



**BELLWETHER**  
WEALTH STRATEGISTS  
INVESTMENT • RETIREMENT • INSURANCE



## **Financial Services Guide**

Version 1

Date Prepared : 21 February, 2022

Authorised Representative of Omega

Financial Strategists PTY LTD

This Financial Services Guide (FSG) contains information that will help you decide whether to use the financial services we offer. It sets out:

- who we are and how we can be contacted
- the advice and services we provide
- information about our license Omega Financial Strategists PTY LTD
- our fees and how we, your adviser are paid in connection with those services
- how we manage your private information
- how you can complain about a matter relating to us

## Documents you may receive

We will provide you with a number of documents as you progress through our financial planning process to capture each stage of your advice journey. We may provide these documents to you electronically to your nominated email address, unless otherwise agreed.

When we provide personal advice it will normally be documented and provided to you in a Statement of Advice (SOA), known as a financial plan. The financial plan contains a summary of your goals and the strategies and any financial products we may recommend to achieve your goals. It also provides you with detailed information about product costs and the fees and other benefits we and others will receive, as a result of the advice we have provided.

If we provide further personal advice a financial plan may not be required. We will keep a record of any further personal advice we provide you for at least seven years after our relationship ends. You may request a copy of such records by contacting our office during that period.

If we recommend or arrange a financial product for you we will provide a product disclosure statement (PDS) or investor directed portfolio service (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks as well as the costs you will pay the product provider to manage that product.

You should read any warnings contained in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

### **Not Independent**

Generally, we provide personal advice in line with our Approved Product and Services List (APSL) which may include financial products and services associated with the licensee. We may receive commissions from life insurance products we recommend and non-monetary benefits such as training and educational seminars from product providers. For these reasons, we are not considered independent, impartial, or unbiased.

# About our practice

## Summary of the business

Name	Bellwether Wealth Strategists PTY LTD
Australian Business Number	46 600 364 298

## Our office contact details

Address	Suite 4, 8 Greenhill Road, WAYVILLE, South Australia 5034
Phone	08 7123 2939
Email	<a href="mailto:swaif@bellwetherws.com.au">swaif@bellwetherws.com.au</a> or <a href="mailto:enquiries@bellwetherws.com.au">enquiries@bellwetherws.com.au</a>
Website	<a href="http://www.bellwetherws.com.au">www.bellwetherws.com.au</a>

This guide provides information about our advisers including their contact details, qualifications, experience, the services they may offer and financial products they can provide advice on.

## Details of our partnership

We are in partnership with Swaif Khan and Theothori (Torry) Kotses who are both also authorised representatives and credit representatives of Omega Financial Strategists PTY LTD. My partners may also be remunerated in the same way as us.

## Our advice and services

We can provide you with personal and general advice about specific services and financial products listed below. We can also arrange for financial products to be issued without advice from us. In some cases, we may not be able to distribute a financial product to you under non-personal advice if your circumstances do not fit within a product's target market.

Individual advisers within our practice may not be qualified to provide advice in all of the services and products noted below. Their individual profile guides will note any limitations to the advice they are qualified to provide. At all times we will ensure the appropriate adviser is available to you to provide advice consistent with your goals.

The following table sets out the areas of advice we can help you with as well as the products and services we can arrange.

Any additional advice or services we can offer you, or limitations to the list below, will be outlined in **Our financial advisers and credit advisers** on page 10.

We are authorised to provide advice on	These are the services we provide
— Investments strategies (strategic asset allocation)	— Superannuation, including retirement savings accounts
— Budget and cash flow management	— Managed investments
— Debt management (including borrowing for personal purposes)	— Deposit and payment products (for example term deposits, cash management accounts and non-cash payment products)
— Salary packaging	— Retirement income streams, including pensions and annuities
— Superannuation strategies and retirement planning	— Personal and group Insurance (life cover, disability, income protection and trauma)
— Personal insurance	— Life investment products including whole of life, endowment and bonds
— Centrelink and other government benefits	— Arranging for listed securities, shares and debentures to be bought and sold via a platform and broker.
— Estate planning	— Investor directed portfolio services
— Ongoing advice and services, including regular portfolio reviews	— Self-managed superannuation funds (SMSF)
— Aged Care	— Borrowing within your SMSF
	— Employer superannuation
	— Standard margin loans
	— Securities (including listed securities)
	— Exchange traded funds and Listed investment companies
	— Limited selection of investment guarantees

## Tax implications of our advice

Under the Tax Agent Services Act 2009, Bellwether Wealth Strategists PTY LTD, trading as Bellwether Wealth Strategists is authorised by the Tax Practitioners Board to provide tax (financial) advice services on matters that are directly related to the nature of the financial planning advice provided to you. We will not consider any other tax matters in our advice to you. Where tax implications are discussed they are incidental to our recommendations and only included as an illustration to help you decide whether to implement our advice.

