

Financial Services Guide: Part Two



This document is Part Two of a Financial Services Guide & must be read in conjunction with Part One.

This Financial Services Guide (FSG) contains important information about:

- Your Authorised Representative/s;
- The Financial Products and Services provided by your Authorised Representative;
- How your Authorised Representative charges for their services; and
- How NEO Financial Solutions Pty Ltd (the Licensee, 'NEOFS' AFSL 385845) and its Authorised Representatives are paid.



AUTHORISED REPRESENTATIVE PROFILE

CORPORATE AUTHORISED REPRESENTATIVE PROFILE

Authorised Representative Name	Mentor Financial Services (WA) Pty Ltd
Authorised Representative ASIC Number	325599
Trading Name	Mentor Financial Services
Business Address	2/7 Augusta Street WILLETTON WA 6155
Postal Address	PO Box 220 WILLETTON WA 6955
Telephone	08 9354 6060
Fax	08 9354 6070
Email	paul@mentorfinancial.com.au
Web Page	www.mentorfinancial.com.au

Mentor Financial Services (WA) Pty Ltd is a Corporate Authorised Representative of NEO Financial Solutions Pty Ltd AFSL 385845.

SUB AUTHORISED REPRESENTATIVE PROFILE

Authorised Representative Name	Paul Winfield
Authorised Representative ASIC Number	229836
Mobile	0466 350 703
Email	paul@mentorfinancial.com.au

Paul Winfield is a Sub Authorised Representative of Mentor Financial Services (WA) Pty Ltd.

AUTHORISED REPRESENTATIVE BACKGROUND

Paul is a Certified Financial Planner (CFP) with more than 16 years' experience in the Financial Services industry. Paul is a former member of the Royal Australian Navy, Paul's primary aim is to develop lifetime plans for clients by clearly understanding their personal situations and goals.



PRODUCTS & SERVICES OFFERED

FINANCIAL PRODUCTS OFFERED

The Authorised Representative named in this Financial Services Guide has been authorised by NEOFS to provide Financial Product Advice and Deal in the following products:

✓	Cash Deposit & Payment Products
✓	Government Debentures, Stocks & Bonds
✓	Life Products – Life Risk Insurance Products
✓	Life Products – Investment Life Insurance Products
✓	Superannuation, RSA's & Retirement Income Stream Products
✓	Managed Investments
✓	Securities
✓	Self-Managed Superannuation Funds

Only products researched and approved by NEOFS can be recommended by your Authorised Representative.

SERVICES OFFERED

The Authorised Representative named in this Financial Services Guide is able to offer you the following services:

✓	Personal Risk Insurance	✓	Business Succession Planning
✓	Debt Management	✓	Estate Planning Strategies
✓	Guidance on Budgeting	✓	Pre-Retirement Strategies
✓	Wealth Accumulation Strategies	✓	Transition to Retirement Strategies
✓	Superannuation	✓	Centrelink & Veteran Affairs Planning
✓	Self-Managed Superannuation Funds	✓	Socially Responsible Investments
✓	Managed Investments	✓	Salary Packaging
✓	Securities		

SERVICES & PRODUCTS NOT OFFERED

Your Authorised Representative is unable to offer you advice or services regarding the financial products or services listed below, we may have referral arrangements in place for a service or financial product listed below. Please inform us if you wish to receive advice in these areas and we will be happy to refer you to a suitably qualified adviser. It is important for you to understand that we do not endorse, recommend or accept responsibility for the services, strategies and/or products provided by external referral service providers.

✗	Standard Margin Lending & Gearing	✗	Direct Property - Sales
✗	General Insurance	✗	Direct Property - Strategies Only
✗	Derivatives		



HOW WE GET PAID

NEOFS receives all remuneration upon implementation of the products and services provided by your Authorised Representative. NEOFS then pays Mentor Financial Services (WA) Pty Ltd 100% of all remuneration received and Mentor Financial Services (WA) Pty Ltd pays NEOFS a Fixed Dealer Fee of \$22,000 Inc. GST plus mandatories and software.

From this Mentor Financial Services (WA) Pty Ltd pays Paul Winfield a salary and bonuses if certain targets are achieved and funds the costs associated with operating their business.

Following is a guide as to how commissions and/or fees may be charged. If you choose to receive personal advice, the Statement of Advice you receive will detail the specific payments in relation to the products recommended. You have a right to request further particulars in respect to the remuneration received by the Authorised Representative or NEOFS.

All fees are inclusive of GST.



WHAT ARE THE COSTS

Your Authorised Representative may provide you with an initial meeting for which there is a charge. Further meetings including the preparation, implementation and ongoing advice 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 NEOFS or you may elect to have these fees deducted from your investments. An estimated cost of services will be provided to you before commencing any work.

Initial Appointment		
We will collect information from you at this meeting and provide you with general only advice at this meeting. The costs in providing comprehensive advice services will be quoted to you at this meeting. To receive comprehensive advice you will need to have a Statement of advice prepared.		\$330.00 / Hour
Fee for Service Hourly Rate		
We may charge an hourly rate for the services we provide.		\$330.00 / Hour
Statement of Advice Preparation Fees	From (Min)	To (Max)
Advice fees are charged based on the complexity of the advice provided. <i>Please note the SOA preparation fees still apply where you decide not to implement our advice.</i>	\$550	\$5,500
Implementation of Advice (non Insurance) (1st Year only)	From (Min)	To (Max)
Investment of superannuation and non-superannuation funds	\$550	\$2,200

Implementation of Advice (Insurance) (1st Year only)	From (Min)	To (Max)
The commission 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. Example: if the annual premium was \$500 NEOFS would receive up to \$650 in the first year based on the maximum.	0%	130%
Ongoing Advice Fee (Non Insurance)	From (Min)	To (Max)
Ongoing Advice: Flat Fee Ongoing Advice fees will be determined by the complexity and requirements of the recommended strategy.	\$1,100	\$6,600
Ongoing Advice Life Insurance / Risk Products Commission	From (Min)	To (Max)
NEOFS will also receive a renewal commission from the product provider each year while your policy is in force. This is a percentage of the annual premium you pay. Example: if you're annual premium is \$500 NEOFS would receive up to \$150 per annum based on maximum.	5%	30%

Other Remuneration I may receive.

Nil

FSG Issued by:
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