

# PART TWO REPRESENTATIVE DETAILS

Version 9.3 Date Effective 5/06/2020

WB Financial Australia is operated by Jason Cook through Presidio Financial Services Pty Ltd ABN 67 118 833 168 trading as WB Financial Australia, who is a Corporate Authorised Representative (No. 312532 for financial services) of Infocus.

## Office Contact Information

OFFICE ADDRESS	Level 1, 32 Logan Rd Woolloongabba QLD 4102
POSTAL ADDRESS	P.O. Box 1186 Coorparoo DC QLD 4151
PHONE NUMBER	07 3391 7199
WEBSITE	wb.com.au
EMAIL	jason.cook@wbpresidio.com.au

The following individual is an Authorised Representative of Infocus and provides personal financial advice through Presidio Financial Services Pty Ltd:

**Jason Cook DFP, SSA**  
Senior Financial Adviser  
Authorised Representative - No. 286296

## Financial services and product types your Adviser can provide

Jason is authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes

- Retirement Savings Account Products
- Superannuation (investment and risk)
- Securities

There are some additional specialist advice areas your Adviser is authorised for as indicated below by a tick '✓'.

SPECIALIST AREA	JASON
DIRECT EQUITIES	✓
MARGIN LENDING & GEARING	✓
SELF MANAGED SUPER FUNDS	✓

In addition, if your adviser identifies that you require specialist advice on a particular product or service outside of their authorisation, they will provide recommendations to seek further advice.

Jason is registered with the Tax Practitioners Board as a Registered Tax (Financial) Adviser. Presidio Financial Services Pty Ltd is registered with the Tax Practitioners Board as a Registered Tax (Financial) Entity. Based on the information collected from you, the advice considers the tax consequences that relate directly to the financial advice being provided. Your Adviser is not a Registered Tax Agent and consequently will not provide advice on your tax liabilities. As such, we strongly recommend you review this advice with a Registered Tax Agent.

## Representative Remuneration

Presidio Financial Services Pty Ltd receives 95% of the fees and or commission; the licensee, Infocus Securities Australia Pty Ltd (Infocus), receives the balance, being 5%.

Jason Cook is remunerated by means of a salary. As a shareholder of Presidio Financial Services Pty Ltd, Jason will receive other benefits from all fees and commissions such as dividends that may be paid by Presidio Financial Services Pty Ltd. Further, Jason and his associates may receive other benefits from all fees and commissions paid by Presidio Financial Services Pty Ltd.

## Associated Businesses

Your adviser, Jason Cook, is associated with the below businesses:

- A related entity of WB called Agentia Pty Ltd ABN 73 606 747 684 t/a Agentia Investments, provides portfolio management services to the Agentia funds, and receives fees for providing these services. Jason is a director, shareholder and marketing consultant of Agentia Pty Ltd. In each of those capacities respectively, he receives an annual director's fee of \$13,743.60 p.a., right to receive a dividend and an hourly consulting fee of \$200 excl. GST to promote Agentia products.

Jason is a Director and Shareholder of the following:

- Presidio Finance Consulting Pty Ltd ABN 51 128 973 508 Australian Credit Licence 391109;

- Australian Super Manager Pty Limited ABN 34 146 029 521;
- Jason is also a Director of the following:
- WB Financial Holdings Pty Ltd ABN 40 134 488 743;
- WB Financial Management Pty Ltd ABN 71 073 303 885;
- WB Credit Management Pty Ltd ABN 35 145 548 018; and
- WB Financial Investments Pty Ltd ABN 92 073 303 910.

Services provided by these entities are not provided by Infocus.

# HOW WILL I PAY FOR SERVICES PROVIDED?

A breakdown of the types of payments we may receive is set out in the following.

## INITIAL ADVICE FEES

Initial advice fees may be invoiced directly or collected from the product. Such fees include:

**Initial Consultation** - You may be charged for an initial consultation with your Adviser at a rate not exceeding \$440 per hour (including GST), with prior agreement.

