

## Representative Profile



*This document forms part of the Financial Services Guide Version 13 preparation date 20 May 2019 and is designed to clarify who we are, what we do, and aims to help you decide whether to use our services.*



# Representative Profile



**GODFREY PEMBROKE**

## Who we are

Your financial advice specialists are Representatives of and offer services on behalf of Godfrey Pembroke Limited.

### **Naomi Mee-Martino CFP®**

Authorised Representative No. 338544 and Credit Representative No. 377814

Naomi has been part of the financial services community since 2005. A CFP® Professional, Naomi combines experience from both the boutique private practice and corporate worlds to deliver Advice Excellence to her clients.

Starting with a Bachelor of Arts in Economics, Naomi then completed a Post-Graduate Diploma in Business Studies. Naomi has also completed the Diploma of Financial Planning (Dip. DP) and Advanced Diploma in Financial Planning (ADFP). She is a Member of the Financial Planning Association.

She offers his services on behalf of Godfrey Pembroke Limited. Godfrey Pembroke has authorised your advisers to provide you with this Financial Services Guide.

The Financial Services that the above financial advice specialists offer are provided by

Bastion Financial Group Pty Ltd  
ABN 38 164 900 109  
Authorised Representative (AR) No. 443807  
Credit Representative No. 443808

Godfrey Pembroke has authorised your advisers to provide you with this Financial Services Guide.



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## What we do

We are authorised by Godfrey Pembroke Limited to provide financial advice in relation to:

- Business Succession Planning
- Wealth Accumulation
- Income & Asset Protection
- Tax Strategies
- Superannuation
- Retirement & Redundancy Planning
- Estate Planning
- Government Benefits
- Debt Management

and to provide advice and deal in the following financial products:

- Basic Deposit Products
- Non-basic Deposit Products
- Non-cash Payment Facilities
- Life Products – Investment Life Insurance
- Life Products – Life Risk Insurance
- Managed Investment Schemes, including Investor Directed Portfolio Services (IDPS)
- Superannuation
- Retirement Savings Accounts
- Derivatives
- Government Debentures, Stocks or Bonds
- Securities
- Standard Margin Lending Facilities

## Contact us

For more information on anything you have read in this document or if there is anything else we can help you with, please contact us at:

Address: PO Box 7034.Cloisters Square, PERTH WA 6850

Phone: (08) 6225 5150

Fax: (08) 9481 2326

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



# Representative Profile



## How we charge for our services

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

<b>Initial consultation</b>	At our expense.
<b>Advice preparation</b>	<p>If you elect to pay us a fee for advice the following fees will apply. The fees will depend on the size of the investment portfolio and the complexity of the advice:</p> <p>The minimum fee charged is \$2,200 while the maximum fee is \$22,000.</p> <p>For example complex advice that contain multiple goals, strategies and/or tax structures including but not limited to; self-managed superannuation Funds, family trusts and companies, are likely to be charged closer to the maximum. Less complex advice that addresses limited goals, strategies and tax structures are likely to be charged closer to the minimum.</p>
<b>Implementation (fee for advice)</b>	This fee will be agreed prior to preparation of the Advice and included in the above preparation cost. Fees may be paid directly by you or collected through the product issuer.
<b>Ongoing fee for advice</b>	<p>If you elect to pay a fee for the ongoing review of your financial planning strategy, the ongoing service fee is based on the complexity of ongoing advice and the services provided. We charge a flat dollar fee for our Ongoing Service package, and that fee is determined by the ongoing management required by your strategy and the complexities involved.</p> <p>The ongoing service fee may be collected monthly through the product issuer or paid directly by you via direct debit or BPay. You and your Adviser will discuss and agree an appropriate fee structure.</p> <p>The following options are available to pay for the financial advice you receive:</p> <ul style="list-style-type: none"> <li>• Fee for service deducted from your investment as a "one off" payment, annually, or in instalments.</li> <li>• Invoice directly for initial and ongoing Advice</li> <li>• Commission by the financial product issuer(s) at the time that you commence an insurance contract.</li> </ul> <p>Borrowed funds – if we recommend you acquire investments using borrowed funds, then your ongoing fee will be a minimum of \$330 and a maximum of \$10,000 per annum.</p>



# Representative Profile



## How we charge for our services (cont)

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

<b>Ad hoc advice</b>	Where you do not wish to participate in an ongoing service fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of \$330 may apply.
<b>Execution only service</b>	Where we provide a financial service to facilitate buying or selling of a specific financial product as instructed by you, a one-off minimum of \$165 and a maximum of \$330 fee may apply.
<b>Stamping fees</b>	Where we receive stamping fees from issuer companies for raising capital or debt on behalf of that company, we will offset this payment against the cost of our advice to you. Generally, this cost will be fully off-set by the handling fee paid by the issuer company.
<b>Pre-existing arrangements</b>	For clients already in a pre-1 July 2013 commission arrangement, we may receive commission on investment and superannuation products or margin lending products. For investment and superannuation products, the relevant product issuer will pay initial commission between 0% and 5.5% and ongoing commission between 0% and 0.88% of the value of your investments for as long as you hold the product. For margin loans the relevant product issuer will pay an ongoing commission between 0% and 0.88% of the outstanding loan balance. Commissions are paid to us by the product provider and are not an additional cost to you.



# Representative Profile



## How we charge for our services (cont)

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

### Insurance products

Where we arrange a life insurance product for you, the relevant insurer will pay an initial commission to us. The commission is calculated as a percentage of the premium paid (and may include health, occupational, frequency and modal loadings and policy fees, but excludes stamp duty).

Annual commission will also be paid when you renew your policy each year.

The rates of initial and ongoing commission will depend on the date the policy is issued and are set out in the table below:

Date policy is issued	Initial Commission (% of annual policy cost including GST)	Ongoing Commission (% of annual policy cost including GST)
<b>Before 1 January 2018 or before 1 April 2018 (where the application was received before 1/1/18)</b>	up to 130%	up to 33%
<b>From 1 January 2018</b>	up to 88%	up to 33%
<b>From 1 January 2019</b>	up to 77%	up to 33%
<b>From 1 January 2020</b>	up to 66%	up to 33%

We may receive commission at pre 1 January 2018 rates if:

- you increase your cover, add new cover or otherwise amend a policy purchased by you before 1 January 2018; and
- that policy amendment results in commission receivable by us, and
- that policy amendment is eligible for pre-1 January 2018 commission rates.

*Example (all figures include GST):*

You purchase the policy for \$1000 on 1 December 2019. We may receive an initial commission of up to \$700 (\$1000 x 77%) in the first year and ongoing commissions of \$330 per annum (\$1000 x 33%) for as long as you continue to hold the policy.

If you increase your cover on 1 July 2020 for a cost of \$500, we may receive an initial commission of up to \$330 (\$500 x 66%). The ongoing commissions on the additional cover may be up to \$165 (\$500 x 33%). This is in addition to the ongoing commissions of \$330 per annum when the policy was purchased. Total ongoing commissions payable to us may be up to \$495 (\$1500 x 33%).

Please note that the initial and ongoing commissions on life insurance products are paid to us by the product provider and are not an additional cost to you.





# Representative Profile

## Referrals



At present we do not have any referral arrangement in place to pay a third party referrer a referral fee, commission or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

At present we do not have any referral arrangement in place to provide referrals to third parties in return for payment or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.



**GODFREY PEMBROKE**