



# Financial Services Guide

PART ONE



People you trust.  
Advice that works.

## Introduction

This Financial Services Guide (FSG) is issued by Sentry Advice Pty Ltd ABN 77 103 642 888 Australian Financial Services Licence (AFSL) No. 227748 (Sentry).

This FSG is designed to assist you in determining whether to use any of the services offered by Sentry or its Authorised Representatives.

This FSG contains information about:

- Sentry, who as the Licensee, is responsible for the financial services;
- Your financial Adviser;
- The financial services and products your Adviser can provide;
- How Sentry, your Adviser and other related parties are paid for the financial planning services provided to you;
- Any associations or relationships that could create potential conflicts of interest;
- Details of who to contact should you have a complaint.

## Authorised Representative Profile

This FSG must be read in conjunction with Part Two as it forms part of this FSG. It provides detailed information about your Adviser such as their contact details, referral sources and the types of financial products they can advise and deal in.

Please retain both Part One and Part Two for your reference and any future dealings with Sentry.

## What other documents might you receive?

You might receive the following documents to help you make an informed decision on any financial strategy or recommended financial product.

### Advice Documents

All personal advice provided to you will be outlined in a Statement of Advice (SOA), Record of advice (ROA) or other forms of documentation.

The SOA is used for initial advice and will contain the commissions and information on relevant associations.

Where further advice is provided to you that does not involve a significant change your Adviser may provide an ROA. Where there is a significant change you will be provided with an SOA.

### Product Disclosure Statement (PDS)

You will receive a PDS if your Adviser has provided advice on a particular product. The PDS will contain the information you need in order to decide whether the financial product is appropriate for you.

## Who is Sentry?

Sentry conducts business through a network of financial Advisers who are appointed as Authorised Representatives under Sentry's AFSL.

Where Sentry has appointed a corporate entity as an Authorised Representative, representatives of that company who give advice will also be authorised by Sentry.

## Who is your Adviser?

Your Adviser will be the authorised representative listed in Part Two of this FSG.

## What kinds of financial services, products and advice are available to you?

Sentry can provide advice and strategies on the following, but not limited to:

- Savings and wealth creation
- Financial management
- Investment
- Superannuation
- Pre Retirement
- Retirement
- Margin lending
- Self managed superannuation funds
- Financial protection and insurance
- Estate planning
- Centrelink
- Salary packaging
- Business succession
- Finance and gearing

Sentry's Advisers can offer a range of insurance, investment, superannuation and retirement strategies and products. Please refer to Part Two of this FSG for the services which your Adviser is authorised to provide.

Sentry supports your Adviser by providing access to financial product research conducted by external researchers. This helps your Adviser select products that will help you reach your financial goals.

Sentry's Advisers act for you and not for any life insurance company, fund manager or bank.

## How will you pay for the services provided and what do they cost?

As the provider of professional services, your Adviser will charge for the advice and services they provide to you. Depending on the services you require, your Adviser may charge by a variety of methods. Below is a guide as to how fees and commissions may be charged. Specific information on your Adviser's fees and charges can be found in Part Two of this FSG. All fees and charges will be disclosed in the SOA, ROA and/or PDS.

Your Adviser will discuss both the rate and method of payment with you before any financial services are provided, and will confirm any ongoing fees payable and the related services with you, each year.

### Fee for Service

We may charge a fee for the provision of advice and/or implementation of recommendations. Depending on your circumstances and the complexity of the work involved, this fee may be a fixed dollar amount, a percentage rate based on the value of your proposed investment portfolio, an hourly rate for time spent providing the services, or a combination of these.

### Commission

Commissions may be paid from a product provider to Sentry and are at no additional cost to you. Product providers may pay Sentry commission in association with the placement of the recommended products.

Generally the initial commission will be paid at the time you obtain the financial product with ongoing commissions paid during the life of the product.

## Referrals

If you are referred to a third party provider, the provider may pay your Adviser a referral payment. Likewise, if you have been referred to your Adviser, we may pay the referrer a fee. Details of the payment will be disclosed in your Statement of Advice. Referrer fees are at no additional cost to you.

