

Financial Services Guide Part 1

Wealth IQ Group Pty Ltd

Version Number 2.0

This Financial Services Guide ('FSG') has been authorised for distribution by the authorising licensee, Wealth IQ Group Pty Ltd ABN 45 644 154 914, AFSL no. 527880 ('Wealth-IQ'). Wealth-IQ is the financial services licensee that authorises your Wealth-IQ financial adviser ('Adviser') and their firm ('we', 'us', 'our') to provide financial services.

This is an important document designed to provide you with information to make an informed decision about whether to use the financial services that we provide.

This FSG is divided into two parts and both parts must be read in conjunction as together they form the full FSG. Part One of this FSG provides high level disclosure of the financial services provided by us as well as important information about Wealth-IQ whereas Part Two of this FSG is an Adviser Profile and more specifically outlines the financial services provided and products recommended by us.

Contacting us If you need to contact us, you can speak with your Adviser. You can contact Wealth-IQ using the following details:



PO Box 435, Highgate, SA, 5063



+61(8) 8271 5427

Part One

Part One of this FSG contains information about:

- Wealth-IQ, as the holder of the Australian Financial Services Licence that authorises us to provide financial services.
- Lack of Independence disclosure.
- Other disclosure documents you may receive.
- The financial services and types of products we provide or recommend.
- Collecting your personal information and providing us with instructions.
- Fees or costs that may apply to you.
- Remuneration that we, your Adviser or a related entity may receive.
- Relationships or associations with other entities, that could create potential conflicts of interest, and
- What you can do if you are not happy with our services or have a complaint.

Who Is Wealth IQ Group Pty Ltd?

Wealth-IQ's purpose is to help all Australians afford their dreams. We educate clients to help them make informed decisions about their future. So, whether you are just starting out or approaching retirement, we assist you by providing you with financial advice which gives you greater control over your financial future.

Lack of Independence

Wealth IQ Group Pty Ltd and its Representatives listed in FSG Part 2 are not independent, impartial, or unbiased because we:

- Receive commissions for the advice we provide on life risk insurance products.

Authorised Representative Profile – Part Two

Your financial adviser will be the Authorised Representative listed in Part Two of this FSG.

This FSG must be read in conjunction with the Authorised Representative Profile as it forms part of this FSG. It provides detailed information about your financial adviser such as their contact details, referral sources and the types of financial products and services they are authorised to advise/deal in. Please retain both Part One and Part Two of the FSG for your reference and any future dealings with Wealth-IQ and your financial adviser.

What Other Documents Might You Receive?

You might receive the following documents when your Adviser provides financial services to you:

Statement of Advice (SoA) If your Adviser provides personal advice tailored to your circumstances and needs you will receive a SoA. The information contained in the SoA will help you make an informed decision in relation to the advice provided. It also sets out the advice, the reasons for the advice and details about any remuneration payable.

Record of Advice (RoA) Where further advice is provided to you in reference to previous advice (SoA) and there have been no significant changes to your relevant personal circumstances, your adviser will provide you with a RoA. There are no limitations in relation to time or how you make your requests for a copy of the RoA.

Product Disclosure Statement (PDS) You will receive a PDS if your Adviser recommends a financial product or offers to arrange the issue of a financial product on your request. The PDS contains information about a financial product's features, fees, benefits, and risks.

Advice Services We Provide

Our licence can provide advice in the following financial products:

- Basic & non-basic deposit products.
- Life insurance.
- Government debentures, stocks, and bonds.
- Managed investment schemes including IDPS.
- Retirement Savings Accounts.
- Securities.
- Superannuation.
- Standard Margin Lending Facilities.

Wealth-IQ and your Adviser will consider the tax consequences that relate directly to the financial advice being provided. However, this financial advice will not include an assessment of your overall tax position. To determine how your Adviser's financial advice fits with your overall tax position, you should seek separate tax advice about liabilities, obligations or claim entitlements that arise, or could arise, under a taxation law.

Instructing your Adviser

You will generally need to instruct your Adviser in person and your signature will be required for verification. For some products and services though, special arrangements can be put in place to instruct your Adviser by electronic means, for example phone, e-mail, or fax.

What Information Should You Provide to Receive Personal Advice?

Your adviser must act in your "Best Interests". To assist your adviser in acting in your best interests, as well as helping us to advise you in an appropriate manner and protecting you throughout our relationship, we request you.

- ▶ Supply accurate information about your personal circumstances, needs and objectives.
- ▶ Update your adviser on any changes to this information.
- ▶ Do not make any payments for investments, contracts, or fees "made payable" to your adviser.
- ▶ Never sign blank forms.
- ▶ Never sign any form or agree to any recommendation without fully understanding what you are signing or agreeing to.

You have the right to withhold personal information, but this may have an impact on the appropriateness of the advice you receive. You should read any warnings contained in any advice document (whether SoA or RoA) carefully before making any decision relating to a recommended financial strategy and/or product. Your adviser will request you sign an acknowledgement if you do not wish to provide complete information or if they believe that the information is not accurate.

