



Financial Services Guide

Perks.
Integrated business services

Perks Wealth Management

Before you decide to proceed with any of our services, we believe it is important for you to know about who we are and what we do.

This Financial Services Guide (FSG) contains important information about:

- Who is Perks Wealth Management
- The financial services and products we are licensed to offer
- How Perks Wealth Management is paid
- Any potential conflict of interest we may have
- What you should do if you are not satisfied with the services you receive

We will give you a Statement of Advice when we provide you with personal advice which takes into account your relevant personal circumstances, financial situation, objectives and needs. The Statement of Advice will include the basis and scope of our advice, the advice and other information, including any commissions, fees and benefits or associations which are relevant to that advice.

If we recommend you purchase a financial product, whether an investment, superannuation product or insurance contract we will provide you with a Product Disclosure Statement. These documents provide information about the product such as how it operates, its features, benefits and costs.

Please read this Financial Services Guide carefully before you ask Perks Wealth Management Pty Ltd to provide you with advice. Our role at Perks Wealth Management is to be your financial guide.

You may specify how you would like to give us instructions. For example, by telephone, fax or other means. But in all cases we must receive a written confirmation of these instructions.

Perks Wealth Management Pty Ltd
ABN 88 086 643 058
Australian Financial Services Licence
No. 236551

Perks Wealth Management Pty Ltd authorises the distribution of this FSG.

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Who is Perks Wealth Management?

Perks Wealth Management is a professional firm that specialises in the provision of financial planning, investment, and life insurance services.

Perks Wealth Management Pty Ltd is a privately owned Australian company. The majority of the shares in Perks Wealth Management are owned by the Directors of Perks & Associates Pty Ltd. The balance of the shares are owned by the Directors of Perks Wealth Management.

Our objective at Perks Wealth Management is to provide you with comprehensive integrated financial advice and ongoing wealth management that will enable you to achieve your financial goals.

Perks Wealth Management is a separate company within the Perks Group. Perks specialises in providing accounting, financial management, personal insurance, consulting, finance and property investment services to all levels of business and individuals. As a client of Perks these services are available to you and are performed by teams in specialist areas and project managed by your relationship partner (see diagram below).

As a consequence, Perks Wealth Management has the ability to call on the technical support, experience and specialist skills of Perks, a firm with over 100 professional business advisers. The integration of all of these services enables Perks to deliver expert advice and ongoing support from a team who is also focused on the goal of how to create and protect your wealth.

Perks Wealth Management is supported by the latest technology to deal in these markets, with the group utilising powerful specialist software that provides an on-line information link with the current Australian Financial Markets. Our Authorised Representatives also have well established connections with various fund managers, financial market dealers and life insurance underwriters, who add value and precision to the process of investment and life insurance in these markets.

All Perks Investment Advisers, as Certified Financial Planners, are members of the Financial Planning Association (FPA) and as such abide by the FPA's Code of Ethics and Rules of Professional Conduct.



Why choose Perks Wealth Management?

1. Perks delivers integrated business services across financial planning, accounting, taxation, insurance, property investment and finance. You will obtain the best strategic advice and all from the one firm.
2. All Perks Investment Advisers are Certified Financial Planners and members of the Financial Planning Association.
3. We are not owned by a bank, insurance company or provider of financial products.
5. Our philosophy is to charge professional services fees for the financial advice we provide to our clients.
6. We employ highly experienced, qualified, dedicated specialist advisers who care about the growth and protection of your wealth.

“We are not owned by a bank, insurance company or provider of financial products.”

Your adviser is an Authorised Representative of Perks Wealth Management.

Additional information about your Adviser is contained in the Adviser Profile which is included in this Financial Services Guide. The Adviser Profile is to be read in conjunction with this Financial Services Guide.

Every attempt will be made to ensure you have access to the Adviser best able to satisfy your needs and on occasions this may mean dealing with more than one individual.

Perks Wealth Management takes responsibility for the advice and service provided by its Authorised Representatives.



