



# SMSF ADVISERS NETWORK PTY LTD

ABN 64 155 907 681 AFSL No. 430062  
29-33 Palmerston Crescent, South Melbourne Vic 3205  
Ph: 1800 906 456 / 03 8548 8300  
Website: [www.smsf advisersnetwork.com.au](http://www.smsf advisersnetwork.com.au)

## FINANCIAL SERVICES GUIDE

Version 4.0 (201705)

FSG Part 1 of 2

This document is a Financial Services Guide, and is designed to assist you in deciding whether to use any of the financial services that we provide.

We are required by law to give you a Financial Services Guide (FSG), which helps to educate and protect you and promote honesty and fairness in financial products and services.

SMSF Advisers Network Pty Ltd has authorised the distribution of this Financial Services Guide by its Authorised Representatives.

This Guide contains information about:

- What advice and services we are authorised to provide;
- How we provide you with advice and make recommendations;
- Remuneration that may be payable in connection with the provision of financial services; and
- Our complaints handling procedures, should you have a complaint.

The named Authorised Representative/s on this Financial Services Guide Part 2 – Adviser Profile & Fee Schedule is the person that is providing you the advice.

### SMSF Advisers Network Pty Ltd

SMSF Advisers Network Pty Ltd is dedicated to providing you with financial services and strategies relating to superannuation strategies, specifically to your requirements for a Self-Managed Superannuation Fund (SMSF).

SMSF Advisers Network Pty Ltd is not owned by any fund manager, bank, superannuation fund or life insurer. SMSF Advisers Network Pty Ltd and its Authorised Representatives always act on behalf of you, the client. We hold an Australian Financial Services Licence No: 430062, issued by the Australian Securities and Investments Commission.

We are responsible for the financial services provided by our Authorised Representatives and have authorised the distribution of this Financial Services Guide.

The contact details for SMSF Advisers Network are:

### SMSF Advisers Network Pty Ltd

Australian Financial Services Licence Number: 430062

29-33 Palmerston Crescent, South Melbourne VIC 3205

Tel: 1800 906 456 or (03) 8548 8300 Fax: (03) 9686 4744

Website: [www.smsf advisersnetwork.com.au](http://www.smsf advisersnetwork.com.au)

Email: [info@smsf advisersnetwork.com.au](mailto:info@smsf advisersnetwork.com.au)

### What advice can we provide you with?

Authorised Representatives of SMSF Advisers Network Pty Ltd can provide strategic advice in the following areas:

- Basic Deposit Products; and
- Superannuation (including Self-Managed Superannuation Funds).

---

© SMSF Advisers Network Pty Ltd



Wholly owned subsidiary of the  
National Tax & Accountants'  
Association

### **How can you provide us with instructions about your superannuation needs?**

You can generally provide us with instructions in a variety of methods including face to face, in writing, by telephone, fax, electronically (eg email) or other agreed means. If applicable, we will inform you which instructions must be provided in writing to us.

### **The Planning Process**

SMSF Advisers Network Pty Ltd requires that all Representatives follow a process when meeting and advising customers of the services we offer. This process is summarised in 6 steps:

- Step 1: Introduce the advice process;
- Step 2: Identify your current situation and objectives;
- Step 3: Determine and document strategy;
- Step 4: Present and proceed with advice;
- Step 5: Manage the implementation process; and
- Step 6: Review ongoing recommendations.

### **Statement of Advice (SOA)**

When you are provided with personal advice that takes into account your particular circumstances, you will receive a Statement of Advice (SOA). The SOA sets out the personal advice given to you, including any recommendations about particular financial products and the basis on which those recommendations are made.

The SOA will provide information on the amount of any commissions and other fees payable in respect of financial products recommended to you in connection with this advice.

If you require further advice, this may be provided to you either verbally or in writing as an advice document. If the advice is provided verbally, you will also receive the advice in an advice document. An advice document will be in the form of a Statement of Advice (SoA) or a Record of Advice (RoA). Should you require additional copies of your advice documents, you may ask your Adviser to provide this to you any time within 7 years from the latest date advice was provided.

### **Fees and Remuneration**

Your Authorised Representative is a professional adviser who receives payment for the advice and services they provide. These payments are used to fund the cost of such things as:

- Ongoing education and development for the adviser;
- Running a business, including office rental, phone/fax, internet, stationery etc; and
- Providing an income for the adviser.