Please refer to Part Two of this FSG for details on your Adviser's current referral arrangements.

## How are Sentry and your Adviser paid?

Except for your investment funds and policy premium payments where these are paid directly to the product provider, all payments are payable to Sentry.

Sentry will retain between 0% and 10% of these payments and forward the balance to your Adviser. For example, if Sentry receives \$100 in fees from a product provider Sentry will may retain \$10 and forward \$90 to your Adviser.

Your Adviser may also pay Sentry a fixed monthly administration fee for providing business support services, which is at no additional cost to you.

## What other benefits may product providers give to Sentry or your Adviser?

Some product providers may pay Sentry allowances which are at no additional cost to you. These are payable to assist Sentry with its operating expenses such as business development, marketing, education, training and professional development for its Advisers.

Sentry may receive up to 0.30% per annum from certain platform providers and fund managers based on the level of investments placed with them. For example, if you invested \$10,000, up to \$30 per annum may be paid to Sentry.

In certain restrictive circumstances, Sentry may receive benefits in the form of an additional payment of up to 25% of administration fees paid by you to certain platform providers and fund managers. For example, if you paid \$1000 in administration fees, up to \$250 may be paid to Sentry by the product provider.

In certain restrictive circumstances, Sentry may also receive benefits in the form of an additional payment of up to 1% per annum from insurance providers based on the amount of premium paid to them. For example, if you paid \$1,000 in premium for an insurance policy, up to \$10 may be paid to Sentry.

Some product providers may give Sentry or your Adviser other benefits such as entertainment or sponsorship. Both Sentry and your Adviser maintain a Register in line with industry standards to document any benefits received.

You have the right to request for further information in relation to the remuneration, the range of amounts or rates of remuneration, and other benefits received by Sentry and/or your Adviser.

## Goods and Services Tax (GST)

All financial payments, commissions and fees are subject to GST.

## Does Sentry have any relationships or associations with financial product issuers?

Sentry or its related entities may have affiliations with some of the investment and product providers that appear on Sentry's Approved Product List (APL). Details of any affiliation relative to the advice you will be receiving from your Adviser will be disclosed in your SOA.

Sentry is a related entity of Compass Funds Management Pty Ltd and FPI Investments Pty Ltd.

## What information should you provide to receive personal advice?

You will need to complete a Client Questionnaire which will record your personal objectives, lifestyle goals, details of your current financial situation and any other relevant information. Your Adviser will usually assist you in completing this.

The information obtained will be assessed by your Adviser to assist them in providing appropriate advice.

You have the right to withhold personal information, but this may compromise the effectiveness of the advice you receive.

You should read any warnings contained in the client questionnaire and advice documents carefully before making any decision relating to a financial strategy or product.

As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Finance Act to verify your identity and the source of any funds. This means that we will ask you to present identification documents such as passports and driver's licence. We will also retain copies of this information. We assure you that this information will be held securely. We cannot provide you with services if you are unwilling to provide this information.

Sentry and your Adviser are committed to complying with a privacy policy to protect the privacy and security of your personal information. Please ask your Adviser if you wish to obtain a copy of our privacy policy.

## How can you give instructions to your Adviser about your financial products?

You may specify how you would like to give us instructions. For example you may nominate to instruct us to act by telephone, fax, e-mail or other.

## Compensation arrangements

Sentry confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity insurance in accordance with s.912B of the Corporations Act 2001 (as amended).

In particular our Professional Indemnity insurance, subject to its terms and conditions, provides indemnity up to the sum insured for Sentry and our authorised representatives/representatives/employees in respect of our authorisations and obligations under our AFSL. This insurance will continue to provide such coverage for any authorised representative/representative/employee that has ceased work with Sentry for work done whilst engaged with us.

## What should you do if you are not satisfied with our services?

If you have any complaints about the services provided, please take the following steps:

Contact your Adviser and tell them about your complaint.