**Advice Preparation** - This includes the costs associated with the enquiries made to collect and confirm your circumstances and financial position, the research and analysis of suitable strategies to achieve your goals and objectives, investment and product selection and suitability to your needs and goals as well as amalgamating this into your financial plan and presenting it to you. This fee will vary based on the complexity and type of strategy. Your Adviser will discuss this with you prior to commencement, to ensure you can make an informed decision.

A set fee between \$3,300 to \$11,000, for preparation of a SoA.

## IMPLEMENTATION

The cost of implementing your financial strategy will cost between \$3,300 and \$11,000, depending on the products, strategies and time involved.

These costs may be in addition to any advice fee and set out in your advice document.

**ONGOING SERVICE  
ADVISER**

Additional fees may sometimes be charged when you take up our ongoing services, or invest in retail products through us. Any ongoing service fees that we charge will be detailed in your advice document and client service agreement.

Ongoing fees may be charged based on a fixed dollar amount, the value of the funds invested, or a combination depending on the methodology agreed to in your client service agreement. Ongoing fees will be agreed with you and can range from \$2,200 to \$22,000.

Alternatively, an Adviser service fee of up to 2.2% of funds under management (e.g. if your investment amount is \$100,000, then Infocus may receive up to \$2,200pa). These fees will typically be paid on an ongoing basis while the investment is still in place.

Where Cash Flow Monitoring strategies are recommended, the following ongoing fees will apply:

Monthly cash flow monitoring of up to \$3,300 per annum plus a fee of 0.275% (per annum) of funds under management. A minimum fee of up to \$1,800 per half year may be charged.

**HOURLY RATE  
DIRECT CHARGES**

We may charge for agreed services based on a hourly rate of \$330 per hour or up to a maximum total fee of \$10,000.

Ad-hoc services can be provided on an as needs basis. Fees will be agreed before any work commences.

**COMMISSIONS**

**UPFRONT**

This is paid by the issuer of the financial product/s recommended when the product is issued to you. This may be deducted from the initial amount you have invested or it may be payable from the product provider's own resources.

**PERSONAL INSURANCES**

From 1/01/2020 the maximum amount of commission payable by providers to advisers is restricted to 66% of the premium payable in the first year. Based on a premium of \$1,000pa, this equates to a maximum of \$660 in year one.

**ONGOING**

This is paid by the issuer of the financial product/s recommended and is payable on an ongoing basis while the investment/insurance is still in place.

**GRANDFATHERED ONGOING COMMISSIONS**

The Government has legislated the removal of grandfathering of conflicted remuneration payable to Financial Advisers by 31/12/2020.

These Fees will only be charged where arrangements were made prior to 1/07/2013. The ongoing commission we receive may be up to 0.60% per annum of the investment amount. Providers may choose to end the payment of grandfathered commissions prior to this date.

**PERSONAL INSURANCES**

From 1/01/2020 the maximum amount of commission payable by providers to advisers is restricted to 22% of the premium payable while the hybrid policy is in force (33% per annum of the premium for level policies). Based on a premium of \$1,000pa, this equates to a maximum of \$220 for hybrid policies or \$330 for level policies.

**Referral Fees**

Where we refer you to other product or service providers and you decide to purchase products or services from them, we may receive a payment as a result of our referral. Where you have been referred to us by someone else we may pay them a fee, commission or some other benefit in relation to that referral. If we pay or receive these payments for services provided or products purchased by you, they do not involve additional costs and we will disclose further detail in your advice document. All relevant referral arrangements will be disclosed in your advice document. Payment and receipt of referral fees is subject to regulatory change under the FASEA Code of Ethics.

**Your advice document will disclose any benefits or fees received by Infocus and/or your adviser.**

**All of the above fees and commissions are inclusive of GST.**

**This in combination with FSG Part One, concludes the Financial Services Guide.**