



Future Private Wealth Pty Ltd

FINANCIAL SERVICES GUIDE (FSG) – Part 1

Future Private Wealth Pty Ltd
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FUTURE
PRIVATE WEALTH

What is a Financial Services Guide?

This Financial Services Guide ('FSG') helps you understand and decide if you wish to use the financial services we are able to offer you. This document should be read in conjunction with the FSG Part 2 (Adviser Profile) that has been provided to you.

Future and its employees (including any employees of a related body corporate) are collectively referred to as "us, we, our" throughout this FSG.

This FSG sets out the services we provide. It tells you:

- who we are and how we can be contacted;
- what services and products we are authorised to provide to you;
- how we (and any other relevant parties) are paid; and
- how we deal with complaints.

Who will be providing the financial services to you?

The Licensee

Future is the authorising licensee for the financial services provided to you, and is responsible for those services and is the providing entity. Future authorises, and is also responsible for, the content and distribution of this FSG.

Future's contact details are shown on the cover page of this document.

You may be provided with services by Future through its employees, or directors (or the employees of a related body corporate). Future acts on your behalf when we provide financial services to you.

Nicholas Little and Joel Lewis are directors of Future.

Not independent

Future Private Wealth and its Authorised Representatives receive commissions from life risk insurance products held by our clients. As such, we are neither independent, impartial, or unbiased as defined in Section 923A of the Corporations Act.

What services and products are we authorised to provide to you?

We are authorised to provide financial product advice and deal in the following financial products:

The below table summarises the areas in which our Advisers are authorised to provide financial product advice to you.

Authorisation	
Deposit and payment products	✓
Debentures, stocks or bonds issued or proposed to be issued by a government	✓
Life Investment or life risk products	✓
Interests in managed schemes, including investor directed portfolio services	✓
Retirement savings accounts	✓
Securities	✓
Superannuation	✓

Future is registered with the Tax Practitioners' Board as a Tax (Financial) Adviser. This means that all Advisers of Future can provide tax advice in regard to the strategies and financial products that they recommend to you.

The table below summarises the services our Advisers can provide to you:

Services Offered	
Investment Strategies including gearing and savings plans	✓
Budget and cash flow planning	✓
Debt Management	✓
Superannuation advice, including salary sacrifice and consolidation strategies	✓
Self-Managed Super Fund	✓
Personal insurance strategies	✓
Centrelink / DVA advice	✓
Retirement planning advice	✓
Estate planning advice	✓
Aged Care advice	✓
Advice on ownership and structures eg Discretionary and family trusts	✓
Portfolio Review Services	✓
Ongoing advisory services	✓

We are authorised to provide these services and products to both retail and wholesale clients.

In providing our services, other financial matters may arise, however, we are not authorised to assist with any financial and product services except those detailed above. You should seek specific advice from the appropriate professionals on other matters relevant to you.

What documents may we provide to you with our advice?

We may provide you with personal advice that takes into account your needs, financial situation and circumstances. Where we provide you with personal advice, we will provide you with a Statement of Advice ('SOA'). The SOA outlines our advice and the basis on which the advice was given. It also outlines relevant information about us, our fees and charges associated with our advice. We are only able to provide personal advice about certain products as stipulated under Future's Australian Financial Services Licence ('AFSL').

If we provide further personal advice after providing our initial advice, we may record this in a Record of Advice, instead of an SOA. You may request a record of the further advice that is provided to you, if you haven't already been provided with it. You can also contact us, using the details at the start of this FSG, within 7 years from when the advice is provided to request this record.

Occasionally we provide general advice. This is where we may express an opinion or recommendation influencing you in making a decision in relation to a financial product, but where we HAVE NOT considered your personal objectives, financial situation or needs. If we provide you with general advice, we will provide you with a warning that the advice may not be appropriate to your needs, financial situation or objectives. Additionally, we will provide you with an applicable Product Disclosure Statement ('PDS') (if one is available) which you should read before making a decision that the product is right for you.

When a financial product is recommended to you, we will provide you with a PDS issued by the financial product provider. The PDS contains information about the product to assist you in making an informed decision about the financial product. It will outline relevant terms, significant risks, and fees and charges associated with the product.

Please retain this FSG for your reference and any future dealings with us. We may also add documents at a later date which will also form part of this FSG, and these should be read together with the FSG. These documents will include the word 'FSG' in the heading.

What information will we need from you?

For us to provide you with appropriate advice, it is important that we have a thorough understanding of your current situation, objectives and needs. Therefore, it is important that you provide us with complete and accurate information about your circumstances. Otherwise our advice may not be appropriate, and you will need to consider its suitability in light of your broader circumstances. Information about how we collect, store, use and disclose your confidential information can be found in our Privacy Policy available at futurepw.com.au.

We will only provide services to you, with your prior, informed consent. If you do not understand any of the information in this Financial Services Guide, or have any other questions relating to the terms on which we will be acting, please contact us.

What fees and commissions are payable to us?

We will discuss and agree our fee structure with you before we provide you with services.

Fees for providing you with our services are received by Future.

