

bongiorno wealth management pty ltd

acn 133 111 369

australian financial services licence no 345313

level 2, 431 st kilda rd melbourne vic 3004

telephone (03) 9863 3111

www.bongiorno.com.au

financial services guide

Bongiorno Wealth Management Pty Ltd ("BWM") is the licensee responsible for the provision of financial services and has authorised the distribution of this Financial Services Guide ("FSG").

This FSG is made up of Part 1, *A Guide To Our Relationship With You*, which should be read in conjunction with Part 2, *Adviser Profiles*, which includes a description of each of our advisers and the services they can offer.

part 1

a guide to our relationship with you

The purpose of this Financial Services Guide is to help you better understand our company and to assist you in deciding whether to use our services. It contains important information about:

- The services we offer our clients
- Our service commitment to you
- Our team
- How advice is documented
- Associations we have with product issuers
- Payments, fees, commissions or other benefits received by us and other related parties
- Our dispute resolution process

what other documents might BWM provide to you?

The process of financial planning involves translating your current personal and financial circumstances, together with your life goals, into a written plan called a Statement of Advice. A Statement of Advice is designed to help you determine whether and how you can meet your financial and lifestyle goals through the co-ordinated management of your financial resources.

Your adviser will give you a written advice document, before proceeding to act on your instructions. If you receive advice in a time critical situation, the advice document will be provided within five business days of the advice.

If your personal circumstances have not significantly changed, we may also provide you with additional ongoing advice orally and record that advice in a Record of Advice (ROA). You may request a copy of the ROA by calling or writing to us within 7 years of the date we gave you the advice.

When we recommend a particular Financial Product we will give you a Product Disclosure Statement (PDS). A PDS contains information prescribed by law to help you to make an informed decision about a Financial Product.

lack of independence

The Corporations Act 2001 proscribes the use of the word independent and forbids its use by a business that receives commissions for advice on life risk insurance products, or that limits the number of financial products it can recommend.

Bongiorno Wealth Management Pty Ltd cannot be considered as independent, impartial or unbiased because

- (a) we receive commissions for the advice we provide on life risk insurance products; and
- (b) with thousands of financial products available in the market, we have elected to use an approved product list that limits the range of financial products we or our representatives can recommend when providing advice to you.

about the bongiorno group

Founded in 1964, the Bongiorno Group of companies is the largest and most established network of its kind in Australia. The Bongiorno Group specialises in managing the financial affairs of high net worth professionals, especially those in the medical profession.

With over 60 years of experience, the Bongiorno Group is proud to offer a comprehensive range of services. The Bongiorno Group's vision is to deliver first class advice and excellent client service to help its clients achieve financial security and their lifestyle dreams. The services include:

financial planning advice

Bongiorno Wealth Management Pty Ltd ("BWM"), part of the Bongiorno Group of companies, is the licensee responsible for the provision of financial services by BWM and our representatives and has authorised the distribution of this Financial Services Guide ("FSG"). We offer advice in relation to superannuation, estate and multi-generation asset planning, wealth accumulation, managed discretionary accounts and portfolio advice, debt management and wealth protection, including life, trauma and income protection.

accounting and taxation services

Bongiorno & Partners (VIC) Pty Ltd and Bongiorno & Partners (N.S.W.) Pty. Ltd. are responsible for the provision of Accounting and Taxation Services through an experienced team of professionally accredited accountants. Please visit www.bongiorno.com.au or www.bongiorno.net.au for further details.

credit services

Bongiorno Finance Pty Ltd, ProLoan (NSW) Pty Ltd and ProLoan (Aust) Pty Ltd each hold an Australian Credit Licence. Bongiorno Finance Pty Ltd and ProLoan (NSW) Pty Ltd are credit assistance providers required to meet responsible lending obligations. This includes conducting a preliminary assessment to determine a client's ability to afford a proposed loan. Each business has a partnership relationship with Westpac. Their agreement with Westpac is to refer clients for the purposes of obtaining residential, commercial, business and personal investment loans. ProLoan (Aust) Pty Ltd provides training and support to credit licensees.

associations BWM has with product issuers

BWM is associated with Australian Credit Licensees Bongiorno Finance Pty Ltd ABN 60 113 136 379, ProLoan (NSW) Pty Ltd ABN 96 088 071 998 and ProLoan (Aust) Pty Ltd ABN 98 005 189 097 ("ProLoan"). Each of these companies are part of the Bongiorno Group of companies.