If your complaint is not satisfactorily resolved within 5 working days, please contact Sentry's Compliance Manager by telephone or in writing. Sentry will try to resolve your complaint quickly and fairly.

If an issue has not been resolved to your satisfaction, you can lodge a complaint with the Australian Financial Complaints Authority, or AFCA. AFCA provides financial services complaint resolution that is free to consumers.

Website: [www.afca.org.au](http://www.afca.org.au)

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

Telephone: 1800 931 678 (free call)

In writing to: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

Sentry is a member of this Service.

## Issued by:

Sentry Advice Pty Ltd

ABN 77 103 642 888 | AFSL 227748

Level 1, 190 Stirling Street Perth WA 6000

PO Box 8196 PBC, Perth WA 6849

Tel 08 9267 3444 | Fax 08 9267 3499

[www.sentrygroup.com.au](http://www.sentrygroup.com.au)

## Pitcher Partners Wealth WA Pty Ltd

This document is issued by Sentry Advice Pty Ltd ABN 77 103 642 888 AFSL 227748 (Sentry). It is Part Two of a Financial Services Guide (FSG) and should be read in conjunction with Part One.

Pitcher Partners Wealth WA Pty Ltd is a Corporate Authorised Representative of Sentry and has been given permission to provide you with this FSG Part Two.

Financial Services are provided to you by:

Corporate Authorised Representative Name	Pitcher Partners Wealth WA Pty Ltd
Australian Company Number	630 996 664
Corporate Authorised Representative ASIC Number	1274651
Authorised Representative Name	Simon Montgomery
Authorised Representative ASIC Number	458415
Business Address	Level 11, 12-14 The Esplanade Perth WA 6000
Postal Address	PO Box 5622, St Georges Tce Perth WA 6000
Telephone	08 9322 2022
Fax	08 9322 1262
Email	montgomerys@pitcher-wa.com.au

## Simon Montgomery

Simon is an Authorised Representative of Pitcher Partners Wealth WA Pty Ltd and is authorised to advise and deal in the following products:

- Government Debentures, Stocks and Bonds
- Life Insurance (Risk and Investment Products)
- Retirement Savings Accounts and Superannuation
- Deposit Products
- Managed Investment Schemes
- Securities
- Margin Lending
- Self Managed Superannuation Funds
- Managed Discretionary Accounts

Simon is not authorised to advise and deal in relation to the following products:

- Derivatives

## Remuneration

Sentry receives all remuneration paid upon the provision of services by Simon and under contract pays Pitcher Partners Wealth WA Pty Ltd 94% of the amounts received. Pitcher Partners Wealth WA Pty Ltd then pays Simon 46.5% of the total remuneration paid to Pitcher Partners Wealth WA Pty Ltd in relation to his clients. In addition, Pitcher Partners Wealth WA Pty Ltd may pay Simon directors' distributions from Pitcher Partners Wealth WA Pty Ltd profits.

All fees and charges will be discussed and agreed with you prior to commencing any work.

## Fee for Service

### Initial meeting

There is no fee payable unless a fixed fee is agreed in advance and in this case, we may charge between \$0 and \$1,500 for this meeting.

### Plan preparation and implementation

We charge fixed price fees for strategic plan preparation in the range of \$500 and \$10,000. We charge fixed price fees for implementation in the range of \$0 and \$3,000.

### Ongoing fees

Together with the client we will agree on a range of ongoing services which will determine the fixed ongoing fee that will apply. This will be quoted to you in advance and will range from \$1,500 to \$40,000 per annum. Where advice is required which is outside the agreed scope of ongoing services, we may charge an hourly rate for this advice at \$500 per hour.

### Investment transaction fees

If we complete trades on your behalf, we may charge a fee between \$0 and \$5,000. Note that your adviser will not charge fees on transactions made under a MDA Service.

All fees are exclusive of GST. You may be invoiced directly (payable to Sentry Advice) for these fees or they may be deducted from your investments

## Commission

Product providers may pay a commission directly to Sentry for some financial products.

