

# FINANCIAL SERVICES GUIDE

PREPARED ON 30 JUNE 2020

This Adviser Profile is Part 2 of the Financial Services Guide (FSG) and should be provided to you with FSG Part 1. These two documents (Part 1 and 2) complete the FSG.

This Adviser Profile sets out my contact details, professional details, the services and products I provide and how I am paid. Most importantly it's a snapshot of who I am and how you can contact me.

## MY DETAILS

<b>Name</b>	Craig Gunawardana
<b>Business Name</b>	Client First Wealth Management Pty Ltd
<b>Office &amp; Postal Address</b>	4/211 Warrigal Road, Hughesdale, Vic, 3166
<b>Telephone</b>	03 8529 1137
<b>Email</b>	admin@cffp.com.au
<b>Website</b>	www.cffp.com.au

Client First Wealth Management Pty Ltd (Rep No.388176 ) has been appointed as a corporate authorized representative of Affinia Financial Advisers Limited, AFSL No. 237857. The contact details of Client First Wealth Management Pty Ltd are as above. Craig Gunawardana has been appointed as an authorised representative of Affinia to provide financial services on its behalf.

Client First Wealth Management (CFWM) is an independently owned boutique wealth management firm that was founded in 2010 by Craig Gunawardana. We like to think of our job as simply guiding our clients through life's journey so that they are making the right choices to achieve their financial & lifestyle goals in the safest possible way.

We work with work with individuals & families across all life stages and your adviser Craig Gunawardana has over 15 years' experience working in the finance/financial planning industry.

### Authorised Representative Number: 388175

#### Qualifications

- Diploma of Commerce
- Bachelor of Commerce (Finance & Financial Planning)

#### Experience

- Craig has been working in the Financial Services industry as an Authorised Representative since 2009.

### Professional Memberships

- Financial Planners Association (FPA)

### How to provide me your instructions

You may specify how you would like to give me instructions on buying or selling the financial products listed under "My financial services" by telephone, fax or email. Please refer to my contact details above.

## MY SERVICES

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I am authorised to provide the following services:

- Financial Advisory / Planning
- Life Insurance Advice
- Investment Advice
- Superannuation Advice
- Retirement Planning Advice
- Debt Management
- Tax Strategies
- Budgeting & Cashflow Management

I am authorised to provide financial product advice and deal in the following product types:

- Basic and non – basic deposit products
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Life Insurance Risk
- Life Insurance Investment
- Managed Investments
- Superannuation
- Retirement Savings Accounts

## FEES AND COMMISSIONS PAID TO AFFINIA

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### Initial commissions paid to Affinia

Affinia may receive initial commission from the product providers if you decide to purchase a product I recommend. The amount of initial commission is calculated as a percentage of the premium paid by you. The commission is paid by the Insurer when you purchase the insurance.

Initial commissions, where permitted by law, are calculated as follows:

- Life Insurance risk products: between 0% - 66% (GST inclusive) of the premium that you pay.

### Ongoing commissions paid to Affinia

Ongoing commissions may be paid regularly by the product provider for the length of time that you hold the product. They are usually paid to Affinia by the product provider out of the revenue the product provider earns.

Ongoing commissions, where permitted by law, are calculated as follows:

- Life Insurance risk products: between 0% and 22% (GST inclusive) of the renewal premium. For level commission arrangements this will be up to 30% (GST inclusive) of the renewal premium.

For example, if an insurance product is recommended and you pay a premium of \$500, then the total “upfront” commission paid by the product issuer to Affinia will be between \$0 and \$330. Thereafter, the “ongoing” commission paid to Affinia will be between \$0 and \$110 (assuming upfront commission arrangements and there is no change to the premium you pay in subsequent years).

## Fees and Charges

Fees may be charged for the services I provide. These fees will be agreed upon and confirmed to you prior to any service provided. Current fees and charges (GST inclusive) are:

### Advice Preparation Fees

Fees for the implementation of your advice may be set fee ranging between \$880 and \$10,000

### Advice Implementation Fees

Fees for the implementation of your advice may be set fee ranging between \$880 and \$12,000

### Ongoing Advice or Annual Service Fees

If you are on an ongoing fee arrangement, the fee for your ongoing service may be:

- a set fee between \$2,200pa and \$22,000pa which may be deducted from your investment account or invoiced to you directly; or

If you have an annual service arrangement, service fees may be :

- a fixed fee of between \$2,200 and \$22,000 payable in one lump sum or in instalments; or
- a fee calculated at an hourly rate based on the time we have spent providing services to you.

The exact amounts of fees and charges and initial and ongoing commissions for the products you have purchased as a result of my recommendation to you will be detailed in your Statement of Advice.

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### How my associates and I are remunerated

When Affinia receives either a fee or an initial or ongoing commission as a result of a recommendation, Client First Wealth Management Pty Ltd 100% of the commission and fees paid to Affinia.

I am the Director of Client First Wealth Management Pty Ltd and receive a percentage of the businesses profit and or a salary based on my experience and capability.

### Other benefits I may receive

As an authorised representative of Affinia I may receive other benefits, including information technology software and support, professional development programs and conferences. I may also be entitled to other incentives including entertainment benefits, valued at under \$300. Where required by law, such benefits will be recorded in an *Alternative Remuneration Register* which is available to you on request.

### Referrals

We have a referral arrangement in place with other individuals and businesses whereby we pay them up to 33% of the initial fees and/or commissions we receive in relation to advice we provide to you.

## AFFINIA FINANCIAL ADVISERS LIMITED

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