We can arrange the issue of financial products from an extensive range of approved financial product issuers. However, your adviser will only recommend products approved by Bongiorno Wealth Management Pty Ltd.

information you need to provide to us to receive appropriate personal financial advice

You need to provide us with details about yourself, your family, your life goals and your current financial situation. We may also need details about your health, your current investments, risk protection and your attitude towards investing, including the level of financial risk you are comfortable with. Good advice relies on good information. Your information helps us offer you the most appropriate advice possible.

You have the right not to provide this information. However, if you do not, we are required to warn you about the possible consequences, and that the advice you receive may not be appropriate to your individual needs, lifestyle objectives and financial goals.

We hope you will agree that it makes sense for you to provide us with complete and accurate information about your personal circumstances so that we can provide you with appropriate advice.

how can you give us instructions about your financial products?

You may tell us how you would prefer to provide instructions. They can be given in writing via fax, email or letter, or another method as agreed by us.

we will explain the risks associated with the strategies and financial products we recommend to you

We will explain all significant risks associated with the strategies and financial products we recommend to you. If you do not fully understand the risks, you should ask us to explain them further.

what payments, fees, commissions or other benefits are received by us?

fees

BWM and its authorised representatives may charge you a fee for advice and services provided. The fees may be charged directly to you or collected by the Financial Product issuer based on your agreement with us.

commissions

BWM and its authorised representatives may receive initial or ongoing commission based on the payment of your insurance premium. These amounts are paid to Bongiorno Wealth Management Pty Ltd by the life company.

non-monetary benefits

All known non-monetary benefits received in relation to a financial product recommendation will be disclosed in our Advice Document. We are not entitled to receive such benefits if they are greater than \$300 in value. We also maintain an Alternative Remuneration Register. This register lists non-monetary benefits greater than \$100 and less than \$300 in value and is publicly available to view at your request.

how are fees, commission or other benefits calculated?

We may charge you a fee, based on the time we spend developing your advice, or depending on the value of funds you invest. We will advise you of our fee prior to you engaging our services. We will issue a tax invoice for the agreed fee.

We may also agree that you will pay us a management fee annually, or as negotiated, by instalments. Additionally, you may instruct us to collect your fee directly from the Financial Product issuer.

You may agree to an **Adviser Review Fee**, which will be collected by the Financial Product issuer and paid to us in accordance with your agreement. Further details of our fees are set out in Part 2 of this FSG.

As part of the Government's Life Insurance Reforms, since 1 January 2020, **initial commission** on risk products are capped at 66% (GST inclusive) of the first year's premium. **Ongoing commission** on risk products is capped at 22% (GST inclusive) of the ongoing annual premium.

When you receive personal advice, your adviser will tell you about any administration platform payments, fees, commissions and any other benefits, where possible in actual dollar amounts, in the advice document.

privacy statement

BWM is committed to ensuring the confidentiality and security of your personal information. Our Privacy Policy, which details our handling of information, is available upon request or by accessing our website <http://www.bongiorno.com.au>.

The entity collecting the information

The identity and contact details of Bongiorno are:

Privacy Officer
Bongiorno Wealth Management Pty Ltd
Level 2, 431 St Kilda Road
Melbourne VIC 3004
Phone: +61 3 9863 3111
Email: privacy@bongiorno.com.au

circumstances of collection

Generally, we collect your personal information from you directly (for example, when we deal with you in person or over the phone, when you send us correspondence (including via email), when you complete a questionnaire, form or survey, or when you subscribe to our publications).

Sometimes it may be necessary for us to collect your personal information from a third party. For example, we may collect your personal information from your personal representative or a publicly available record, amongst other sources. We may also collect personal information about you from your use of our websites and information you provide to us through contact mailboxes or through the registration process on our websites.