How We Handle Your Personal Information

Wealth-IQ and we are committed to ensuring the privacy and security of your personal information. As part of our continuing commitment to client service and maintenance of client confidentiality Wealth-IQ has adopted the principles set out in the Privacy Act 1988. For further details you can refer to Wealth-IQ's Privacy Policy.

Non-Advisory Transactions

At times you may wish to make an investment transaction and do not need assistance from us with any decisions in relation to the product or transaction. In these cases, we can take your instructions and arrange for the transaction to be completed, without providing personal advice. If you wish to proceed without advice from us, we will ask you to confirm your instructions in writing and sign an acknowledgment form. Any assistance we provide to complete your transaction should not be taken as a recommendation or endorsement of the product or transaction.

How do You Pay for Wealth-IQ Advice and Services?

All advice fees and commissions are required to be paid directly to Wealth-IQ as the licensee. Wealth-IQ may retain a percentage and the balance that is attributable to the financial services we provide is passed on to us. If the fees, commissions, or benefits are not calculable at the time we provide personal advice, we will describe the manner in which they are calculated at the time the advice is given or as soon as practicable after.

Financial Planning Advice Fees

Fees may be a Fixed Rate Fee, Hourly Rate Fee, or a combination of both depending on the complexity of your personal situation and the time and effort in the work done for you. The fees will be discussed and agreed with you prior to services being provided. If advice is provided the fees will be disclosed in your Statement of Advice (SoA).

Ongoing fee arrangements may be based on a Flat Fee or an Asset Scale Fee. These will be outlined in FSG Part 2.

Retail Insurance Product Commissions

Wealth-IQ may be paid initial and ongoing commissions by retail insurance product issuers where you acquire any of the retail insurance products via our services.

Where the commission in the first year is greater than that payable in later years, the maximum upfront (year 1) commission is 66% and the maximum ongoing (years 2+) commission is 22% (inclusive of GST). For example, for an insurance premium of \$1,000, the commission is up to \$660 upfront and up to \$220 each year thereafter.

Where upfront and ongoing commissions are the same, there is no legislated maximum however product providers generally pay up to 33%.

Where the insurance product(s) was purchased prior to 1 January 2018, we may continue to be paid commissions in the same manner as what would have previously been advised to you at the time of obtaining the product(s).

Other Benefits We May Receive

Wealth-IQ has purely commercial relationships with several of Australia's leading life risk and wealth management product providers. These companies may give Wealth-IQ or your financial adviser non-commission benefits such as entertainment or sponsorship up to a maximum value of \$300 per annum. Both Wealth-IQ and your financial adviser maintain a Register to document any alternative forms of payment received. These registers are publicly available and must be provided within 7 days after request.

Complaints, Privacy & Compensation Arrangements

We always strive to provide quality advice and service and welcome any feedback that allows us to continue to improve our services.

What to Do If You Have A Complaint

We are committed to resolving your concerns. If you are not fully satisfied with any part of the service or advice for whatever reason, you should take the following steps:

Step 1: Contact your Adviser

If you have a complaint or are not satisfied with the advice or services provided to you, you should contact your Adviser in the first instance and discuss your concerns with them. Most complaints can be resolved quickly and fairly at this stage.

Step 2: Complaints Manager

If your complaint has not been resolved to your satisfaction, you can contact our Complaint Resolution Manager by:



PO Box 435, Highgate, SA, 5063



compliance@wealth-iq.com.au



+61(8) 8271 5427

Step 3: Australian Financial Complaints Authority (AFCA)

If you are not satisfied with our handling of your complaint or our decision, you may refer your complaint to the Australian Financial Complaints Authority (AFCA). The AFCA offers a free independent dispute resolution service for consumer and small business complaints.



Australian Financial Complaints Authority GPO Box 3 Melbourne VIC 3001



info@afca.org.au



1800 931 678 (free call) Email:



www.afca.org.au

Information about your rights can also be obtained from the Australian Securities and Investments Commission on 1300 300 630.

Our Compensation Arrangements

We have professional indemnity insurance cover in place and these arrangements comply with the requirements for compensation under the Corporations Act. Our professional indemnity insurance is subject to terms and exclusions and generally covers claims arising from the actions of our current and former employees or authorised representatives whilst they acted on our behalf.

Issued by Wealth-IQ Pty Ltd
Date of Issue 1st July 2021

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Part Two - Adviser Profile

This adviser profile is Part Two of the Wealth IQ Group Pty Ltd (**Wealth-IQ**) Financial Services Guide (**FSG**) **12th July 2021** and should be read in conjunction with Part One of our FSG dated **1st July 2021**. Together these documents form the complete FSG.

Matthew Nicholls is an Authorised Representatives of Wealth IQ Group Pty Ltd (**Wealth-IQ**). The individual(s) listed in this FSG are authorised by Wealth-IQ to provide personal advice through Nicholls Wealth Management Pty Ltd.