Your adviser will receive remuneration by charging you a fee for service. These fees are outlined in the attached FSG Part 2 - Adviser Profile & Fee Schedule.

### **Associations and Relationships**

SMSF Advisers Network Pty Ltd is a member of the Association of Independently Owned Financial Professionals. As a member of this organisation, SMSF Advisers Network Pty Ltd is required to adhere to their standards of practice.

SMSF Advisers Network Pty Ltd is also a fully owned subsidiary of the National Tax & Accountants' Association (NTAA). The NTAA has been a leading provider of education for accountants for over 20 years, delivering specialist knowledge in taxation issues and Self Managed Superannuation Funds. SMSF Advisers Network Pty Ltd benefits from the education that the NTAA provides.

In addition, SMSF Advisers Network Pty Ltd and its Authorised Representatives maintain registers for any alternative remuneration received (also commonly known as 'Soft Dollar Benefits'), where such remuneration is material. These registers are referred to as the 'Alternative Remuneration Register' and they record details of the alternative forms of remuneration received. These registers are publicly available upon request.

### Insurance

We hold Professional Indemnity Insurance cover for the activities conducted under our AFS Licence. The insurance will cover claims in relation to the conduct of authorised representatives, representatives and employees 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.

### Privacy

To provide you with relevant advice, we maintain a record of the information you provide us such as your personal and financial objectives, your financial situation and your needs. We will also retain copies of the advice we provide to you. We are committed to ensuring the privacy and security of your personal information.

A copy of the SMSF Advisers Network Privacy Policy can be accessed via our website [www.smsfadvisersnetwork.com.au](http://www.smsfadvisersnetwork.com.au), or you obtain a copy free of charge from any of our Authorised Representatives or by contacting SAN on 1800 906 456 or (03) 8548 8300.

You can review your file by contacting us on the above number and we will make your information available to you.

### Complaints

If you do have a complaint, please contact your Authorised Representative, or SMSF Advisers Network to obtain a copy of our Complaints Handling Policy and Procedures.

SMSF Advisers Network is committed to providing quality financial services in an efficient and honest manner. We take all complaints seriously, and have developed a formal complaints handling process to deal with any complaints from our clients. If you do have a complaint, you should follow the steps outlined below:

1. Contact your Authorised Representative directly to discuss the issue and to seek a resolution.
2. If the complaint cannot be resolved by talking to your Authorised Representative, you should then contact SMSF Advisers Network directly in writing to:

The Complaints Officer

**SMSF Advisers Network Pty Ltd**

29-33 Palmerston Crescent, South Melbourne VIC 3205

Tel: 1800 906 456 or (03) 8548 8300

Fax: (03) 9686 4744

3. If SMSF Advisers Network is not able to resolve your complaint to your satisfaction, you can then lodge a complaint with the Financial Ombudsman Service.

Financial Ombudsman Service Limited

GPO Box 3

Melbourne VIC 3001

**Telephone: 1800 367 287**

Fax: (03) 9613 6399

Email: [info@fos.org.au](mailto:info@fos.org.au)



# SMSF ADVISERS NETWORK PTY LTD

ABN 64 155 907 681 AFSL No. 430062  
29-33 Palmerston Crescent, South Melbourne Vic 3205  
Ph: 1800 906 456 / Fax 1300 306 351  
Website: [www.smsfadvisersnetwork.com.au](http://www.smsfadvisersnetwork.com.au)

## FINANCIAL SERVICES GUIDE

### ADVISER PROFILE & FEE SCHEDULE

v.PAR327 - 1.1 (201609)

FSG Part 2 of 2

#### Who Are We?

**Business Name:** Bray & Associates Pty Ltd  
**Address:** Level 2  
23-25 O'Connell Street  
SYDNEY NSW 2000  
**Postal Address:** Box R238  
Royal Exchange P O Box  
SYDNEY NSW 1225  
**Phone Number:** (02) 9233 4833  
**Fax Number:** (02) 9233 4844  
**Website:** <http://www.bray.com.au>  
**Email:** [surajg@bray.com.au](mailto:surajg@bray.com.au)

Bray & Associates Pty Ltd (ABN 65 612 294 069) is a Corporate Authorised Representative No. 124 5220 of SMSF Advisers Network Pty Ltd.