We may also obtain credit information about you from credit providers and credit reporting bodies on your behalf if necessary for us to provide our services to you

purposes of collection

BWM collects and holds personal information for the purposes set out in the BWM Privacy Policy.

consequences of not providing us with the information

If you do not provide some or all of the personal information requested by us, we may be unable to provide you with our products or services.

use and disclosure of information

We may use and disclose the personal information we collect about you for the following purposes:

- to assist BWM in providing a product or service to you;
- completion of documentation and application forms;
- to consider and assess your request for a product or service;
- to provide you with information about our products or services, industry developments and invite you to seminars and marketing events;
- to maintain contact with our clients and other contacts (including alumni);
- for recruitment purposes;
- to protect our business and other clients from fraudulent or unlawful activity;
- to conduct our business and perform other management and administration tasks;
- to consider any concerns or complaints you may have;
- to manage any legal actions involving Bongiorno;
- to comply with relevant laws, regulations and other legal obligations; and
- to help us improve the products and services offered to our clients, and to enhance our overall business.

who will the information be disclosed to?

The types of organisations to whom we may need to disclose your personal information to include:

- an entity within the Bongiorno group or a related entity;
- an agent, contractor or service provider we engage to carry out our functions and activities, such as our lawyers, accountants, or other advisors;
- organisations involved in a transfer or sale of all or part of our assets or business;
- organisations involved in managing our payments, payment merchants and other financial institutions such as banks;
- if you are an employee, a contractor or supplier of services to a client, then we may disclose your personal information as part of providing services to that client;
- regulatory bodies, government agencies, law enforcement bodies and courts;
- your guarantor, referee(s), employer or co-account holder;
- financial product issuers and credit providers;
- a debt collector; and
- anyone else to whom you authorise us to disclose it.

overseas disclosure

We may disclose personal information to recipients that are located outside Australia in some circumstances. Any disclosure of personal information to overseas recipients will be in accordance with our Privacy Policy. These recipients may be located in India, Sri Lanka, the Philippines, Singapore, South Africa, Thailand, Vietnam, the United States of America and the European Economic Area (EEA).

your rights

Our Privacy Policy contains information about how:

- you may access the personal information we hold about you;
- you may seek the correction of your personal information; and
- you may complain about a breach of the Privacy Act, including the APPs; and
- Bongiorno will deal with a privacy complaint.

marketing material

We may use personal information we collect from you to send marketing material from time to time, unless you elect not to receive the material. We will not provide your personal information to any third party other than in accordance with our Privacy Policy.

anti-money laundering and counter-terrorism financing

In 2006, the Australian Government introduced the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF Act). It is designed to assist in combating money laundering and the financing of terrorism.

In line with this Act, BWM conducts applicable customer identification procedures when we make arrangements for you to receive a designated service.

If you would like to learn more about the AML/CTF laws, you can contact the Australian Transaction Reports and Analysis Centre (AUSTRAC). Please call their Customer Information Line on 1300 021 037, e-mail help_desk@austrac.gov.au or visit www.austrac.gov.au

what should you do if you have a complaint?

There are various avenues open to you if a dispute or complaint arises. But we hope that you will raise any query or complaint with us first and that it can be resolved to your satisfaction promptly.

If you have a complaint about the service provided to you, you should take the following steps:

1. Contact us and tell us about your complaint.
2. If your complaint is not satisfactorily resolved within 5 days, please contact the Compliance Manager on (03) 9863 3128 or put your complaint in writing and send it to Bongiorno Wealth Management Pty Ltd, Level 2, 431 St Kilda Road, Melbourne VIC 3004. We will try and resolve your complaint quickly and fairly.
3. If the complaint cannot be resolved to your satisfaction within 30 days you have the right to refer the matter to the Australian Financial Complaints Authority (AFCA). They can be contacted on 1800 931 678 between 9.00 am and 5.00 pm AEST, Monday to Friday. You can also write to AFCA at Australian Financial Complaints Authority Limited, GPO Box 3, Melbourne VIC 3001.

professional indemnity insurance

We hold a Professional Indemnity Policy that satisfies the requirements for compensation arrangements under Section 912B of the Corporations Act 2001. This Policy also covers representatives who no longer work for BWB (but did at the time of the relevant conduct).

our service commitment to you

Our philosophy is to deliver first class advice and excellent client services to help our clients achieve financial security and their lifestyle dreams. We are committed to this promise.

If, however, you consider our relationship is not progressing satisfactorily, please contact us to discuss an alternative course of action.

We welcome any comments or queries you may have.

part 2

adviser profiles

bongiorno & partners fp Pty Ltd acn 126 077 567
authorised representative no 322200

bongiorno & partners insurance Pty Ltd acn 126 077 558
authorised representative no 322201

level 2, 431 st kilda rd
melbourne, victoria 3004
tel: 03 9863 3111

important information

This Financial Services Guide is an important document. It provides you with information to help you decide whether to use the financial services we offer.

