

# Part two: Adviser Profile

## Shaun Frost

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.

### Introducing your financial adviser

Shaun Frost and Shaun Frost Financial Services Pty Ltd t/as Frost Financial Services are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323  
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Shaun commenced his career within the Financial Services Industry in 1987. Shaun specialises in all areas of Financial Planning advice with a focus on wealth accumulation, debt reduction and financial coaching. In addition, he assists many clients with their Life and Risk Insurance needs, whether it be Personal, Business or Keyperson. Shaun has a Diploma in Financial Planning and is also a CERTIFIED FINANCIAL PLANNER® professional.

| Authorisations  | Qualifications and memberships  |
|---|---|
| Shaun Frost ASIC Authorisation Number 235586.<br>Frost Financial Services ASIC Authorisation Number 235994. | CERTIFIED FINANCIAL PLANNER®<br>Diploma of Financial Planning<br>Margin Lending - Personal Advice |

### Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

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|---|--|
| <ul style="list-style-type: none"> <li>■ Deposit products</li> </ul>  | <ul style="list-style-type: none"> <li>■ Superannuation products, including:               <ul style="list-style-type: none"> <li>— public offer superannuation funds</li> <li>— account-based pensions and complying annuities</li> <li>— corporate superannuation funds</li> </ul> </li> </ul> |
| <ul style="list-style-type: none"> <li>■ Life products including:               <ul style="list-style-type: none"> <li>— investment life insurance products</li> <li>— life risk insurance products</li> </ul> </li> </ul>  | <ul style="list-style-type: none"> <li>■ Retirement savings accounts</li> </ul>  |
| <ul style="list-style-type: none"> <li>■ Managed investment products, including:               <ul style="list-style-type: none"> <li>— master trusts, wrap facilities, property funds</li> <li>— margin lending products</li> <li>— tax-effective investments</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>■ Securities               <ul style="list-style-type: none"> <li>— As a referral service through an approved broker only.</li> </ul> </li> </ul>   |

Shaun Frost is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.

## How is your financial adviser paid?

The fees and commissions payable to Frost Financial Services are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Frost Financial Services, which engages your adviser to provide financial services. Of the amount received by Frost Financial Services from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.

## Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Shaun will explain how Frost Financial Services operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

**Statement of Advice (SoA)** – A statement of advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$550 to \$3,300 depending on complexity and scope of advice.

**Fee for service – implementation - initial** – An initial fee for service represents the cost of implementing the advice contained in the SoA. This fee may be charged as a percentage of up to 2 per cent of assets under advice or charged as a flat dollar amount up to \$3,300.

**Fee for service – ongoing** – An ongoing fee for service represents the cost of providing our ongoing professional services to you. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. This fee may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee of up to \$5,500 or a combination of both options, negotiated depending on the complexity of the advice and the agreed level of service being provided.

### **Commission for life risk insurance products – Policies issued from 1 January 2018**

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

### **Increases to Policies issued before 1 January 2018**

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.

## Other benefits

Frost Financial Services has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

Date of completion of Adviser Profile: 5 April 2018, version 1