



## Brisbane Money Management

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# Financial Services Guide

### Tristan Gamack

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Radius Wealth Pty Ltd Australian Financial Services Licence No. 530266

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## Financial Services Guide (FSG)

This guide contains important information about:

- the services we offer you
- how we, our licensee and our associates are paid
- what associations or relationships we have with financial product issuers
- our internal and external dispute resolution procedures and how you access them

### About our Licensee

To provide financial advice requires the adviser to either hold an Australian Financial Services Licence (AFSL) or be authorised to provide advice by an AFSL holder. We have chosen to be licensed by **Radius Wealth Pty Ltd. Radius Wealth is 100% privately owned and holds its own AFSL.** Radius Wealth is responsible for ensuring the advice we provide meets the various legal and regulatory requirements and provides us with Professional Indemnity insurance and dispute resolution systems.

Brisbane Money Management pay a fixed fee for services, systems and insurances provided by Radius Wealth Pty.

#### **RADIUS WEALTH PTY LTD**

Suite 12, 220 Boundary Street, Brisbane, QLD 4000

Telephone (07) 3368 2727

[www.radiuswealth.com.au](http://www.radiuswealth.com.au)

Email: [chris@radiuswealth.com.au](mailto:chris@radiuswealth.com.au)

Australian Financial Services License No. 530266

#### **Lack of Independence**

Radius Wealth and Brisbane Money Management cannot call themselves independent because Radius Wealth and/or its authorised representatives receive commissions from the sale of risk insurance products that are not fully rebated to clients and may from time to time receive gifts or other benefits (for example, promotional stationery, meals at conferences or training sessions).

## Adviser Profile

Tristan Gamack (ASIC Authorised Representative No.1009169) is a financial adviser working for Brisbane Money Management (Kabsav Pty Ltd ASIC No. 289932). Kabsav Pty Ltd is a Corporate Authorised Representative of Radius Wealth Pty Ltd.

Tristan has worked for Brisbane Money Management since February 2009, initially in administration roles before moving into Paraplanning after he completed his bachelor's degree in May 2012. In June 2015 he became an authorised financial adviser.

### Education, Qualifications and Memberships

- Bachelor of Business (M. Finance/International Business) from QUT
- Diploma of Financial Services (Financial Planning) from Kaplan Professional
- Advanced Diploma of Financial Services (Financial Planning) from Kaplan Professional
- SMSF Specialist Course from University of Adelaide
- Ethics and Professionalism in Financial Advice from Kaplan Professional
- Commercial Law from Kaplan Professional
- Registered tax (financial) adviser

## What financial products are we authorised to provide?

Brisbane Money Management and Tristan Gamack are authorized to provide financial product advice to retail and wholesale clients, in relation to the following financial products:

- securities – e.g. listed shares on the ASX or international;
- superannuation, whether self-managed, personal super or corporate;
- interests in managed investment schemes including investor directed portfolio services – these are managed funds, master trusts and “wrap” accounts;
- retirement savings accounts ("RSA");
- debentures, stocks or bonds issued or proposed to be issued by a government;
- deposit, cash and payment products; and
- life products including investment life insurance products and life risk insurance products.

If you do not wish to receive our advice, we may deal on your behalf by carrying out your instructions. If you do not obtain advice, you face the risk that the Financial Product/s you select will not fully take into account your objectives, financial situation or needs.

## What services do we offer?

*Brisbane Money Management offers a comprehensive approach to insurance and financial planning. We understand you have put in tremendous effort to build your lifestyle and we take pride in building the plan to protect it.*

### Areas of advice we can cover:

#### Cash flow and Debt management

- Setting budgets and monitoring cash flow
- Strategies to accelerate debt repayment, restructuring and managing debts
- Salary packaging advice

#### Superannuation

- Strategic advice regarding superannuation legislation
- Contribution (getting money into super) strategies
- Superannuation specific investment advice
- Self-managed superannuation; structural, investment and legislative advice

#### Tax effective investing

- Advice on shares and managed investments
- Portfolio construction and management
- Strategic property investment advice
- Investing via trust and company structures
- Wealth creation strategies for high income earners