Fees charged for our services may be:

- a dollar amount; or
- an hourly rate starting at \$330 per hour; or
- a combination of the above, as agreed with you.

A description of the different fee types payable to Future for our services is shown below. Please refer to the FSG Part 2 (Adviser Profile) for a schedule of fees charged by your adviser.

Fees for advice

We may charge fees for the preparation, presentation and implementation of our advice. These fees will be based on your individual circumstances, the complexity involved in your situation, and the time it takes to prepare personal financial advice for you. We will discuss these fees with you and gain your agreement to the fees before we provide you with advice.

Ongoing advice fees

We may charge a fee to provide ongoing reviews and/or for the provision of ongoing services. This fee will be agreed with you and is a set amount based on the complexity involved in your situation, the time involved in reviewing your circumstances and portfolio, and the amount of funds under our advice.

Commissions

Life Insurance Products

Initial and ongoing commissions from insurance providers may be received by Future. These commissions are paid to Future by the company that issues the product that we recommend to you, and they are included in what you pay for the product. The commissions vary and are based on the policy cost, which is the sum of the premiums you pay and may include other fees related to the product.

The initial commission is paid in the first year by the product issuer to Future. Ongoing commissions are payments paid by product issuers to Future in the years after the first year.

If you initiate an increase to your cover, Future may receive an initial commission and ongoing commissions on the increase to your policy cost. The ongoing commission on a client-initiated increase is only paid in respect of the period that starts from the first anniversary of the increase.

Example

We recommend an insurance product to you and it is applied for and issued on 1 January 2021. The annual policy cost is \$1,000. Future may receive up to \$660 (66% inc. GST) as an initial commission. Assuming the policy cost stays the same each year, Future may receive up to \$220 (22% inc. GST) each year as an ongoing commission.

You'll find details of how your insurance policy cost is calculated in the relevant PDS that we provide you. Where personal advice is provided to you, you'll also find details of the commission that Future and we are entitled to receive, if you decide to purchase a life insurance product, in your SOA or ROA.

How are we and third parties remunerated?

All fees for services paid by you and/or commission paid by product and service providers are paid to Future. Future then distributes the fees received to its advisers after any applicable fees and other expenses are deducted. Future may share part of this amount with your Adviser.

Your Statement of Advice, Statement of Transaction or Record of Advice will provide further details of amounts paid to Future and your Adviser.

We may provide you with a referral to other professionals. This may include, but is not limited to, accountants, mortgage brokers and legal practitioners. You may also have been referred to us by another professional.

We will not receive any referral payments for referrals we make. We may make referral payments for referrals we receive and will disclose any such amounts and further details in your Statement of Advice, Statement of Transaction or Record of Advice including amounts paid by Future and your Adviser.

You may request more details about the way these people or entities are remunerated within a reasonable time after receiving this document and before any financial services are given to you. If remuneration or other benefits are calculable at the time personal advice is given, it will be disclosed at the time that personal advice is given, or as soon as practicable afterwards. If remuneration is not calculable at that time, a statement of how the remuneration is calculated will be given to you at the time the advice is given, or as soon as practicable afterwards.

By using or continuing to use our services, you agree that:

1. All fees and charges received by us as described in this FSG and the FSG Part 2 (Adviser Profile) (other than third party fees and charges) are a payment made to us by you, in exchange for the services provided by us.
2. We do not charge asset-based fees where you are investing using borrowed money.
3. You understand, consent to, authorise and direct us to charge you in this way.

What arrangements may influence our advice to you?

Future has an Approved Product List which includes superannuation and investment products, Australian and International fund managers and insurance providers. Future periodically reviews these products to ensure they remain competitive and appropriate to address client needs and objectives. Generally, we recommend products that are on the Approved Products List, however, if appropriate for your needs we may recommend other products, subject to Future's approval process. A copy of the Approved Products List can be supplied upon request.

From time to time we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit we receive which is valued at between \$50 and \$300, and other benefits that relate to information technology, software or support provided by a product issuer, or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

What should you do if you have a complaint?

If you have a complaint, you can contact your adviser directly and discuss your complaint.

Otherwise you may contact the Complaints Manager of Future using any of the contact details at the start of this FSG. We will review your concerns and provide a full written response within 30 days of receipt of your complaint, unless the matter is complex or circumstances beyond our control delay the management of your complaint. If this occurs, we will notify you within 30 days of the reason for the delay and provide you the option to escalate the matter to the Australian Financial Complaints Authority (AFCA) if you are dissatisfied.

If you disagree with our final response to your complaint, you may also escalate your concerns to AFCA, at no cost to you. AFCA provides a fair and independent financial services complaint resolution service that is free to consumers.

Website: www.afca.org.au

Email: info@afca.org.au

Telephone: 1800 931 678 (free call)

In writing to: Australian Financial Complaints Authority

GPO Box 3, Melbourne VIC 3001

Compensation arrangements

We have arrangements in place to maintain adequate professional indemnity insurance as required by s912B of the Act. This insurance provides cover for claims made against us and our representatives, including claims in relation to the conduct of representatives who no longer work for us but who did so at the time of the relevant conduct.