Authorised Representatives Profile

Corporate Authorised Representative Profile

Authorised Representative Name	Nicholls Wealth Management Pty Ltd
Authorised Representative ASIC Number	397929
Trading name	Nicholls Wealth Management
Business Address	7 / 999 Lower North East Road, HIGHBURY SA 5089
Postal Address	Po Box 38, HIGHBURY SA 5089
Telephone	+61 8 8359 0010
Email	matt@nichollswealth.com.au
Webpage	www.nichollswealth.com.au

Nicholls Wealth Management Pty Ltd is a Corporate Authorised Representative of Wealth IQ Group Pty Ltd AFSL 527880

Authorised Representative Profile

Authorised Representative Name	Matthew Nicholls
Authorised Representative ASIC Number	397930
Telephone	+61 8 8359 0010
Email	matt@nichollswealth.com.au

Matthew Nicholls is a Sub Authorised Representative of Nicholls Wealth Management Pty Ltd.

Matthew Nicholls

Authorised Representative Background

Matthew has over 10 years' experience as a financial adviser helping client's various types of advice. Matthew has completed a Bachelor of Applied Finance as well as an Advanced Diploma of Financial Services (Financial Planning), Diploma of Financial Services (banking) and a Cert IV in Finance & Mortgage Broking.

Matthew has also passed the FASEA Financial Adviser Exam

Matthew Nicholls is authorised to provide advice in the following areas:

- Deposit and payment products.
- Government debentures, stocks, and bonds.
- Life products.
- Managed investment schemes including IDPS.
- Retirement Savings Accounts.
- Securities.
- Superannuation.

How to Contact Me matt@nichollswealth.com.au or +61 8 8359 0010

Your Authorised Representative will provide you with an initial and additional meetings including the preparation, implementation, and ongoing advice you will be charged by one or a combination of methods as outlined below. You may elect to be invoiced directly for these fees to be paid to Wealth-IQ or you may elect to have these fees deducted from your investments.

What are the Costs?

You will be provided with an estimate of all applicable fees/costs once your needs and requirements have been understood and agreed. The work required may vary from fairly uncomplicated and straightforward to overly complex and/or protracted. As you would expect, greater complexity involves more time and therefore more cost.

These fee options include:

Initial Appointment

At this initial meeting, we will collect information about you and provide general advice only during this meeting. Costs in providing advice services will be quoted during this meeting. The cost for this meeting will be \$250 (including GST). *However, if referred by a valued client, then this meeting is at our expense.*

Service Based Charging.

- i. An hourly rate of \$250 (including GST) may apply to work performed by Matthew Nicholls, **Or**
- ii. An advice preparation fee based upon a fixed price agreement. The fixed dollar amount will vary depending on the complexity of advice being sought and agreed upon prior to commencement. Our minimum fee for this is \$550 (incl. GST) up to a maximum of \$11,000 (incl. GST), **And**
- iii. An advice implementation fee based upon a fixed price agreement. The fixed dollar amount will vary depending on the complexity of advice being sought and agreed upon prior to commencement. Our minimum fee for this is \$0 (incl. GST) up to a maximum of \$5,500 (incl. GST).

Life Insurance

The fee as detailed in schedule 2 below.

Schedule 2

Life Insurance (1st year only)

This commission is payable by the insurance company and is a percentage of the insurer's base premium i.e., premium excluding stamp duty, fire services levy, GST, model loadings or any other government charges, taxes, fees, or levies.

For insurance approved from 1 Jan 2020 onwards, the insurance commission can vary from 0% up to 66%.

Example: if the annual premium were \$1,000 Wealth-IQ would receive up to \$660 in the first year based on the maximum.

Life Insurance (Year 2 onwards)

Wealth-IQ may also receive a renewal commission from the insurance company each year while your policy is in force. This is a percentage of the base annual premium you pay and can vary from 0% up to 33%.

Example: if your annual premium is \$1,000 Wealth-IQ would receive up to \$330 per annum based on the maximum.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Ongoing Fee Arrangements

Our ongoing advice fees vary depending on scope and complexity. This fee can be charged as either a flat dollar and range from \$450 to \$11,000 p.a. (incl. GST) unless otherwise agreed or an asset scale fee range of 0% to 1.25% p.a. based on the account balance of your superannuation and investment portfolio/s.

Example: If your account balance is \$200,000 and the fee charged is 1.1%, Wealth-IQ would receive \$2,200 per annum.

The exact cost of the service will depend on the service offering we recommend, and this will be disclosed within the Annual Service Agreement provided to you. Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$330 per hour, may be applied.

Non-advisory fees

We may also work on a success fee for certain assignments that we take on i.e. Where a client engages us to fight an insurance claim for them, we may charge a percentage of the amount received from the insurer commensurate with the work and effort undertaken.

Example: If your insurance claim was for \$250,000 under a total and permanent disability policy and the onus of proof was on you, we might charge a 10% fee for successfully obtaining the insurance payment on your behalf. In this case WIQ would receive \$25,000.