#### Wealth protection and Estate planning

- Life insurance, TPD, trauma and income protection advice
- Business succession planning including Buy/Sell and Key man
- Estate planning and asset protection advice

#### Retirement planning

- Retirement lifestyle planning
- Strategies to minimise or eliminate tax in retirement
- Superannuation pensions / lifetime income streams
- Investment portfolios specific to funding retirement income
- Maximising Centrelink entitlements

#### Strategies for business owners

- Insurance planning strategies specific to business owners
- Key-man Insurance
- Buy-Sell Agreements, structuring and implementation

#### Other Services

- Advice regarding redundancy packages
- Dealing with disability payouts tax effectively
- Dealing with inheritances
- Strategies for philanthropy and charitable giving
- Lifestyle planning/consulting on important financial decisions

## How do I pay for Brisbane Money Management's advice?

Brisbane money management receive remuneration from the following sources:

### **Agreed Client Fees**

BMM are proudly a 'flat-fee' advice practice. This means that the cost of our advice will be based on the value we can provide, the complexity of the issue(s) and the time associated with the preparation and/or management of the strategy.

Any advice fees received from the clients of Brisbane Money Management are received in full by Brisbane Money Management, irrespective of whether those fees are first paid to Radius Wealth.

All fees are agreed prior to the engagement.

### **Life Insurance products**

On new insurance policies that come into force from 1 January 2020 the relevant insurer will pay initial commission between 0% and 66% and ongoing commission between 0% and 31.5% of the annual premium for as long as you hold the product. Commissions are paid directly by the product provider.

If any other commissions, stamping fees, brokerage etc are received, these will be refunded to you.

### Agreed Client Fees – Additional Information

You adviser will discuss and explain our fee structure with you before you are provided any financial advisory services. The cost of our Agreed Client Fees will be based on the value we can provide.

The types of fees you may be charged are listed below.

**Strategy Preparation** – You adviser may charge fees for the preparation and implementation of the advice they provide you. These fees will be based on the complexity of the issue(s) and the time associated with the preparation and/or management of the strategy.

**Ongoing Services Agreement** – You may choose to accept and ongoing service from your adviser, which will allow them to provide regular and ongoing advice on your financial strategy and investments and ongoing access to the BMM team and resources. This service will be agreed in writing and renewed annually.

BMM offer a number of levels of service for an annual cost, for example:

**Framework Service:** From \$3,500/pp, \$5,500/couples. Includes 2 annual reviews, strategy updates.

**Freedom Service:** From \$10,000. Includes 4 reviews a year, comprehensive financial management.

### Payment methods

Our fees are either invoiced to you, taken via a direct debit agreement or deducted from your investment/superannuation account. In most instances, you will be able to select the method that suits you best.

The specific fees and services that you will pay will be set out in writing, and if applicable, in an annual Fee Disclosure Statement and your ongoing client service agreement.

## **Do we have any relationships with Financial Product issuers?**

Brisbane Money Management and Radius Wealth are privately owned. Other than a managed account product that is available through Radius Wealth they are not part of any business which issues financial products. There are no ownership ties or other relationships with any financial service product provider which might unduly influence which financial products we are authorised by Radius Wealth to recommend.

## **Alternative Forms of Remuneration Register**

Licensees and their representatives are required to maintain a register of any form of alternative remuneration paid or received with a value over \$100 and not permitted to receive benefits valued over \$300. This register is available for your inspection on request.

## **What information should you provide to receive personalised advice?**

You will be asked to provide us with a list of your personal objectives, details of your current financial situation and any relevant information, so that we can offer you the most appropriate advice possible. You have the right not to tell us. However, if you do not, the advice you receive may not be appropriate to your needs, objectives and financial situation.

We are also legally required to verify your identity, so we will ask to see your passport, driver's license or other identity documents. You should read the warnings contained in the Statement of Advice carefully before making any decision relating to Financial products.