## Transaction services

We can arrange to complete transactions for you on limited types of financial products where we can take your instructions and arrange for the transaction to be completed, without providing personal advice. If you wish to proceed without our advice, we will ask you to confirm your instructions, which will be documented in writing. We will keep a record of this documentation for seven years after the end of our relationship. You may request a copy of such records by contacting our office during that period.

## Your relationship with us and using our services

You can contact us directly with any instructions relating to your financial products. This includes giving us instructions by telephone, mail or email. We can only accept your instructions via email once you have signed an authority form.

We will work with you to agree what advice and services we will provide and when and how often we will provide them.

Where you agree to annual advice and services, the details will be documented and provided to you in an advice or service agreement. This includes the frequency of contact between us, service standards that may apply, any fee arrangements and how the agreement can be terminated.

If at any time you wish to terminate your relationship with us, please contact us using the details shown in this guide.

## Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if information you provide is incomplete or inaccurate the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we are able to determine if our advice continues to be appropriate.

## Our fees

The actual fee charged to you will depend on the nature of the advice or service we provide. We will discuss and agree the actual fees with you before we proceed. The following section outlines the types of fees that may apply.

The fees charged for our advice and services may be based on a combination of:

- A set dollar amount; or
- A percentage based fee.

Our agreed advice and service fees may include charges for:

- Initial advice;
- Ongoing advice and services
- Annual advice and services

Please note that for services in relation to insurance and some credit products, commissions may be paid by the product provider as follows:

- Initial commission - a percentage of the value of your loan balance or insurance premiums; and
- Ongoing commission - a percentage of the value of your outstanding loan amount or premiums, usually calculated at the end of each month in which you hold the loan, or on renewal of insurance products.

### Payment methods

We offer you the following payment options for payment of our advice and service fees:

- BPAY, direct debit (savings), credit card or cheque; and
- Deduction from your investment (subject to the advice and service provided).

All permissible fees and commissions will be paid directly to Omega Financial Strategists. The amount is determined annually, based on a number of factors, including our business revenue and the number of advisers in the practice.

For more information on our services, please see our **Schedule of fees** attached or available on request.

### Other costs

Where other costs are incurred in the process of providing our advice and services to you, you will be liable for these costs. However, we will agree all additional costs with you prior to incurring them.

### Other benefits we may receive

The following are monetary and non-monetary benefits we may receive other than those explained above. These are not additional costs to you.

In addition to the payments we may receive for our advice and services, we may receive other support services or recognition from the licensee to help us grow our business. This could include training, badging rights, technology, financing, events or other recognition we are eligible for. We may receive benefits from products that may include non-monetary benefits that are valued at less than \$300. We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items.

# Relationships and associations

## About our licensee

Omega Financial Strategists PTY LTD

ABN 79 639 391 905

Australian Financial Services Licensee and Australian Credit Licensee No: 532064

Omega Financial Strategists:

- Approved the distribution of this guide
- Authorised us to provide advice and other services as described in this guide
- Authorised us to provide credit assistance services to you

Omega Financial Strategists registered office is located at Suite 4, 8 Greenhill Road, WAYVILLE SA 5034.

## Confidence in the quality of our advice

If at any time you feel like you are not satisfied with our services, the following will help you understand your options and find a resolution.

- Contact your adviser and tell them about your complaint.
- They will try to resolve your complaint quickly and fairly. They will provide you with a decision in respect to your complaint within 30 days of us receiving it.
- We note that in some circumstances, it may not be possible for us to completely resolve a complaint within this timeframe. If you do not agree with our decision in respect of your complaint, or are otherwise unsatisfied with our response, you may escalate your complaint to one of the following External Dispute Resolution Schemes listed below.

Any issues relating to financial advice, investments, superannuation, insurance matters, or credit matters	<b>Australian Financial Complaints Authority (AFCA)</b> GPO Box 3 Melbourne VIC 3001 1800 931 678 <a href="http://www.afca.org.au">www.afca.org.au</a> <a href="mailto:info@afca.org.au">info@afca.org.au</a>
Any issue relating to your personal information	<b>The Privacy Commissioner</b> GPO Box 5218 Sydney NSW 2001 1300 363 992 <a href="mailto:privacy@privacy.gov.au">privacy@privacy.gov.au</a>

You may also contact the **Australian Securities & Investments Commission (ASIC)** on 1300 300 630 (free call info line) to make a complaint and obtain information about your rights.

## Professional indemnity insurance

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. Omega Financial Strategists is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance covers claims arising from the actions of former employees or representatives of Omega, even where subsequent to these actions they have ceased to be employed by or act for Omega.



# Your privacy

We are committed to protecting your privacy. Below we outline how we maintain the privacy of the information we collect about you.