Your adviser's responsibility for services provided

The Financial Services we are licensed to offer

At Perks Wealth Management our primary objective and focus is always on looking for specialised opportunities and developing strategies to improve your personal wealth. We pride ourselves on our ability to communicate complex issues simply and clearly, helping you understand their implications, and recommend actions accordingly. The Perks Wealth Management advantage is that we have an integrated approach to the services we offer.

Integrated Financial Planning

Your Perks Wealth Management Advisers will work closely with you to ensure your financial objectives are achieved. This will require us to:

- Have a clear understanding of your goals
- Develop and document a Statement of Advice
- Incorporate computer modelling to ensure the strategy is feasible
- Implement your Statement of Advice
- Review the investments on an ongoing basis
- Review your life insurance and risk management needs on an ongoing basis

Our investment and insurance advice will be integrated to ensure that you will achieve the benefits of carefully considering all of the following matters:

- Income tax and capital gains tax
- Dividend imputation system
- Superannuation strategies
- Social security benefits
- Asset protection
- Estate and succession planning
- The use of appropriate investment structures



“ We pride ourselves on our ability to communicate complex issues simply and clearly.”

Superannuation Advice

The accumulation of funds to provide us with our desired lifestyle in retirement remains a major, if not the number one reason for our wealth accumulation planning.

Superannuation strategic advice and planning will specifically address the following:

- The ability to grow your wealth in a very tax effective vehicle
- Maximising your superannuation contributions
- Strategic advice in relation to the use of pensions to minimise your future taxation liabilities
- Self Managed Superannuation Funds (SMSF) strategies
- Establishing an investment portfolio in accordance with your objectives and attitude towards risk
- The ability to structure personal insurance cover in a very tax effective manner
- Asset Protection
- Estate Planning

Retirement Planning

Generally, when reaching retirement, the number one financial goal is to maximise your income stream to provide your lifestyle needs. Added to this is the need for it to increase (at least with inflation) and for your funds to last for the rest of your days.

There are many tax effective pension strategies available to us to help us achieve your financial goals and it is our aim to work with you to determine the income stream that best suits your objectives and results in you paying the least amount of tax throughout all of your retirement years. This can be complex and involves careful planning and ongoing monitoring to ensure the plans stay on track.



“Superannuation is often the most tax effective vehicle in which to accumulate and protect your wealth”

Risk Management and Personal Insurance

When a financial plan is developed to build future wealth, consideration must be given to the plan's foundations and the foreseen risks that may impair or cause the plan to fail.

There are many risks to be considered such as the security and volatility of investment returns, as well as the current and future taxation treatment of investments. However, these only affect certain aspects of the financial plan. There are 'health related' situations beyond your control which must be addressed.

To address the risks that disability or premature death may create, it is logical to consider life insurance to provide for your financial needs.

There are a range of life insurance options available and unfortunately, no one strategy fits all circumstances as protection requirements will vary depending on your goals and what stage of life you are at.

Perks Wealth Management will work closely with you to:

- Identify and quantify the risks that may threaten your current and future financial security
- Take into account situations where you would accept levels of risk, rather than to have those risks insured externally
- Select the most suitable policy
- Structure the ownership of the policy that best fits your needs

The process of selecting the most suitable policy demands a well-researched selection process, not all covers are made equal. As a life insurance broker, this is really what we provide - the ability to discern what product best meets your desired needs with sound quality definitions, while still being affordable.

"As a life insurance broker, Perks Wealth Management act for our clients and not the insurance companies."



The Financial Products we are licensed to offer

Perks Wealth Management is authorised to advise and deal in the following products:

- Deposit and payment products
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Group and individual life insurance products
- Interest in managed investment schemes
- Retirement savings accounts ("RSA") product (as per the Retirement Savings Account Act 1997)
- Securities (including shares, managed funds and property trusts)
- Superannuation
- Margin Lending facilities

Asset Protection

Surprisingly, many business people unknowingly put their assets at risk. These include personal, investment and business assets. This happens because they do not structure their assets, liabilities, mortgages and business risks in such a way as to minimise the risks that may arise.

Assets usually take a long time to build but can be lost very quickly if exposed to business risk when unforeseen events occur. Protection of our clients' assets from unnecessary business risk is a very important part of our strategy to protect your wealth.

