



## Financial Services Guide (Adviser Profile)

Version 2 commencing 06 July 2020

This adviser profile should be read in conjunction with the Shartru Wealth Management Pty Ltd Financial Services Guide. It's a snapshot of who I am - It sets out my contact details, professional details, the services and products I provide and how I am paid. You can contact me using the details below:

### Craig Smith & Associates Pty Ltd

Corporate Authorised Representative Number 328047

ACN: 003 823 998 ABN: 39 003 823 998

Street Address: 127/14 Milford St ISLINGTON NSW 2296

Postal Address: PO Box 224 ISLINGTON NSW 2296

Phone: 1800 4444 11

Mobile: 0400 6444 88

Direct Email: [craig@craigsmith.com.au](mailto:craig@craigsmith.com.au)

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

### I have the following qualifications:

**Lancelot (Craig) Smith**, Authorised Representative Number 263524

- Master of Commerce (Financial Planning) (University of Western Sydney – 2002)
- Bachelor of Education (Armidale College of Advanced Education – 1984)
- Accredited SMSF Specialist Advisor (SMSF Association - 2011)
- Professional Certificate in Self-Managed Superannuation Funds (Adelaide University – 2016)
- FASEA Ethics & Professionalism Exam (2019)
- Member of Self Managed Super Fund Association
- Member of Association of Financial Advisers

**Robert Coyte**, Authorised Representative Number 410135

- Bachelor of Commerce
- Graduate Diploma in Applied Finance and Investment (Securities Institute of Australia)
- Certified Financial Planner (CFP)
- Self-Managed Superannuation Specialist
- Tax (Financial) Adviser registration #25282669\*

### Services Shartru Wealth can advise you on

Please refer to page 2 of the FSG.



## Products I can offer you

I am authorised to provide Personal Advice on and deal in the following financial products:

Authorised Financial Products	Craig Smith	Robert Coyte*
Deposit products	✓	N/A
Government Debentures, Stocks & Bonds	✓	N/A
Investment Life Insurance Products	✓	N/A
Life Insurance Risk Products	✓	N/A
Managed Investment Schemes, including IDPS	✓	N/A
Securities	✓	N/A
Retirement Savings Account Products	✓	N/A
Standard Margin Lending Facilities	✗	✓
Superannuation (including SMSF)	✓	N/A
Derivatives	✗	✓
Portfolio Review: <ul style="list-style-type: none"> <li>Internal databases are maintained detailing client's investments that were recommended by licensee. This does not constitute portfolio monitoring.</li> <li>Portfolios are reviewed on a regular basis, subject to the client's discretion.</li> </ul>	✓	N/A

\*Robert Coyte is responsible for certain advice provided to you due to restrictions on my authority in those areas.

## How will I charge you for the service?

I provide clients with a choice of paying a fee-for-service or allowing me to receive commission from the insurance provider that is recommended. In such cases my hourly rate may be reduced or waived for the initial advice and the Implementation fee. A combination of these methods of payment for my services will also be considered. I can provide you with a fee estimate after assessing your requirements. I do not charge or receive commission on managed investment schemes.

Service Fees	Craig Smith
Hourly rate (or part thereof)	\$300 + GST
Advice and/or implementation fee (depending on complexity)	\$1,000 to \$5,000 + GST
Ongoing SMSF accounting fee - billed through SMSFs Macquarie Cash Management Account (MCMA) Ongoing SMSF adviser service fee – based on service package, review frequency and complexity of SMSF - billed through SMSFs MCMA Brokerage Ongoing Funds Under Management Fee (IOOF) – based on funds under management, billed through investment portfolio	<ul style="list-style-type: none"> <li>\$1,500pa inclusive GST (\$350pa supplement per direct property)</li> <li>\$3,000pa to \$8,500pa inclusive GST</li> <li>Minimum \$20/trade to a maximum of 0.45%/trade</li> <li>0.6%pa maximum</li> </ul>



**Do Craig Smith & Associates receive remuneration, commission, fees, brokerage or other benefits in relation to providing the financial services or assistance to you and how is that calculated?**

1. All remuneration, commission, fees, brokerage or other benefits are paid initially to Shartru Wealth Management (Licensee). Shartru Wealth Management passes on 100% of all fees received to Craig Smith & Associates Pty Ltd.
2. Where a life insurance company product has been recommended and successfully underwritten i.e. accepted by the life insurance company, the issuer of the product may pay Shartru Wealth Management a commission which ranges between 30% and 60% of your first year's premium plus GST. E.g. If your first year's premium is \$500 and the initial commission is 60% Shartru Wealth will receive \$300.
3. The issuer of the insurance product may also pay Shartru Wealth Management an ongoing commission which can vary depending on the product. It ranges between 8% and 30.25% of your second and subsequent years premium. E.g. If your premium for the second and subsequent years is \$500, and the ongoing commission is 30% Shartru Wealth Management will receive \$150 per annum.
4. We use Desktopbroker for all share trading services. The minimum brokerage your SMSF will pay will be \$20/trade up to a maximum of 0.45% of any trade. Craig Smith & Associates receives less than or equal to 0.34% of any trade beyond Desktopbroker's minimum \$20. E.g. If your trade was \$10,000 the brokerage of 0.45% (\$45). Desktopbroker would retain \$20 and Shartru Wealth Management will receive \$25.
5. I may receive a salary, management fee or distribution of profits from Craig Smith & Associates. The amount of this salary is dependent on a range of factors including the amount of revenue received by me.
6. Neither Craig Smith & Associates Pty Ltd nor I receive conflicted remuneration.
7. The exact amounts of any fees, commissions, bonuses or other payments received by Craig Smith & Associates and Shartru Wealth Management will be included in a Statement of Advice that we will provide to you.

**Do I have any Referral Arrangements in place or potential Conflicts of Interest?**

1. Craig Smith & Associates Pty Ltd does not have any referral arrangements in place.
2. Neither Craig Smith & Associates Pty Ltd nor I are permitted to act on your behalf if we have a conflict of interest or duty to you.
3. Neither Craig Smith & Associates Pty Ltd nor I own shares in Shartru IM and/or Shartru Wealth.
4. Desktopbroker is the current service provider we use to facilitate trades on behalf of our clients. They are not a related party to Craig Smith & Associates
5. Xpress Super is the current service provider we use for SMSF accounting, auditing, ATO & ASIC liaison. They are not a related party to Craig Smith & Associates

**Client Acknowledgement of Receipt**

\_\_\_\_\_ Date: \_\_/\_\_/\_\_\_\_

\_\_\_\_\_ Date: \_\_/\_\_/\_\_\_\_