You should read Part 1, *A Guide To Our Relationship With You*, in conjunction with Part 2, *Adviser Profiles*, which provides a short bio on each of our licensed advisers, their qualifications and the financial services they are authorised to provide under the BWM Australian Financial Services Licence.

who are our advisers?

paul fox CFP®



authorised representative no 247392

Paul has many years of experience in managing clients' taxation, insurance, finance and investment needs. Paul has a Bachelor of Commerce, a Master of Taxation and a Diploma of Financial Planning. He is a CERTIFIED FINANCIAL PLANNER®, a Fellow of CPA Australia (FCPA) and the Institute of Public Accountants (FIPA), and a Chartered Tax Advisor (CTA). Paul is well qualified to advise on the financial needs of investors.

Paul has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

vanessa smith CFP®



authorised representative no 322198

Vanessa has more than 25 years' experience in the financial services industry and holds a Bachelor of Business (Accounting) degree from Swinburne University of Technology, the Advanced Diploma of Financial Services (Financial Planning) and the Certificate IV in Finance and Mortgage Broking.

Vanessa is a CERTIFIED FINANCIAL PLANNER® professional, having completed the CFP Certification Program through the Financial Advice Association Australia (FAAA). She is also an SMSF Specialist Advisor (SSA®), having successfully completed the accreditation program through the SMSF Association.

Vanessa has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

Vanessa is well qualified to provide advice on a wide range of strategies and financial products for clients.

maddison price

authorised representative no 1003483

Maddison joined the Bongiorno Group bringing nearly 15 years of wealth and tax advisory experience. Spanning across wealth creation, investment management, tax structuring, retirement planning, superannuation, and risk management.

Maddison holds a Bachelor of Commerce from Deakin University, majoring in finance and financial planning, and a Self-Managed Super Fund qualification from Integrity Education Group. He is also a member of the Financial Advice Association of Australia (FAAA).

He has met the education standards set out by the Australian Government, having completed an approved degree, the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

Maddison is passionate about financial education and the role it plays to achieve greater outcomes.

yanish geerdharry CFP®
authorised representative no 1002360

Yanish brings over 14 years of industry experience in financial advice and has previously held senior positions at mid-tier financial planning firms and a Big 4 consultancy firm.

Yanish takes pride in his ability to utilise his knowledge and experience to empower his clients, assisting them in making better financial decisions to achieve their lifestyle and financial goals, while ensuring they have appropriate protection strategies in place to prepare for the unexpected.

Yanish is an MBA graduate from Deakin University and has completed the CERTIFIED FINANCIAL PLANNER® Certification Program through the Financial Advice Association Australia. Additionally, he holds a Bachelor of Commerce (Accounting and Finance), a Post Graduate Diploma in Commerce (Taxation), and an Advanced Diploma of Financial Planning.

Yanish has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

ka ching (miko) cheung
authorised representative no 1316078

Miko started her career in financial services in 2018 and joined the Bongiorno insurance team in 2024. She specialises in the area of Personal and Business Risk Management for Medical Professionals. This includes advice on Income Protection, Business Expenses, Term Life, Trauma, Needlestick and TPD Insurance.

Miko has completed the Graduate Diploma of Financial Planning and the Master of Financial Planning. She also holds a Bachelor of Commerce (Accounting and Finance) degree through Curtin University.

Miko has met the education standards set out by the Australian Government, having completed an approved degree and the Financial Adviser Exam.

Miko is committed to understanding and assisting clients in achieving their goals. She aims to make a meaningful impact through dedicated effort and empathy.

margaret mote CFP®
authorised representative no 247345

Margaret is an experienced financial services professional having held senior management roles in Investment Banking, Stockbroking, Funds Management and Financial Services.

As a Fellow of the Financial Services Institute of Australasia (FINSIA), a CERTIFIED FINANCIAL PLANNER® and SMSF Specialist Advisor (SSA®), Margaret is dedicated to building a thriving infrastructure, enabling our medical and dental clients, who work tirelessly to care for others, to be financially secure and fulfill their own passion and dreams.