Estate and Succession Planning

Most people understand the need to accumulate wealth and adopt strategies to protect assets from risk. However, just as critical to sound financial management is the efficient transferring of wealth to the next generation.

The team at Perks Wealth Management sees estate planning as an integral part of your successful wealth management. It simply has to be done.

In formulating an efficient estate planning strategy Perks Wealth Management can assist with the following objectives:

- Minimise future capital gains tax implications
- Minimise any future income tax arising from the income earned from your assets
- Protect your assets, as far as legally possible, against the challenges facing beneficiaries of your estate
- Ensure legal documentation is in order to cover death and/or incapacity due to ill health

"Protection of our clients' assets from unnecessary business risk is a very important part of our strategy to protect your wealth"

Specialist financial advice resulting from Integrated Business Services

How Perks Wealth Management is paid

The financial services of Perks Wealth Management will be tailored to match the degree of active investment management that you are seeking. Outlined in this section is the methodology of our fee structure.

The Initial Meeting

There is no charge for an initial meeting, which will enable you and your Perks Wealth Management Adviser to assess the merits of working together. This meeting will also enable us both to consider the range of services that will best suit your needs.

Statement of Advice Preparation Fee

There is a professional service fee for the preparation of your Statement of Advice. This fee is determined by calculating the amount of hours required to complete the Statement of Advice and then applying our professional hourly rates, ranging from \$200 to \$350 per hour, for the team members at Perks with the requisite skills and experience to deliver the best result for you.

We will submit to you a fixed fee quote for the preparation of your Statement of Advice which would be approved by you in writing prior to the commencement of this work.

We will undertake the following process:

- understand all of your personal goals and objectives
- determine an accurate assessment of your financial situation
- formulate the best strategic approach for you to accumulate wealth tax effectively
- professionally present these strategies to you in a clear and concise manner

Implementation Work Fee

Once we have your agreement about the specific advice and recommendations outlined by us in your Statement of Advice, we would then be in a position to undertake the work required to implement the plan.

Implementing the plan requires us to undertake a number of actions on your behalf. These actions could include some or all of the following:

- assessment of your investment risk profile
- determination of recommended asset allocation
- specific investment recommendations for your portfolio
- establishment of your Investment Portfolio management system
- redemption and acquisition of investments as required
- post implementation audit

Our fixed quote for the implementation of these services is once again based on a calculation of the professional time to complete the work. Our professional hourly rates, range from \$200 to \$350 per hour to undertake this work. Our fixed fee quote would be approved by you in writing prior to the commencement of this work.

You have a right to request further information in relation to the remuneration, the range of amounts or rates of remuneration, and soft dollar benefits received by the licensee and/or representative.

Perks Wealth Management Pty Ltd may from time to time receive a benefit from preferred product providers by way of sponsorship of educational seminars, conferences or training days. Details of benefits above \$300 will be maintained on a Register.

“Perks will submit to you a fixed fee quote for the preparation of your Statement of Advice.”

Perks charge professional service fees for the financial advice we provide

Perks Ongoing Service

Following implementation of the financial planning strategies, to ensure you effectively plan and manage your wealth, Perks is committed to providing you with high quality service on an ongoing basis. We aim to provide you with access to expert financial advice that is clear and easy to understand.

We offer our ongoing advice through The Perks Managed Service.

The Perks Managed Service

The Perks Managed Service provides investors with the ability to select from an extensive range of managed fund and listed investments in order to tailor an investment portfolio specific to their individual risk tolerance, investment needs and objectives.

As part of the Perks Individually Managed Service, your Perks Wealth Adviser will review and make recommendations for your portfolio which are tailored to your individual situation, needs and objectives. In addition, you will be able to access strategic financial planning and investment advice from your Adviser, as required.