Commission payments may be either initial or ongoing. Initial commissions are generally a once off payment made when new business is placed or additional contributions are made to a financial product. Ongoing commissions are paid whilst you hold the product.

Where possible we may agree to refuse to receive these commissions, rebate these commissions to your account, or use the commissions to offset some or all of your agreed fee for service.

### Commission on Life Insurance Products

Initial commission may be up to 66% of the initial annual premium. Ongoing commission may be up to 50% of the ongoing annual premium.

Should you cancel an insurance contract within the first two years the Adviser reserves the right to invoice you an amount equal to the costs they have incurred as a result of the provision of financial services to you.

### Commission on Investment Products from 1 July 2013

There is no commission payable on new investment products. Ongoing commission for existing investment products at 30 June 2013 may be up to 5% of the account balance.

All commissions are exclusive of GST.

## Referral arrangements

Simon may have referral arrangements with selected referral partners.

Should you engage the services of any of his referral partners Simon may obtain a benefit in the form of a fee, a commission or a combination of both.

If a referral arrangement applies to you, Simon will provide you with further details on the benefits received.

## Managed Discretionary Account (MDA) Service

### Nature of the MDA Service

Pitcher Partners Wealth WA Pty Ltd offers a MDA Service that enables you to provide Simon with the discretion to manage your investments in accordance with the MDA Contract and Investment Program.

You must first enter into a MDA Contract in order for you to utilise the MDA Service.

The Investment Program is reflective of your financial circumstances, needs and investment objectives and stated risk profile. It is intended that your portfolio assets will be actively managed by Simon to facilitate the achievement of your needs and objectives within the parameters of the Investment Program.

The MDA Contract and Investment Program are prepared by Simon and contain the following information:

- The nature and scope of the discretions that Simon will be authorised and required to exercise in managing the investments;
- Any significant risks associated with the MDA Service;
- The basis on which Simon considers the MDA Service suitable for you; and
- Warnings that the MDA Contract may not be suitable for you if you have provided limited or inaccurate information and that the MDA Contract may cease to be suitable if your circumstances change.

Simon will be responsible for reviewing the Investment Program annually. This will be performed as part of the Annual Review process.

Under the MDA Service, you delegate to Simon the investment discretion pertaining to your portfolio, including the decision on rights relating to the investments, such as Corporate Actions. In such instances, Simon will not be required to communicate with you to seek your instructions.

### Significant risks associated with investing through the MDA Service

The significant risks associated with investing through the MDA Service are more fully described in the Investment Program; however you should be aware of the following:

- The investment discretion involves the selection of assets exposed to the higher-risk investment sectors such as property, the share market and international investments and therefore entails exposure to capital risk.
- The Investment Program is based on your relevant personal and financial circumstances, needs and objectives and risk/return preferences. Therefore, there may be risks associated with a change to those circumstances, needs, objectives and risk/return preferences which affect the appropriateness of the Investment Program.
- Your portfolio assets will be subject to active management and therefore you will generally not be aware of the investment transactions being undertaken on your behalf until after the event and therefore such involves information risk.

### External Portfolio Management Service Provider

The MDA Service may utilise the services of a Portfolio Management Service Provider through which all transactions on your MDA portfolio will be made. As a result, you will also need to enter into an agreement with the Portfolio Management Service Provider to authorise them to act on the instructions of Simon.

The MDA Service may utilise BT, HUB24 & Macquarie as a Portfolio Management Service Provider for the administrative functions, reporting, and custodial and depository services associated with your portfolio.

BT's contact details are as follows:

Telephone: 132 135

Address: GPO Box 2675, Sydney NSW 2001

Macquarie's contact details are as follows:

Telephone: 1800 808 508

Address: GPO Box 1459, Brisbane QLD 4001

HUB24's contact details are as follows:

Telephone: 1300 854 994

Address: GPO Box 529, Sydney NSW 2001

BT, HUB24 & Macquarie charge direct fees in addition to our Fees as detailed above. Please refer to the BT, HUB24 & Macquarie PDS which we will provide to you for a full disclosure of the fees charged by BT, HUB24 & Macquarie.