Margaret has met all the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

dimitrios tsirtsakis CFP®



authorised representative no 247395

Jim has been managing client's taxation, insurance, finance and investment needs, providing specialist accounting and financial advice to the medical profession. He holds a Bachelor of Business Degree in Accounting, the Diploma of Financial Planning, is a CERTIFIED FINANCIAL PLANNER®, a Chartered Tax Advisor (CTA) a Fellow of the Institute of Public Accountants (FIPA) and holds a Certificate in Finance & Mortgage Broking. Jim is also a regular presenter and contributor to various medical organisations and is well qualified to advise on the financial needs of investors.

Jim has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

nick fennessy

authorised representative no 330382

Nick has over 30 years' experience in the financial services industry, having worked for multinational organisations in Australia and overseas. He holds a Bachelor of Business (Business Admin) from RMIT and a Certificate in Financial Markets from the Securities Institute of Australia. Nick is also an SMSF Specialist Advisor (SSA®), having successfully completed the accreditation program through the SMSF Association.

Nick qualified as a Registered Representative with the Sydney Futures Exchange and has completed the Advanced Diploma of Financial Services (Financial Planning) and the Certificate IV in Finance and Mortgage Broking. Nick is well qualified to advise on the financial needs of investors.

Nick has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

ricky caldow

authorised representative no 342633

Ricky holds a Bachelor of Commerce (Accounting and Financial Planning) from Deakin University, graduating with a Diploma of Financial Planning. He has also completed the Advanced Diploma of Financial Services (Financial Planning) and the Certificate IV in Finance and Mortgage Broking) and is well qualified to advise on the financial needs of investors.

Ricky has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

mitchell mckeown

authorised representative no 473270

Mitchell holds a Bachelor of Business (Accounting and Marketing) from Macquarie University and has completed the Diploma of Financial Planning and the Certificate IV in Finance and Mortgage Broking. He has also completed the Master of Business Administration (MBA) through the Australian Institute of Management.

Mitchell has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed approved subjects including "Ethics for Professional Advisers" and the Financial Adviser Exam.

He is well qualified to provide advice on a range of strategies and financial products for clients.

sarah thorburn
authorised representative no 247399

Sarah joined the Bongiorno Group in 2001, after having worked in various private and public accounting roles across a diverse range of industries. She has a Bachelor of Commerce degree from The University of Melbourne.

Sarah is a Certified Practising Accountant (CPA) and a member of the Institute of Public Accountants (IPA). She has attained the Diploma of Financial Services (FP) and Certificate IV in Finance and Mortgage Broking.

Sarah has met the experience and education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the Financial Adviser Exam.

Sarah is well qualified to provide advice on a range of strategies and financial products for clients.

matthew homewood
authorised representative no 1250708

Matt holds a Bachelor of Commerce (Finance and Management) and a Bachelor of Arts (Criminology) from The University of Melbourne. He has completed the Diploma of Financial Planning and Certificate IV in Finance and Mortgage Broking.

Matt has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed approved subjects including "Ethics for Professional Advisers" and the Financial Adviser Exam.

Matt is well qualified to provide advice on a range of strategies and financial products for clients.

helen cheng CFP®
authorised representative no 247400

Helen has more than 20 years' experience in the financial services industry and holds a Bachelor of Business (Accounting) degree from RMIT.

Helen is a Certified Practising Accountant (CPA) and a CERTIFIED FINANCIAL PLANNER® professional, having completed the CFP Certification Program through the Financial Advice Association Australia (FAAA). Helen is also an SMSF Specialist Advisor (SSA®), having successfully completed the accreditation program through the SMSF Association.

Helen has met the education standards set out by the Federal Government for licensed financial advisers in Australia, having completed the approved subject "Ethics for Professional Advisers" and the Financial Adviser Exam.

Helen is well qualified to provide advice on a wide range of strategies and financial products for clients.

who is responsible for the financial services provided?

Your adviser is an authorised representative of BWM. They will act on your behalf and in your best interests. BWM is responsible for the financial services we and our authorised representatives provide to you under our licence.

financial services we are authorised to provide to you

All our advisers complete assessments and an annual training program to maintain their knowledge. BWM ensures your financial adviser:

- Only provides services for which he/she has the appropriate qualifications
- Stays up to date with relevant industry and legal changes, helping maintain their qualifications
- Is given the necessary technical support and tools to deliver superior financial planning advice
- Is provided with high quality financial product research
- Is monitored and supervised to ensure compliance with the law and the high standards set by BWM

