

Adviser Profile

The financial services offered to you by:

GUAN UN (ASIC No. **381337**), as an Authorised Representative of MADISON FINANCIAL GROUP PTY LTD ("Madison") and as a representative of:

ANXIN PTY LTD trading as ANXIN WEALTH MANAGEMENT

ABN No: 47 145 533 044
ASIC No: **381338**
Address: Suite 207 Sunnybank Times Square
250 McCullough Street
SUNNYBANK QLD 4109
Telephone No: **(07) 3727 8802**
Fax No: (07) 3727 8899
Email: gun@anxinwm.com.au
Website: www.anxinwm.com.au



I have been providing financial services advice to clients since 2001 and have been a representative of Madison since 2 September 2010. I hold the following qualifications/ Professional Memberships:

- Diploma Financial Services (Financial Planning)
- Member of the Financial Planning Association (FPA)
- Certified Financial Planner[®] (Financial Planning Association of Malaysia, FPAM)
- Bachelor of Commerce (UNSW)
- Member of the Association of Taxation and Management Accountants (ATMA)

I am authorised by Madison to provide personal advice, general advice and to deal in:

- Deposit Products
- Non-Basic Deposit Products
- Government Debentures, Stocks and Bonds
- Life Insurance Investments Products
- Life Insurance Risk Products
- Managed Investments
- Securities
- Retirement Savings Account Products
- Superannuation
- Margin Lending & Geared Investments

As part of my services to you, I am able to provide advice on the following:

- Wealth Creation and Retirement Planning
- Personal and Corporate Superannuation
- Personal and Business Risk Insurance
- Managed Portfolio Services
- Centrelink Planning Advice
- Cash Flow and Debt Reduction Strategies
- Portfolio Review and Ongoing Service
- Direct Equities
- Self Managed Superannuation Funds
- Gearing Strategies

How do I charge my clients for my services?

Financial services can be paid for in the following manner,

- (a) An hourly financial planning advice rate up to \$300 plus GST.
- (b) A Statement of Advice fee starting at \$2,000 plus GST for a full plan.
- (c) Commission on Insurance Products (max. of 125% initial commission plus max. of 33% ongoing trail commissions). For example, if your premium amounted to \$2,000 we will receive up to \$2,500 in initial commission (\$2,000 x 125%) and up to \$660 in ongoing commission (\$2,000 x 33%).
- (d) Implementation and Management Fee on Investment Products (max. of 1% on new business plus max. of 1% on ongoing funds under management). For example, if your investment amounted to \$100,000 we will receive up to \$1,000 in initial and ongoing fees (\$100,000 x 1%).
- (e) Minimum annual ongoing care fee of \$1,000 plus GST.

For preparation of a strategy recommendation and implementation we quote our fees on an individual basis depending upon the type of advice required and the level of complexity. We will always advise you of our terms of engagement prior to commencing work on your behalf.

Grandfathered Commission

For Investment Products any arrangements in place prior to 1 July 2013 will be grandfathered. The ongoing commission will be a percentage of the value of your investment each year and is generally paid from the administration fees charged by the product provider.

Adviser Profile

How am I paid?

- (a) All fees and gross commission payments are shared between my practice and Madison under a split sharing arrangement fixed at 95%. For instance every \$1,000 of income received by Madison will generate \$950 of income to me.
- (b) The practice in which I am employed receives fees and commissions from business generated, and remunerates me by way of salary. As owner and Director of Anxin Wealth Management, I am entitled to profits generated by the business.
- (c) I have an associated business outside financial planning that provides SMSF audit and accountancy services. Please note, although this business has no association with my authorisation under Madison, if you elect to access these services I will benefit as owner of the business.
- (d) I am required to keep a Register of Alternative Remuneration which shows any payment other than fees and commissions which may be received by me from fund managers or product providers. This register is available for inspection with 7 days notice.

Important Note

The Adviser Profile forms an essential part of the Financial Services Guide. Your Financial Services Guide is not complete without it.