Sentry Advice Pty Ltd does not provide custodial or depository services relating to the MDA service for your portfolio assets.

### Compliance with legislative instrument

This FSG complies with the requirements of ASIC Corporations (Managed Discretionary Account) Instrument 2016/968 and ASIC Regulatory Guide 179.

## Pitcher Partners Wealth WA Pty Ltd

This document is issued by Sentry Advice Pty Ltd ABN 77 103 642 888 AFSL 227748 (Sentry). It is Part Two of a Financial Services Guide (FSG) and should be read in conjunction with Part One.

Pitcher Partners Wealth WA Pty Ltd is a Corporate Authorised Representative of Sentry and has been given permission to provide you with this FSG Part Two.

Financial Services are provided to you by:

Corporate Authorised Representative Name	Pitcher Partners Wealth WA Pty Ltd
Australian Company Number	630 996 664
Corporate Authorised Representative ASIC Number	1274651
Authorised Representative Name	Robert Prince
Authorised Representative ASIC Number	454781
Business Address	Level 11, 12-14 The Esplanade Perth WA 6000
Postal Address	PO Box 5622, St Georges Tce Perth WA 6000
Telephone	08 9322 2022
Fax	08 9322 1262
Email	princer@pitcher-wa.com.au

## Robert Prince

Robert is an Authorised Representative of Pitcher Partners Wealth WA Pty Ltd and is authorised to advise and deal in the following products:

- Government Debentures, Stocks and Bonds
- Life Insurance (Risk and Investment Products)
- Retirement Savings Accounts and Superannuation
- Deposit Products
- Managed Investment Schemes
- Securities
- Margin Lending
- Self Managed Superannuation Funds
- Managed Discretionary Accounts

Robert is not authorised to advise and deal in relation to the following products:

- Derivatives

## Remuneration

Sentry receives all remuneration paid upon the provision of services by Robert and under contract pays Pitcher Partners Wealth WA Pty Ltd 94% of the amounts received. Pitcher Partners Wealth WA Pty Ltd then pays Robert 46.5% of the total remuneration paid to Pitcher Partners Wealth WA Pty Ltd in relation to his clients. In addition, Pitcher Partners Wealth WA Pty Ltd may pay Robert directors' distributions from Pitcher Partners Wealth WA Pty Ltd profits.

All fees and charges will be discussed and agreed with you prior to commencing any work.

## Fee for Service

### Initial meeting

There is no fee payable unless a fixed fee is agreed in advance and in this case, we may charge between \$0 and \$1,500 for this meeting.

### Plan preparation and implementation

We charge fixed price fees for strategic plan preparation in the range of \$500 and \$10,000. We charge fixed price fees for implementation in the range of \$0 and \$3,000.

### Ongoing fees

Together with the client we will agree on a range of ongoing services which will determine the fixed ongoing fee that will apply. This will be quoted to you in advance and will range from \$1,500 to \$40,000 per annum. Where advice is required which is outside the agreed scope of ongoing services, we may charge an hourly rate for this advice at \$500 per hour.

### Investment transaction fees

If we complete trades on your behalf, we may charge a fee between \$0 and \$5,000. Note that your adviser will not charge fees on transactions made under a MDA Service.

All fees are exclusive of GST. You may be invoiced directly (payable to Sentry Advice) for these fees or they may be deducted from your investments.

## Commission

Product providers may pay a commission directly to Sentry for some financial products.

Commission payments may be either initial or ongoing. Initial commissions are generally a once off payment made when new business is placed or additional contributions are made to a financial product. Ongoing commissions are paid whilst you hold the product.

Where possible we may agree to refuse to receive these commissions, rebate these commissions to your account, or use the commissions to offset some or all of your agreed fee for service.

### Commission on Life Insurance Products

Initial commission may be up to 66% of the initial annual premium. Ongoing commission may be up to 50% of the ongoing annual premium.

