provide?

- Life Products - Life Risk Insurance Products
- Life Products - Investment Life Insurance Products
- Superannuation
- Self-Managed Super Funds
- Managed Investments
- Deposit & Payment Products
- Government Debentures, Stocks and Bonds
- Retirement Savings Accounts
- Standard Margin Lending Facilities
- Securities

What services do we not provide?

- General Insurance
- Agribusiness
- Derivatives
- Managed Discretionary Accounts

The Financial Advice Process

We recognise that the objectives and personal circumstances of each client are different. What is right for one client may not be right for another. We will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we address all issues.

When we first provide advice to you it will be explained thoroughly and documented in a Statement of Advice which you can take away and read. The Statement of Advice will explain the basis for the advice, the cost to you of implementing the advice and any commissions or associations which could have influenced the advice. If

applicable we will also provide you with a Product Disclosure Statement. This contains information to help you understand the product being recommended.

At all times you are able to contact us and ask questions about the advice and investments recommended. You can provide instructions to us in writing, via phone or via email/fax. Please note you are responsible for ensuring your instructions do however reach us.

We may provide further advice to you, to keep your plan up to date, for changes in your circumstances, changes in the law and changes in the economy and products. The further advice we provide will be dependent on the terms of the Client Services Agreement you sign with us. It will be documented in a Record of Advice. You have the right to request a copy of the RoA (if you have not previously received a copy) within 7 years of that further advice being given.

Referral Fees

In some situations we pay fees to external parties who have referred you to us. These amounts do not involve additional costs to you, and are designed to remunerate the third party referrer for their time and expertise. If applicable we will disclose the referral arrangements to you when we provide you with an SoA.

Risks

We will explain to you any significant risk in the investments and strategies that we recommend to you. If we do not do so, you should ask us for further clarification.

Fees

All fees are payable to CWM Perth Financial Planning Pty Ltd and the method used to calculate the amount of the benefit will be fully disclosed in the Statement of Advice. We do not charge entry or exit fees. Chris is the owner of CWM Perth Financial Planning and Corish Wealth Management, and receives the profits of both businesses.

From (min)	To (max)
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\$660	\$5,500
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Plan Preparation Fee

The Plan preparation fee includes all initial meetings with you, the time we take to determine our advice and the production of the SoA.

The Plan Preparation fee is based on the scope and complexity of advice provided to you. We will agree the fee with you at our first meeting.

\$220	\$880
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Plan Implementation Fee

If you decide to proceed with our advice we will charge a fee for the time we spend assisting you with implementation. We will let you know what the fee will be in the SoA

0%	0.88%
\$1,100	\$11,000

Ongoing Service Fees

This can be paid as an annual payment directly from you or via the product provider. The fee can be an agreed fixed amount, based on an hourly fee or a percentage of your portfolio value.

0%	88%
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Life Insurance

We may receive a one-off upfront commission when you take out an insurance policy we recommend. (For example, for an insurance product with an annual premium of \$1,000, if the insurer pays me an upfront commission of 88%, I will receive \$880.

0%	22%
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The insurer will pay me up to 22% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$220, this equates to \$400 per year based on the maximum amount.

Our test:



Is it in the clients best interests?

1

Would we offer the same advice to our own family?

2

“Chris has an excellent knowledge of the products available, their features and their pricing, particularly what fund has a competitive advantage in what niche”

Industry professional

Our difference:

Receive objective and realistic advice, which is free from product provider influence.

1

Work with someone who is dedicated to them and their unique needs.

2

Get results - based on our knowledge, experience and determination to recommend the financial products and services that will bring our clients financial success.

3

Our clients:

“...you offer a range of information that gives a balanced view where financial trends might be heading”

Private Client

“It is nice to have a financial planner who is more concerned with our needs than their own.”

Private Client

“The constant expectation that I have had is that you represent us and the needs of our employees, not the needs of the fund administrators...{They have} delivered...”

Human Resources Director

“My decision to transfer to you....has proven financially beneficial.”

Private Client

FSG issued by:

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