

# Fee / Brokerage / Commission Schedule

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The Empty Nesters Advice Group office:

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Phone Number: 1800 836 240  
Fax Number: 08 8219 9944  
Web: www.theemptynesters.com.au

## Who is my Adviser?

Here at The Empty Nesters Advice Group office your adviser will be:

**Matthew Bazzica (Dip FP)**  
Senior Financial Adviser  
Authorised Representative - No. 250437

## Adviser Authorisation and Remuneration

The Empty Nesters Advice Group office is operated by Matthew Bazzica through Diamond Cut Investments Pty Ltd (ABN 15 140 002 571) atf the Diamond Cut Trust (ABN 11 207 609 057). The Empty Nesters Advice Group receives 95% of the fees and or commission, the licensee; Infocus Securities Australia Pty Ltd (Infocus) receives the balance, being 5%.

Diamond Cut Investments Pty Ltd atf the Diamond Cut Trust is a corporate authorised representative (No. 422476) of Infocus. Matthew Bazzica is an authorised representative of Infocus and is authorised to provide the full range of financial services and products offered by Infocus, as outlined in the Financial Services Guide (FSG) Brochure provided to you with this insert except as follows.

Matthew is not authorised to provide advice in Securities and Credit Services (including assistance with mortgages, personal loans & credit cards).

Matthew Bazzica is remunerated by means of an hourly rate charged for the work he performs. Further, as a shareholder of Diamond Cut Investments Pty Ltd, Matthew will receive other benefits from all fees and commissions such as dividends that may be paid by Diamond Cut Investments Pty Ltd (ABN 15 140 002 571).

## Referral Fees

A third-party referrer may receive a referral fee or commission for introducing you to an Infocus office, or we may receive your details as a referral from others. The payment of any fee for a referral, whether received or payable will not involve an additional cost to you. Any referral fees will be disclosed at the time of the referral and/or detailed in your Statement of Advice.

## How Will I Pay for the Services Provided?

There are various ways that you may pay for the services we provide, including:

- **Professional Fees** - where you pay a fee to Infocus for all the services that we provide (including the Statement of Advice (SOA) and implementation and review of the advice). This may be charged by direct invoice, deductions from your investment products or a combination of both;
- **Brokerage/commissions** - where the investment product provider pays Infocus upon your initial investment (initial fees and charges) and/or regularly throughout the life of your investment (ongoing fees and charges); or
- **A combination of both** - where you pay for the cost of the SOA and a percentage for the product/investment placement, which may include initial fees and charges and/or ongoing fees and charges.

A breakdown of the types of payments we may receive is set out in the following pages

## TYPE OF ADVICE/SERVICE

## FEE or REMUNERATION

### Advice

Fees may be invoiced directly or collected from the product. An upfront fee for service may be charged based on either a fixed dollar amount, on the value of the funds invested, or a combination of these methods.

Fee for service for the preparation of your advice.

This fee is based on an hourly rate of \$280.00 per hour with a minimum fee of \$2,200 and a maximum fee of \$8,800.

Hourly rates for The Empty Nesters Advice Group office are:

- Senior Financial Adviser \$280.00 per hour
- Financial Adviser \$220.00 per hour
- Planning Assistant \$165.00 per hour
- Administrative Assistant \$110.00 per hour

Alternatively, we may agree to charge a flat \$ fee based on the complexity of the advice and the work involved. This fee is negotiated with you and can range from \$280 to \$40,000.

### Implementation

The cost of implementing your financial strategy will usually cost between \$550 and \$3,300, depending on the products, strategies and time involved.

Alternatively, an implementation fee of up to 5.5% of the initial invested funds (e.g. if you have invested \$100,000 in a managed fund, the implementation fee paid by the fund manager may be up to \$5,500).

These costs may be in addition to any advice fee and will be set out in your advice document.

You can choose to receive an invoice for your implementation fee. Alternatively, we may be able to deduct the fee from your financial products. Your adviser will discuss and agree payment options with you.

Additional fees may be incurred for ongoing services (please refer to the Ongoing Service section).

### Ongoing Service – Adviser Service Fee

Providing service on an ongoing basis allows you to have the confidence that you have access to a professional that knows you and your circumstances. It can fund the cost of strategic advice and/or portfolio advice in a changing environment.

Fees may be invoiced directly or collected from the product. Ongoing fees may be charged based on either a fixed dollar amount, the value of the funds invested, or a combination of these methods. This fee will be negotiated with you and can range from \$1,650 to \$8,800.

Alternatively, an Adviser service fee of up to 2.2% of funds under management (e.g. if your investment amount is \$100,000, then Infocus may receive up to \$2,200pa). These fees will typically be paid on an ongoing basis while the investment is still in place.

Where Cash Flow Monitoring strategies are recommended, the following ongoing fees will apply:

- Monthly cash flow monitoring of up to \$3,500 per annum plus a fee of 0.275% (per annum) of funds under management.
- A minimum fee of up to \$1,800 per half year may be charged.

### Other Services

Ad-hoc services can be provided on an as needs basis. Fees will be agreed before any work commences and may be based on time to complete at a cost of \$280 per hour or as a set fee up to \$10,000.

**TYPE OF  
ADVICE/SERVICE**

**FEE or REMUNERATION**

**Commissions**

**Upfront**

This is paid by the issuer of the financial product/s recommended when the product is issued to you. This may be deducted from the initial amount you have invested or it may be payable from the product provider's own resources.

**INVESTMENT/SUPERANNUATION**

Can be up to 4.4% of the funds under management; based on an account balance of \$1,000, this equates to \$44.

**PERSONAL INSURANCES**

From 1/1/2019 the maximum amount of commission payable by manufactures to advisers is restricted to 77% of the premium payable in the first year. Based on a premium of \$1,000pa, this equates to a maximum of \$770 in year one.

**Ongoing**

This is paid by the issuer of the financial product/s recommended and is payable on an ongoing basis while the investment/insurance is still in place.

**INVESTMENTS/SUPERANNUATION**

Can be up to 2.2% of the funds under management; based on an account balance of \$1,000, this equates to \$22.

**PERSONAL INSURANCES**

Can be up to 45.5% of the premium paid; based on a premium of \$1,000, this equates to \$455.

Your advice document will disclose any benefits or fees received by Infocus and/or your adviser.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049  
Australian Credit License and AFSL No. 236523 trading as  
Infocus Money Management and Infocus Financial Advice.

**All of the above fees and commissions are inclusive of GST.**

**Note: This Adviser Fee Schedule Insert completes your Financial Services Guide.**