As Authorised Representatives of BWM, Paul Fox, Vanessa Smith, Yanish Geerdharry, Margaret Mote, Jim Tsirtsakis, Nick Fennessy, Ricky Caldow, Sarah Thorburn and Helen Cheng are able to offer strategic, investment and risk product advice on all BWM Authorised and Approved products including:

- Superannuation – Self Managed, Corporate & Personal
- Investment Life Insurance and Life Risk Products
- Managed Investments
- Managed Discretionary Accounts
- Shares and other listed investment products
- Margin Lending
- Retirement Savings Accounts
- Retirement Income Streams
- Debentures, Stocks & Bonds issued by a government
- Deposit Products

As Authorised Representatives of BWM, Maddison Price, Miko Cheung and Mitchell McKeown are able to offer strategic, investment and risk product advice on all BWM Authorised and Approved products including:

- Superannuation – Self Managed, Corporate & Personal
- Investment Life Insurance and Life Risk Products
- Managed Investments
- Managed Discretionary Accounts
- Shares and other listed investment products
- Retirement Savings Accounts
- Retirement Income Streams
- Debentures, Stocks & Bonds issued by a government
- Deposit Products

As an Authorised Representative of BWM, Matthew Homewood is able to offer strategic, investment and risk product advice on all BWM Authorised and Approved products including:

- Superannuation – Self Managed, Corporate & Personal
- Investment Life Insurance and Life Risk Products
- Managed Investments
- Managed Discretionary Accounts
- Retirement Savings Accounts
- Retirement Income Streams
- Debentures, Stocks & Bonds issued by a government
- Deposit Products

If you do not wish to receive personal financial advice, we are also able to act on your behalf by carrying out your execution instructions. Please understand that if you do not obtain advice, the Financial Product(s) you select may not be in line with your objectives, financial situation or needs.

your financial adviser may provide other services independently of BWM

Your financial adviser may provide services other than financial planning services. For example they may also act as your tax adviser or accountant or assist you with finance. While your adviser may provide these services, you should understand that they are not provided under the BWM Licence. Examples of the services which BWM is not responsible for include:

- Taxation services, such as completion of tax returns
- Accounting services
- Self-Managed Superannuation Fund returns
- Credit Assistance

what will be the cost to you for the provision of financial services and products?

There are various methods of payment for charges you incur. You may pay us directly. Alternatively, we may collect our fee directly from the Financial Product issuer(s). We may also be entitled to receive a payment called commission, which is paid to us by the Financial Product issuer(s). Details of the range of commissions we may receive are set out on pages 6 of Part 1 of this FSG.

Bongiorno & Partners FP Pty Ltd's and Bongiorno & Partners Insurance Pty Ltd's hourly charge out rate is between Nil and \$550 (GST inclusive). This will depend on the type of work being undertaken. For example, the fee to prepare a Statement of Advice will usually range between \$4,400 and \$9,900 (GST inclusive) depending on the complexity of the advice. The amount of our annual management fee and adviser review fee will be agreed with you and will depend on the complexity of your ongoing advice.

BWM, the licensee, receives 100% of all fees and commission. Bongiorno & Partners FP Pty Ltd, and Bongiorno & Partners Insurance Pty Ltd receive up to 90% of all fees and commission paid to the licensee (BWM). As directors, Paul Fox, Vanessa Smith, Jim Tsirtsakis, Nick Fennessy, Ricky Caldwell and Mitchell McKeown are entitled to receive a share of the profit of Bongiorno & Partners FP Pty Ltd and Bongiorno & Partners Insurance Pty Ltd. All other representatives are employees and do not receive any fees or commission directly. They are paid a salary and may be entitled to a bonus.

If we provide personal financial advice we will give you an advice document containing details of our fees and any commission payments made to us by any relevant Financial Product issuers.

will anyone be paid for referring you to BWM?

Where you have been referred to us by someone else, if we pay them a fee or commission in relation to that referral, we will advise you in the advice document who will receive that fee or commission and the amount they will receive.

If you have any further questions about the financial services your financial adviser, Bongiorno & Partners FP Pty Ltd or Bongiorno & Partners Insurance Pty Ltd provide, please contact us on 03 9863 3111.

Please retain this document for your reference and any future dealings with your financial adviser, Bongiorno & Partners FP Pty Ltd, Bongiorno & Partners Insurance Pty Ltd and Bongiorno Wealth Management Pty Ltd.