Should you cancel an insurance contract within the first two years the Adviser reserves the right to invoice you an amount equal to the costs they have incurred as a result of the provision of financial services to you.

### Commission on Investment Products from 1 July 2013

There is no commission payable on new investment products. Ongoing commission for existing investment products at 30 June 2013 may be up to 5% of the account balance.

All commissions are exclusive of GST.

## Referral arrangements

Robert may have referral arrangements with selected referral partners.

Should you engage the services of any of his referral partners Robert may obtain a benefit in the form of a fee, a commission or a combination of both.

If a referral arrangement applies to you, Robert will provide you with further details on the benefits received.

## Managed Discretionary Account (MDA) Service

### Nature of the MDA Service

Pitcher Partners Wealth WA Pty Ltd offers a MDA Service that enables you to provide Robert with the discretion to manage your investments in accordance with the MDA Contract and Investment Program.

You must first enter into a MDA Contract in order for you to utilise the MDA Service.

The Investment Program is reflective of your financial circumstances, needs and investment objectives and stated risk profile. It is intended that your portfolio assets will be actively managed by Robert to facilitate the achievement of your needs and objectives within the parameters of the Investment Program.

The MDA Contract and Investment Program are prepared by Robert and contain the following information:

- The nature and scope of the discretions that Robert will be authorised and required to exercise in managing the investments;
- Any significant risks associated with the MDA Service;
- The basis on which Robert considers the MDA Service suitable for you; and
- Warnings that the MDA Contract may not be suitable for you if you have provided limited or inaccurate information and that the MDA Contract may cease to be suitable if your circumstances change.

Robert will be responsible for reviewing the Investment Program annually. This will be performed as part of the Annual Review process.

Under the MDA Service, you delegate to Robert the investment discretion pertaining to your portfolio, including the decision on rights relating to the investments, such as Corporate Actions. In such instances, Robert will not be required to communicate with you to seek your instructions.

### Significant risks associated with investing through the MDA Service

The significant risks associated with investing through the MDA Service are more fully described in the Investment Program; however you should be aware of the following:

- The investment discretion involves the selection of assets exposed to the higher-risk investment sectors such as property, the share market and international investments and therefore entails exposure to capital risk.
- The Investment Program is based on your relevant personal and financial circumstances, needs and objectives and risk/return preferences. Therefore, there may be risks associated with a change to those circumstances, needs, objectives and risk/return preferences which affect the appropriateness of the Investment Program.
- Your portfolio assets will be subject to active management and therefore you will generally not be aware of the investment transactions being undertaken on your behalf until after the event and therefore such involves information risk.

### External Portfolio Management Service Provider

The MDA Service may utilise the services of a Portfolio Management Service Provider through which all transactions on your MDA portfolio will be made. As a result, you will also need to enter into an agreement with the Portfolio Management Service Provider to authorise them to act on the instructions of Robert.

The MDA Service may utilise BT, HUB24 & Macquarie as a Portfolio Management Service Provider for the administrative functions, reporting, and custodial and depository services associated with your portfolio.

BT's contact details are as follows:

Telephone: 132 135

Address: GPO Box 2675, Sydney NSW 2001

Macquarie's contact details are as follows:

Telephone: 1800 808 508

Address: GPO Box 1459, Brisbane QLD 4001

HUB24's contact details are as follows:

Telephone: 1300 854 994

Address: GPO Box 529, Sydney NSW 2001

BT, HUB24 & Macquarie charge direct fees in addition to our Fees as detailed above. Please refer to the BT, HUB24 & Macquarie PDS which we will provide to you for a full disclosure of the fees charged by BT, HUB24 & Macquarie.

Sentry Advice Pty Ltd does not provide custodial or depository services relating to the MDA service for your portfolio assets.

### Compliance with legislative instrument

This FSG complies with the requirements of ASIC Corporations (Managed Discretionary Account) Instrument 2016/968 and ASIC Regulatory Guide 179.