The diagram below shows the work undertaken by Perks Wealth Management Pty Ltd and services provided to you under the Perks Managed Service:



The Perks Managed Service ongoing fee structure is calculated as a percentage of the investment portfolio assets that we manage on your behalf. The fee structure is detailed below:

Level of Funds Under Management (with Perks)			Ongoing Fee Including GST (% pa)
\$1	to	\$500,000	1.80%
\$500,000	to	\$1,000,000	1.40%
\$1,000,001	to	\$2,000,000	0.90%
\$2,000,001	to	\$3,000,000	0.70%
\$3,000,001	+		0.40%

Please note:

- The above table relates to each separate account or investment entity
- The rates set out in the above table apply to the value of assets in each respective tier
- Subject to a minimum ongoing fee of \$3,600 pa

Investment Placement/Redemption Service

In certain situations clients may request Perks Wealth Management to provide an investment placement/redemption outside of the Perks Managed Service. An example of this may be the purchase or sale of an investment listed on the Australian Stock Exchange or investment in or redemption from a Retail Managed Fund.

A transaction fee of 1 - 2% (inclusive of GST) will apply to any such investment placements or redemptions.

If you act on a recommendation from us to purchase (or retain) any Retail Investment Products we may receive brokerage payments from the product providers. Product providers pay initial brokerage of up to 5% of the amount invested into a product together with an ongoing brokerage payment of up to 5% pa (of the investment value).

In addition brokerage may also be earned on Initial Public offerings (IPOs) that Perks Wealth Management secure and may offer to our clients. The amount of brokerage received will be dependent upon the Initial Public Offering being issued.

Specific details of any brokerage or remuneration received will be outlined in your advice or execution report.

Service Offering Variations

It is important to note that the Perks Wealth Management ongoing service options may differ from client to client. The appropriate level of service is dependent upon the needs of the client and the ongoing management required. These service level options can be discussed with your Adviser at any time and the agreed ongoing service will be detailed in your initial and/or subsequent Statement of Advices.

Wrap Disclosure

Perks Wealth Management has a relevant interest in a Portfolio Management System called the Perks Investment Manager and Perks Super and Pension Manager which may be recommended by Perks Wealth Management Advisers. Perks Wealth Management will outline this interest in your Statement of Advice.

Personal Insurance

If you act on a recommendation from us to purchase or retain a life insurance policy we may receive brokerage payments from the Insurer who issues the policy. What we are actually paid will be disclosed to you in dollar terms in your Statement of Advice before you proceed. Insurers presently offer a number of options as to how these payments are structured throughout the life of the policy. Insurers currently offer brokerage payments up to 124% of the first year's net premium (i.e. premium less stamp and other charges) and up to 33% for subsequent years over the life of the policy. Insurance policies are subject to a 14 day cooling off period which you can take advantage of should you change your mind after paying the initial premium.

Example: If your net annual premium was \$1500, the initial brokerage received in Year 1 and ongoing brokerage thereafter would be calculated as follows:

Annual Premium	Initial Brokerage	Ongoing Brokerage
\$1,500	\$1,500 100%	\$150 10%

What kind of compensation arrangements are in place and are these arrangements complying?

Perks Wealth Management Pty Ltd confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity insurance in accordance with s.912B of the Corporations Act 2001 (as amended). In particular our Professional Indemnity insurance, subject to its terms and conditions, provides indemnity up to the Sum Insured for Perks Wealth Management and our authorised representatives/representatives/employees in respect of our authorisations and obligations under our Australian Financial Services Licence. This instance will continue to provide such coverage for any authorised representative/representative/employee who has ceased work with Perks Wealth Management Pty Ltd for work done whilst engaged with us.

What do we expect from you?

As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Finance act to verify your identity and the source of any funds. This means that we will ask you to present identification documents such as passports and driver's licence. We will also retain copies of this information. We assure you that this information will be held securely.

When we disclose your personal information

We collect information about you for the purpose of reporting to AUSTRAC under the Anti-Money Laundering and Counter-Terrorism Financing Act 2006.



What you should do if you are not satisfied with the services you receive

We are continually striving to improve the quality of the advice and service that we offer our clients.

Consequently, we have a process in place to handle any concerns expressed to us in-house initially and then, if the concern cannot be dealt with satisfactorily, to seek independent support.