## **Other documents you will be given if you receive advice from us.**

When we or our Authorised Representatives give you financial advice you will be provided with a Statement of Advice (SoA) which will contain details about:

- the advice provided, including the basis on which it was given
- fees, commissions and other benefits
- any associations we have with Financial Product Issuers or other parties which may have influenced our advice.

After receiving our initial advice, a Record of Advice (RoA) may be produced & retained by us or our Authorised Representative instead of an SoA if there have been no significant changes in your personal circumstances or the basis of the advice since the last SoA was provided. You can request a copy of any RoA at any time. If we recommend to you a particular Financial Product we will give you information about the Financial Product — a Product Disclosure Statement (PDS) — to help you make an informed decision about the Financial Product.

## **What information do we maintain in your file and can you examine it?**

We will retain copies of your identity documents and we will maintain a record of your personal profile including details of your objectives, financial situation and needs. We also maintain, amongst other things, records of any recommendations made to you, including the initial Statement of Advice, any subsequent Records of Advice and the required compliance documentation provided to clients receiving our ongoing service. Copies of these can be requested either verbally or in writing. We are committed to ensuring the privacy and security of your personal information. A copy of our privacy policy is available on our website or by contacting us. If you wish to examine your file, please ask us.

## What should you do if you have a complaint?

1. Contact your adviser and explain the nature of your complaint. We will endeavor to resolve the issues in a fair and timely manner.
2. If your complaint is not satisfactorily resolved within 30 business days, please contact our Licensee's Complaints Officer Chris Humphrey on 07 3368 2727 or put your complaint in writing and send it to him at Radius Wealth's address. Radius Wealth will attempt to resolve your complaint quickly and fairly.

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Email: [chris@radiuswealth.com.au](mailto:chris@radiuswealth.com.au)

3. Radius Wealth is a member of the Australian Financial Complaints Authority (AFCA). If the complaint can't be resolved to your satisfaction you have the right to refer the matter to AFCA. They can be contacted on 1300 78 08 08 or [info@AFCA.org.au](mailto:info@AFCA.org.au) or [www.AFCA.org.au](http://www.AFCA.org.au)

### Compensation Arrangements

Our licensee, Radius Wealth, holds Professional Indemnity Insurance which includes cover for the work done for Brisbane Money Management by its representatives and employees even though they may have ceased employment with Brisbane Money Management. Radius Wealth believes its PI insurance complies with the requirements of the section 912B of the Corporations Act and the relevant Regulations.

**Stage 1** of the AFCA process is where AFCA facilitates discussions and negotiations between the parties. All relevant documents are exchanged and the issues in dispute are identified.

**Stage 2** is conciliation and the parties come face to face with a conciliator from the AFCA national panel. The role of the conciliator is to assist the parties to explore options for settlement of the dispute and to help parties to agree on their own outcome.

**Stage 3** is where the independent adjudicator is requested to make a decision "on the papers" taking into account the relevant law, fairness and reasonableness. If you accept the adjudicator's decision it is binding on the member.

4. The Australian Securities and Investments Commission (ASIC) also has a free call Infoline on 1300 300 630, which you may use to make a complaint and obtain information about your rights.

## Providing your adviser with instructions.

You may specify how you would like to give your adviser instructions, for example, in writing, via email, verbally or by other means. However, in all instances, your adviser will create a record of your instructions to be saved on your file. For your own protection, you should not:

- Sign any blank forms.
- Appoint any financial adviser to act as your attorney or authorised signatory.
- Appoint any financial adviser to receive your statements without you also receiving a copy.
- Give your adviser unclear or misleading instructions.

## Other Matters

Brisbane Money Management does not have any formal referral arrangements with any other business or company. We may put you in contact with other professionals for the provision of services, such as mortgage broking, general insurance review services, accounting services or legal services (including establishing estate documents). Brisbane Money Management and its representatives are not remunerated in any way by these businesses.

Please retain this document for your reference and any future dealings with Brisbane Money Management. We will keep a record of this FSG and how it was provided to you on your file. From time to time, we may update this document and will provide you with a copy of any updated FSG.

If you have any further questions about the financial services Brisbane Money Management, its Advisers or Licensee provides, please contact us on (07) 3260 7700.