



Financial Services Guide

1 July 2021

Version 4

Part 2

This document is part of a Financial Services and Credit Guide (“Guide”) and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 20, dated 1 July 2021.

This section is designed to provide you with enough information to decide whether to obtain financial advice (or any other financial service) from us. It’s an important document that will introduce your adviser, Shaun Hunt, and provide you with the information you need to consider before you engage us to provide you with advice or services.

This document complements Part 1 that provided information about our Licensee and the types of documents – Statements of Advice, Records of Advice and Product Disclosure Statements – that you will receive if we provide you with personal advice. Part 1 also explained how you can provide information to us, our compensation arrangements and who to contact if you want to provide feedback or complain about our advice or services.

We’ve tried to be as clear and direct as possible but if you have any questions, we’re happy to answer them.



Authorised Representative Profile

Your adviser is Shaun Hunt, an Authorised Representative of Paragem. Shaun Hunt's ASIC Authorised Representative number is 333202.

Shaun has extensive experience in the financial planning industry and has spent over 12 years as a Financial Adviser offering advice to individual clients as well as small and large business clients.

Shaun is a Fellow Chartered Financial Practitioner. He has a Bachelor of Applied Finance, an Advanced Diploma of Financial Services, and a Self Managed Super Fund Certificate. Shaun is a member of the Association of Financial Advisers and the Financial Planning Association of Australia Limited.

Shaun Hunt's employer is Hunt Wealth Pty Ltd, which is a Corporate Authorised Representative (AR no. 441606) of Paragem.

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Practice Details

Hunt Wealth Pty Ltd Phone: 08 8362 555
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Shaun Hunt is authorised by Paragem to advise and deal in the following financial products:

- Deposit products (cash and Term Deposits)
- Debentures, stock and bonds issued by a government
- Life Insurance risk products
- Life Insurance investment products
- Managed Investment Schemes (Unit Trusts)
- Securities (shares)
- Superannuation
- Retirement Savings Accounts
- Self-managed Superannuation Funds
- Standard Margin Lending Facility

Shaun Hunt is not authorised to recommend any strategy that involves an agricultural scheme investment, direct property, derivatives and unregistered managed investment schemes.

Remuneration

Financial advice has value, but it also involves fees and charges. We are committed to transparency because we believe it's important that you're able to make an informed decision about our advice and its benefits. You may pay a fee for a service, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Rest assured that the relevant costs or fees will be discussed with you by your adviser before any services are provided.

Paragem will pay Hunt Wealth Pty Ltd 100% of the fees and/or commissions detailed in this schedule. Paragem will charge Hunt Wealth Pty Ltd for licensee services and is not linked to client revenue.

Shaun Hunt is a Director and owner of Hunt Wealth Pty Ltd and is remunerated by dividends and distributions from this company.

Fees

We are predominantly a Fee for Service organisation. There are set fees for each service that I provide to you, and these fees will be agreed upon and confirmed to you prior to any service being provided. Current fees and charges are detailed below and are GST inclusive:

Advice Preparation: For having a personalised financial plan (Statement of Advice) prepared fees may range from \$2,750 to \$8,800.

Implementation Fees: for the implementation of your advice may be a set fee between \$550 and \$2,200.

Ongoing Advice Fees: If you choose to have me provide an ongoing advice service, the actual fee will depend on the complexity of your situation and the amount of funds under advice, but will not exceed:

- a) a fixed dollar amount ranging from \$2,200 up to \$13,200; or
- b) up to 1.1% p.a. of total funds under management. For example, if your account balance was \$10,000 and we charged a 1.1% ongoing fee we would receive \$110 per annum.

Commissions

Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or the policy cost is reduced in the first year and 60% clawback of commission in the second year.



If you choose to pay fee for service, we can rebate to you part or all of the commission we would otherwise receive for insurance arrangements.

In the interests of transparency, please understand that I will receive an upfront commission from the product issuer if you decide to buy a life risk insurance product I recommend to you. Commissions, whether up-front or ongoing, are paid to us by the Insurer.

I will receive an upfront commission of between 0% and 66% of the first year's annual premium, and then an annual ongoing commission of between 0% and 22% of the annual premium.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays me an upfront commission of 66%, I will receive \$1,320. The issuer will pay me 22% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$440 per year.

Potential Conflicts of Interest

Ownership

Paragem is a wholly owned subsidiary of Easton Investments Limited, an ASX listed company that provides services to financial advisers and accountants in the areas of licensing, training, education and client engagement. Easton Investments Limited has a material shareholder, HUB24 Limited, which offers a leading investment administration and reporting platform to the Australian marketplace.

Paragem was previously owned by HUB24 as such if you use the HUB24 platform, some of Paragem's employees and representatives (our advisers) may benefit financially by virtue of being shareholders in the company. This will be disclosed to you below and in the Statement of Advice if you wish to receive advice, where applicable.

We are obliged to always act in a client's best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

Referral Payments

We do not receive any form of referral payments.