If for any reason you are not satisfied with what we are doing, please take the following steps:

1. Contact your Adviser and tell them about your complaint.
2. Detail your complaint in writing and address it to:

Head of Compliance
Perks Wealth Management Pty Ltd
247 Fullarton Road
Eastwood SA 5063
Phone: (08) 8273 9200
Email: compliance@perks.com.au

This will ensure that all parties involved fully understand your complaint.
3. Within five days of receipt of your written complaint, you will be notified of the receipt of your complaint and any outcome or further discussions that need to occur. We will try to resolve your complaint quickly and fairly.

Following this, if your concerns cannot be dealt with to your satisfaction then you should seek independent legal advice to consider your options.

4. If your complaint is of an ethical nature you may wish to contact the Financial Planning Association of which all Perks Investment Advisers, as Certified Financial Planners, are members. The Financial Planning Association's contact details are as follows:

South Australian office:
67 King William Road
UNLEY SA 5061
Phone: (08) 8291 8522
Fax: (08) 8271 6281
Website: www.fpa.asn.au

5. If you still do not receive a satisfactory outcome, you have the right to complain to the Financial Industry Complaints Service Ltd at the following address:

Compliance Manager
Financial Ombudsman Service (FOS)
GPO Box 3
Melbourne VIC 3001
Phone: 1300 780 808
6. If you still do not receive a satisfactory outcome, you can contact the Australian Securities and Investments Commission (ASIC) at their Freecall Infoline on 1300 300 630 which you may use to make a complaint and obtain information about your rights.

What our clients have to say about us...

"I have been with Perks for over 10 years, in the search for a more integrated approach to my business and financial needs. My expectations have been exceeded in every way, initially with business financial reporting and personal tax planning, and subsequently with long-term wealth creation strategies. Most importantly, estate planning and the associated strategies and structures have helped to ensure the financial well being of my family and me. If growing your business, and creating tax effective, protected wealth are important to you, I would strongly recommend the Perks team."

Grant Duncan
Duncan Orthodontics

"Perks have led us through many changes with a level of efficiency and professionalism we had not experienced before.

The team at Perks have always been accessible, personable and proactive in their service to us the client. Along with their financial management arm Perks Wealth Management, they have given us timely advice on forward planning, financial management, insurance matters and succession strategies. The synergy between these two entities is a definite advantage that we believe gives us an integrated, professional approach to our business and personal financial management."

Neil and Andrew Pike
Directors
Pikes Wines Pty Ltd

"I genuinely believe Perks to be one of the leaders in their field in Australia. If they are not representing you, they should be."

Greg Ennis
Managing Director
Ennis Partners Real Estate



Our privacy policy and how it affects you

Knowing you is critical

As a client of Perks Wealth Management it is vitally important that we understand what you expect of us. This means that your Adviser must understand your current financial situation, your specific needs and your objectives for the future. Clearly we will need to be working closely together on these issues to ensure your information is up to date and our recommendations are suited to your needs.

Perks Wealth Management may collect information from you for the following purposes:

- Provide investment portfolio management, financial planning and personal risk services
- Completion of application forms;
- To provide services to assist in meeting your requirements, goals and objectives; and
- To market services that may be supplied by Perks or by other suppliers, which may be of interest to you, unless informed not to do so.



In connection with the provision of services, it may be necessary for us to disclose your personal information to other professionals and organisations such as:

- Financial institutions (including fund managers, life companies, superannuation trustees and share brokers)
- Government departments eg Australian Taxation Office and Centrelink
- Associated companies and internal divisions of Perks, which is the owner of Perks Wealth Management to assist in the provision of client services
- External service providers and auditors

We undertake not to use or disclose information collected, for purposes other than those detailed above, or related purposes, unless the law requires the disclosure or you have provided us with consent to do so.

If you would like to obtain a full copy of our Privacy Policy please contact your Adviser or "Head of Compliance" at Perks on 08 8273 9200 or compliance@perks.com.au

On an ongoing basis, an ROA will be provided instead of an SOA if there have been no significant changes in your personal circumstances or the basis of the advice has not significantly changed since your last SOA was provided. You have the right to request a copy of your ROA at any time.

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