

About Your Adviser

AUSTRALIAN NATIONAL CONSULTING PTY LTD

Corporate Authorised Representative No. 252582

Australian National Consulting Pty Ltd ACN 072 563 574 (the practice that provides financial services) is authorised by ANC Wealth Pty Ltd (AFS License holder). This document forms part of and should be read in conjunction with the ANC Wealth Financial Services Guide (FSG).

Contact details

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ANC Wealth Pty Ltd

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MICHAEL KAKARAS

Sub-Authorised Representative No. 250846



Michael is a Sub Authorised Representative and the founding director of Australian National Consulting Pty Ltd (the Practice) which is a Corporate Authorised Representative (No. 252582) of ANC Wealth Pty Ltd (ANC Wealth). Michael has worked in the financial services industry since 1989 and became an adviser of ANC Wealth on 1 September 2017.

Michael holds the following qualifications:

- Graduate Diploma of Financial Planning
- Certificate of Margin Lending
- Certificate of ASX Securities
- Certificate of Self-Managed Superannuation Funds
- CERTIFIED FINANCIAL PLANNER®
- Certificate IV in Finance and Mortgage Broking

Services Michael can provide

Michael can provide financial advice and deal in financial products in relation to the following areas:

- Financial Planning
- Risk Insurance
- Managed Investments
- Superannuation and Retirement Planning
- Tax (Financial) Advice
- Estate Planning
- Margin Lending
- Centrelink
- Direct Equities
- Self-Managed Superannuation Funds

GEORGE KORDOS

Sub-Authorised Representative No. 250856



George is a Sub Authorised Representative and employee of Australian National Consulting Pty Ltd (the Practice) which is a Corporate Authorised Representative (No. 252582) of ANC Wealth Pty Ltd (ANC Wealth). George has worked in the financial services industry since 1994 and became an adviser of ANC Wealth on 1 September 2017.

George holds the following qualifications:

- Bachelor of Business Management
- Associate Diploma of Business – International Trade
- Graduate Diploma of Financial Planning
- Advanced Diploma of Financial Planning
- CERTIFIED FINANCIAL PLANNER®
- Certificate IV in Finance and Mortgage Broking

Services George can provide

George can provide financial advice and deal in financial products in relation to the following areas:

- Financial Planning
- Risk Insurance
- Managed Investments
- Superannuation and Retirement Planning
- Tax (Financial) Advice
- Estate Planning
- Margin Lending
- Centrelink
- Direct Equities

Remuneration

Prior to preparing any advice or providing financial services to you, we will discuss and agree upon all forms of remuneration that will apply. Full details of all fees and/or commissions or any change will be outlined in the statement of advice that we will provide to you.

Financial Planning & Implementation Service

Financial Planning Advice is charged at an hourly rate for the work that is done for you.

We may also charge a fee for implementing the strategy and financial products. The cost will depend upon the complexity of implementing the recommended strategy and financial products.

Our current hourly based fee of \$220 per hour (GST inclusive) or a negotiated fixed agreed amount will be payable plus costs for any disbursements that may be required for a specialist consultation – for example, a legal or taxation opinion from the appropriate specialist.

If known, we may estimate all these costs together in the 'Terms of Engagement'.

Portfolio Service (Ongoing Investment Management)

If you choose our Portfolio Service (Ongoing Investment Management), the fee will be on a scaled rate. The fee is based on a percentage of your investment amount as set out below:

Investment Amount (Fee is GST inclusive)

Up to \$1,000,000	1.10%*
\$1,000,001 - \$2,000,000	0.88%*
\$2,000,001 - \$3,000,000	0.66%*
More than \$3,000,001	As negotiated

*When investing with borrowed funds, only a flat dollar fee is charged and reviewed annually. The fee amount will depend on the complexity of your portfolio and will be disclosed in your Terms of Engagement.

As an example, on an investment balance of \$250,000 in a managed fund, the ongoing management fee payable by you would be \$2,750 per annum which is deducted on a monthly basis from your investment(s).

Personal & Business Insurance

We do not charge you a fee for recommending how much cover you need and/or finding you an appropriate insurance policy. On successful placement of your cover, we will be paid a commission by the recommended insurance company which allows us to deliver this service at no direct cost to you.

The payment made to us is based on a percentage of the annual insurance premium GST inclusive as set out below:

- Initial commission up to 66%
- Ongoing commission up to 22%

As an example, on an insurance product with an annual insurance premium of \$2,000 the product provider could pay an upfront commission of up to \$1,320 and a payment of up to \$440 per annum on each policy renewal thereafter. (amounts quoted in example include GST).

Special Service Fee

We may charge you for administrative tasks that are not covered under our plan preparation, implementation, and ongoing investment service.

Examples for these may include claiming an eligible superannuation benefit, assistance with an insurance claim or helping you apply for Centrelink benefits.

The cost may be based on an hourly rate or a negotiated fixed amount. We can discuss the nature and scope of the work and costs with you before we undertake this work.

Our Fee Sharing Arrangement with the Licensee

The relationship between ANC Wealth and the Practice is arranged through a flat fee agreement. This agreement stipulates that 100% of remuneration is paid to the Practice. Therefore, ANC Wealth will retain 0% and the Practice will receive 100%.

The examples below are designed to illustrate how the fee sharing arrangement may apply to an investment and / or an insurance contract.

On a \$250,000 investment with a financial planning and implementation service fee of \$3,300, ANC Wealth would retain \$0 and the Practice would receive \$3,300. This amount is a direct cost to you.

On a \$2,000 annual insurance premium with an upfront commission of 66% the product provider would pay ANC Wealth a commission of \$1,320. ANC Wealth would retain \$0 and the Practice would receive \$1,320. This insurance commission is not an additional cost to you.

Adviser Remuneration

Both Michael Kakaras and George Kordos are paid a salary by Australian National Consulting Pty Ltd.

Your Best Interests

We embrace the concept of best interest duty and give priority to your interests ahead of our own. We are part of ANC Wealth, which is a privately-owned financial services company.

Our commitment is to act in the best interests of you, our client, and to act honestly, professionally, fairly and objectively in the provision of financial services. The processes we follow demonstrate the priority we give to your interests ahead of our own.