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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

CWM Perth Financial Planning holds an Australian Financial Services Licence (436740) which has been issued by the Australian Securities and Investments Commission (ASIC).

Through this licence, CWM Perth Financial Planning authorises Chris Cornish to provide advice and is ultimately responsible for the advice.

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

Conflicts of Interest

We are proud to say we have none.

We provide independent, impartial and unbiased financial advice.

We have no relationship with any product issuer which may influence our advice.

We do not receive and/or retain any commissions and we are not remunerated based on the volume of business.

We have no unreasonable limitations placed on which products we can recommend. And we have no incentive to recommend the product of one institution over another.



**Certified
Independent
Financial Advisers
Association Ltd**

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 instruct 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.

How to make a complaint

If you are not satisfied with our services or advice, please put your complaint in writing to our office.

If you do not get a satisfactory response within 45 days from the date you lodged your complaint, you have the right to refer your complaint to the Australian Financial

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:

- * MBA (Finance),
- * Bachelor of Commerce with a double major in Economics and Financial Planning,
- * Graduate Diploma of Applied Corporate Governance,
- * Advanced Diploma of Financial Services (Financial Planning),
- * Diploma of Financial Services (Finance Broking).

Complaints Authority (AFCA), of which we are a member.

The contact details for AFCA are:

Phone: 1800 931 678

Email: info@afca.org.au

Web: www.afca.org.au

Post: GPO Box 3, Melbourne, Vic, 3001

What services do we provide?

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

What financial products do we provide?

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

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. As such we endeavour to provide independent personal advice that is tailored to meet your needs. This advice will be documented in a Statement of Advice (SOA). The SOA will explain the basis for our advice and the cost to you.

If we have recommended a product, we will provide a Product Disclosure Statement (PDS) for that product.

We may provide further advice to you. This will usually be via email which will act as a Record of Advice. You have the right to request a copy of any Record of Advice for 7 years after the advice was given.

You can provide instructions to us in writing, via phone or via email.

Fees

All advice fees are payable to CWM Perth Financial Planning Pty Ltd.

Our fee structure is unique in that it is a transparent, contractually agreed fixed price. (We do reserve the right to either decline your business or alter our fees in unusually complex situations)

We do not charge you more money just because you may have more money.

We don't accept commissions. And we welcome providing one-off financial advice.

A Unique, Transparent Fixed Fee Structure

\$220

(incl GST)

General Advice Meeting - Factual information

Your first meeting with us will be a General Advice meeting. These consultations provide a low cost avenue for people to receive advice; albeit General Advice. There are limitations to General Advice.

General Advice does not take into account your particular circumstances and are based around factual information. We will not recommend, or assess, specific financial products in these meetings. The information is not intended to imply any recommendation or opinion about a financial product.

If during this meeting you decide you would like personal and specific financial advice, then we will deduct the General Advice meeting fee from the Statement of Advice fee.

\$1,980+

(incl GST)

Statement of Advice (Financial Plan) Fee

This fee covers the initial meeting with you, the time we take to research your existing situation, determine our independent tailored advice, produce the Financial Plan and then present the Plan to you.

+ \$550 for Self Managed Superannuation Funds due to additional compliance and complexity.

\$330

(incl GST)

Plan Implementation Fee

This fee is only applicable if our recommendations entail using a product, and you seek our assistance in establishing that product. It is charged for each application.

We waive this fee if you sign up for our Annual Service Agreement.

\$3,300+

(incl GST)

Annual Service Fee

Whilst not always required, if we have recommended an investment or superannuation portfolio, in most instances clients do value our Annual Service Agreement. The promised services of an Annual Service Agreement are detailed within the Statement of Advice. The agreement has a lifespan of no longer than 12 months, and then your consent is required for the next twelve months.

+ **\$1,100 p/a for each additional account due to the extra reporting and monitoring.**

+ **\$550 p/a for Self Managed Superannuation Funds due to extra compliance requirements.**

0%

Life Insurance

We instruct insurance companies to reduce your premiums and to not pay commissions.

Referral Fees

We do not accept or pay referral fees.

If we refer you to another professional, it is because we think they are good - not because we get paid from them.

If an existing client refers someone to us, we may provide a token of thanks such as a movie ticket or bottle of wine.

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 you and your 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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