## Pitcher Partners Wealth WA Pty Ltd

This document is issued by Sentry Advice Pty Ltd ABN 77 103 642 888 AFSL 227748 (Sentry). It is Part Two of a Financial Services Guide (FSG) and should be read in conjunction with Part One.

Pitcher Partners Wealth WA Pty Ltd is a Corporate Authorised Representative of Sentry and has been given permission to provide you with this FSG Part Two.

Financial Services are provided to you by:

Corporate Authorised Representative Name	Pitcher Partners Wealth WA Pty Ltd
Australian Company Number	630 996 664
Corporate Authorised Representative ASIC Number	1274651
Authorised Representative Name	Christian Golding
Authorised Representative ASIC Number	248906
Business Address	Level 11, 12-14 The Esplanade Perth WA 6000
Postal Address	PO Box 5622, St Georges Tce Perth WA 6000
Telephone	08 9322 2022
Fax	08 9322 1262
Email	goldingc@pitcher-wa.com.au

## Christian Golding

Christian is an Authorised Representative of Pitcher Partners Wealth WA Pty Ltd and is authorised to advise and deal in the following products:

- Government Debentures, Stocks and Bonds
- Life Insurance (Risk and Investment Products)
- Retirement Savings Accounts and Superannuation
- Deposit Products
- Managed Investment Schemes
- Securities
- Self Managed Superannuation Funds

Christian is not authorised to advise and deal in relation to the following products:

- Derivatives
- Margin Lending
- Managed Discretionary Accounts

## Remuneration

Sentry receives all remuneration paid upon the provision of services by Christian and under contract pays Pitcher Partners Wealth WA Pty Ltd 94% of the amounts received. Pitcher Partners Wealth WA Pty Ltd may pay Christian directors' distributions from Pitcher Partners Wealth WA Pty Ltd profits.

All fees and charges will be discussed and agreed with you prior to commencing any work.

## Fee for Service

### Initial meeting

There is no fee payable unless a fixed fee is agreed in advance and in this case, we may charge between \$0 and \$1,500 for this meeting.

### Plan preparation and implementation

We charge fixed price fees for strategic plan preparation in the range of \$500 and \$10,000. We charge fixed price fees for implementation in the range of \$0 and \$3,000.

### Ongoing fees

Together with the client we will agree on a range of ongoing services which will determine the fixed ongoing fee that will apply. This will be quoted to you in advance and will range from \$1,500 to \$40,000 per annum. Where advice is required which is outside the agreed scope of ongoing services, we may charge an hourly rate for this advice at \$500 per hour.

### Investment transaction fees

If we complete trades on your behalf, we may charge a fee between \$0 and \$5,000.

All fees are exclusive of GST. You may be invoiced directly (payable to Sentry Advice) for these fees or they may be deducted from your investments.

## Commission

Product providers may pay a commission directly to Sentry for some financial products.

Commission payments may be either initial or ongoing. Initial commissions are generally a once off payment made when new business is placed or additional contributions are made to a financial product. Ongoing commissions are paid whilst you hold the product.

Where possible we may agree to refuse to receive these commissions, rebate these commissions to your account, or use the commissions to offset some or all of your agreed fee for service.

### Commission on Life Insurance Products

Initial commission may be up to 66% of the initial annual premium. Ongoing commission may be up to 50% of the ongoing annual premium.

Should you cancel an insurance contract within the first two years the Adviser reserves the right to invoice you an amount equal to the costs they have incurred as a result of the provision of financial services to you.

### Commission on Investment Products from 1 July 2013

There is no commission payable on new investment products. Ongoing commission for existing investment products at 30 June 2013 may be up to 5% of the account balance. All commissions are exclusive of GST.

## Referral arrangements

Christian may have referral arrangements with selected referral partners.

Should you engage the services of any of his referral partners Christian may obtain a benefit in the form of a fee, a commission or a combination of both.

If a referral arrangement applies to you, Christian will provide you with further details on the benefits received.