Bray & Associates is a progressive firm of Chartered Accountants with offices in Sydney and Bowral. With modern communication systems, we successfully service clients across Australia and around the world. Bray & Associates was founded in 1977 by Mr Peter Bray. The firm has two partners, Martin Fenaughty, who is based in Bowral, and John Cary, who works from our Sydney office. Peter Bray resigned as partner in 1999 however remains as a consultant to the firm. The practice specialises in providing a full range of financial and taxation services.

Please be aware that Bray & Associates is a business that may be associated with the provision of our advice to you. As a result of this association, the below listed Authorised Representatives may benefit from the payment of fees to Bray & Associates in addition to the fees charged for advice provided under SMSF Advisers Network Pty Ltd. Confirmation and details of the fees involved where this arrangement is applicable, will be included in your Statement of Advice.

Details of Authorised Representatives of the SMSF Advisers Network Pty Ltd who can provide you with financial advice within our office are as follows:

**Surajpal Singh Gill** B.Comm CA

**Director**

**Authorised Representative No:** 125 0211

**Email:** [surajg@bray.com.au](mailto:surajg@bray.com.au)

---

© SMSF Advisers Network Pty Ltd



Wholly owned subsidiary of the  
National Tax & Accountants'  
Association

Suraj works with clients facing complex tax problems or those needing to achieve particular commercial outcomes. Suraj dedicates most of his time helping clients find the solutions that meet not only their tax requirements but their business needs. Suraj has 17 years of experience in the profession, working with Big 4 and mid-tier firms and joined Bray and Associates in November 2010. He is an Associate at our Sydney Office. Suraj is a Chartered Accountant, Chartered Tax Adviser, Registered Tax Agent and has been a Tax Presenter at Professional Development seminars.

Surajpal Singh Gill is remunerated by means of salary.

### **Fiona Chung**

#### **Business Services Manager**

**Authorised Representative No:** 124 5221

**Email:** fionac@bray.com.au

Fiona is a Business Services Manager of Bray and Associates which is a 2 partners Chartered Accountants firm in the Sydney CBD. She has been a Chartered Accountant and Tax Agent for the past 12 years. After graduating from University of Sydney with a Bachelor of Commerce in 2000 she worked for William Buck Chartered Accountants and completed her CA program in 2003. Fiona enjoys assisting her clients in various business industries by providing accounting and taxation advices.

Having completed studies in superannuation and Self Managed Superannuation to meet the ASIC criteria to provide personal advice, she looks forward to continuing to provide her clients with advice regarding their superannuation needs.

Fiona Chung is remunerated by means of salary.

Please note that no commissions from product providers are received by any Authorised Representative of the SMSF Advisers Network Pty Ltd.

#### **Your Adviser, as detailed above can provide strategic advice in the following areas:**

- Basic Deposit Products; and
- Superannuation (including Self-Managed Superannuation Funds).

### **How we charge**

Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee, or as a combination of both. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews.

#### **Hourly Rates**

A typical rate for fee for service arrangements is between \$120 and \$450 per hour plus GST.

#### **Advice Preparation Fee**

This is a one-off fee charged for the preparation of the advice provided. Professional Advice Fees can range from \$1000 to \$2000 plus GST. The cost will be determined by the advice provided and your advice requirements. This fee is applicable even if you decide not to proceed with the advice provided.

#### **Implementation Fees**

To implement our advice, we may charge a fee. This fee is typically between \$2000 to \$4000 plus GST depending on the advice, strategies and time involved.

#### **Ongoing Advice Fees**

We offer an ongoing review service to ensure you are on track to achieving your goals and objectives as well as addressing any issues that may arise. The cost of this service will vary depending on your level of service required or selected. This fee can range between \$3000 and \$5000 plus GST per annum.

Details of all fees will be clearly documented in the Statement of Advice you receive.

All fees are paid directly to SMSF Advisers Network who then pays the income to the Authorised Representative on a bi-monthly basis.

**Referral Fees**

SMSF Advisers Network Pty Ltd and its Authorised Representatives may work closely with many professional people and organisations such as solicitors and clubs to assist in providing you with advice.

Where we receive referrals from these sources, there may be a referral fee paid or received. Referral fees are not a separate charge to you. Referral fees will be disclosed to you at the time of referral and/or will be detailed in your Statement of Advice.

We currently do not have any referrals in place.