

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

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ASIC No: **381338**
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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:

- Diploma Financial Services (Financial Planning)
- Certified Financial Planner® (Financial Planning Association of Malaysia, FPAM)
- Bachelor of Commerce (UNSW)

I am a member of:

- Association of Taxation and Management Accountants (ATMA)
- Financial Planning Association (FPA)
- SMSF Association

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

- Basic 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
- Standard Margin Lending Facility
- Superannuation

I am **not authorised** by Madison to provide personal advice, general advice and to deal in the following:

- Managed Discretionary Account Services

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
- Self-Managed Superannuation Funds
- Gearing Strategies

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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) 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%).
- (d) Minimum annual ongoing care fee of \$1,000 plus GST.

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

Commissions on insurance products (all figures inclusive of GST)

For all new insurance policies either applied for from 1 January 2019 or applied for pre-1 January 2019 and accepted on or after 1 April 2019, the insurer may pay a maximum commission of 77% of the first years' premium and a maximum commission of 33% of the second and subsequent years premiums. For example, if your insurance policy was applied for on 1 January 2019 and your premium for the first year is \$2,500, we will receive up to \$1,925 in commissions (\$2,500 x 77%). If the premium amount for the second and subsequent year is \$2,600, we will receive up to \$858 in commission (\$2,600 x 33%). For all insurance policies in force prior to the above dates, the maximum commission payable was 121% of the first years' premium. The commission payable in the second and subsequent years varied depending on the commission structure.

Grandfathered Commission

For investment products any arrangements in relation to commissions and other benefits that were in place prior to 1 July 2013 are grandfathered under the *Corporations Act 2001* (Cth). The ongoing commission is a percentage of the value of your investment each year and is generally paid from the administration fees charged by the product provider. If this applies to you, details will be provided in your Advice Document.

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 in writing.

Important Note

The Adviser Profile forms an essential part of the Madison Financial Services Guide and must be read in conjunction with the Madison Financial Group Pty Ltd Financial Services Guide Part 1. The Madison Financial Services Guide is not complete without it.