## Privacy collection statement

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006 to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy. Some of the ways we may use this information are set out below:

- Your adviser and may have access to this information when providing financial advice or services to you;
- Your adviser may, in the future, disclose information to other financial advisers and broker to review customers' needs and circumstances from time to time;
- Your information may be disclosed to external service suppliers who supply administrative, financial or other services to assist your adviser in providing financial advice and services to you. A list of countries where these service providers are located can be found in the Group Privacy Policy;
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (subject to your ability to opt-out); and
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your adviser will continue to take reasonable steps to protect your information from misuse, loss, unauthorised access, modification or improper disclosure. You can request access to the information your adviser holds about you at any time to correct or update it.

# Our financial advisers

## About Theothori (Torry) Kotses

### Experience

Theothori (Torry) Kotses has worked as a Professional Financial Planner since 2000, he brings a wealth of knowledge to the role having worked both in a private practice and with a leading financial institution. He completed his schooling at Pulteney Grammar and is University qualified holding a Bachelor of International Business and a Post Graduate Diploma of International Business Administration through Flinders University of South Australia. He also holds a Foundation Diploma of Financial Planning and is a Financial Planner AFP® member of the Financial Planning Association of Australia (FPA). As a AFP® of the FPA Torry upholds the highest professional standards and is committed to a world-class professional code and best practice financial planning that places him at the forefront of this growing profession.

He is a career Senior Financial Planner with a passion for making a difference in his client's lives and leading them on a journey to a better financial future. His strengths are that he listens to his client's needs and goals, then formulates effective strategies and communicates them in a clear and conscience manner, empowering his clients and guiding them on a path to financial freedom by achieving their goals no matter where they are on the road of life.

He also takes great pride in working with his clients on an ongoing basis to map their progress and review their financial situation, keeping their plans on track. Through his experience he is aware even the best made plans sometimes change due to unexpected circumstances. However he has the technical skills and ability to adjust strategies mid-stream to help clients forge ahead to meet their goals on the journey of life. Customer Service and the Best Interest of his clients is central to the Holistic Advice that he provides.

Theothori's (Torry) greatest love is his family, he is married to Claudia and they have three children together. In his spare time he enjoys being an active member of his community, spending time with his family and friends and is drawn to the sea given his families maritime back ground.

Phone	08 8330 4078
Email	torry@bellwetherws.com.au
Authorised representative number	309403
Credit representative number	466023

#### Qualifications

Bachelor of International Business, Graduate Diploma in International Business, Foundation Diploma of Financial Planning

#### Profession designation

Associate Financial Planner (AFP)

#### Professional memberships

Member of the Financial Planning Association of Australia (FPA)

## The advice and services I can provide

I am authorised to provide all the services listed in the **Our advice and services** section of this guide.

I am also a credit representative of Omega Financial Strategists PTY LTD and am authorised to provide strategic debt advice regarding how to structure debt, suitability of existing loan structures and repayment options. I am not authorised to provide credit assistance. If you require advice involving mortgages or other lending products, I can refer you to an accredited mortgage consultant.

## How I am paid

I receive the following from our practice:

- salary
- equity in the practice

I am paid a salary from Bellwether Wealth Strategist Pty Ltd and I also have equity in the business which may result in me receiving additional capital and profit related benefits.

# Schedule of fees

These prices should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

## Initial fees

See tooltip for example

These are fees paid when you have agreed to receive our advice:

Initial service	Fee amount
Advice	Initial Advice from \$330 per hour Personal Plan Simple Strategy from \$1,320 Personal Plan Comprehensive from \$3,300 Personal Plan Complex from \$6,600
	Before providing you with initial advice we will prepare an Initial Advice Agreement. The agreement sets out what our initial advice covers and how much it costs.

## Annual advice and service fees

We also offer the following services for a fixed period of 12 months.

Service	Fee amount
Ongoing fee	Ongoing Fee from \$330 per hour Foundation from \$550 to \$2,200 Primary from \$2,201 to \$4,400 Premier from \$4,401
	The fees covers the cost to review the strategy and the products recommended in your SOA. It may be charged as a set dollar amount or a percentage of your investments

The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement.

## Commissions

We may receive commissions when implementing certain products for you, in line with the below. Any commission amounts will be disclosed to you when providing our advice. The following table is a guide of commissions we may receive.

Product type	Initial commission	Ongoing commission	Example
Insurance (including those held within superannuation)	Up to 66% of the first year's premium for new policies implemented from 1 January 2020. We may receive commissions on increases or additions to existing policies of up to 66%.	Up to 33% of the insurance premium each following year.	On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, we would receive an initial commission of up to \$660. Ee would receive an ongoing commission of up to \$330.00 pa.

All fees and charges include GST.

If an agreed advice fee is charged then we may rebate all or some