

Financial Services Guide

Part 2 - Adviser Profile



John McLoughlin

Date: 01 July 2021

PART 2 (Adviser Profile)

Part 2 (Adviser Profile) contains the following sections:

- About Your Adviser (Section 1);
- The Services I Provide (Section 2);
- Fees and Charges (Section 3); and
- Contact and Acknowledgement (Section 4).

This document is Part 2 (Adviser Profile) of the Financial Services Guide (FSG) 1 July 2021 and should be read together with Part 1. Part 2 sets out specific details about me as an Authorised Representative of Banyan Securities Pty Ltd ('Banyan') and M.P.F.P Pty Ltd.

I am authorised by Banyan to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. I have also been authorised by Banyan to distribute this FSG.

Banyan Securities Pty Ltd
ABN 79 609 452 226 holder of
Australian Financial Services Licence No. 484139

Ground Floor, Suite 2, 622 Ferntree Gully Road,
Wheelers Hill VIC 3150

Email: info@banyansec.com.au
Website: www.banyansec.com.au

SECTION 1

ABOUT YOUR ADVISER

WHO IS YOUR FINANCIAL ADVISER?

Your Financial Adviser is John McLoughlin

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to John McLoughlin, M.P.F.P. Pty Ltd and Life Financial Services. The term 'Representatives' refers generally to Banyan's Authorised Representatives.

My Authorised Representative number is 247950 and the Corporate Authorised Representative number is 444085.

WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

I have extensive experience in the financial planning industry. I have spent over 37 years as a Financial Adviser offering advice to individual clients as well as small and large business clients. Prior to Banyan, I was a Financial Adviser with Apogee, Securitor and AMP.

WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

I am a Certified Financial Planner[®]. I hold a Diploma of Financial Planning (Financial Services) and I am a member of the Financial Planning Association of Australia Limited.

DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

I have an association with M.P.F.P. Pty Ltd (30 564 652 747) as a director. Fees and commissions are paid to M.P.F.P. Pty Ltd by Banyan. M.P.F.P. Pty Ltd is also a Corporate Authorised Representative of Banyan and is not a related company of Banyan. M.P.F.P. Pty Ltd's Authorised Representative number is 444085.

SECTION 2

THE SERVICES I PROVIDE

WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

I am authorised by Banyan to provide financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Superannuation products;
- Retirement savings account products;
- Securities (e.g. shares); and
- Self-Managed Superannuation Funds

ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED TO PROVIDE?

I am not authorised by Banyan to provide advice or services in the following areas:

- Standard margin lending facilities;
- Derivatives;

Please ask me if you would like a referral for any financial services not listed here (for example credit advice). If I receive a specific fee for this referral, it is disclosed below in Section 3 'Fees and Charges'. It may also be disclosed in an advice document such as a Statement of Advice ('SoA'), if I provide you with personal advice.

HOW CAN YOU PROVIDE YOUR INSTRUCTIONS TO ME?

You may provide instructions to me by using any of the contact details provided in Section 4 'Contact & Acknowledgement'.

PRIVACY STATEMENT

In addition to the information provided in the Banyan FSG Part 1 on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available at www.banyansec.com.au and/or by calling us on 03 9595 3855.

SECTION 3

FEES AND CHARGES

HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Banyan.

If any fees or commission is payable, Banyan receives those fees or commissions then pays up to 100% of those commissions to M.P.F.P Pty Ltd. A proportion of all the fees and commissions M.P.F.P Pty Ltd receives per annum is payable to Banyan.

I receive director fees and profit share as a director of M.P.F.P Pty Ltd. as determined by that company as appropriate from time to time

WHAT IS YOUR FINANCIAL ADVISERS FEE STRUCTURE?

As part of detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, I will discuss and agree the fees with you.

Advice fees are inclusive of GST and payable by you at the following stages:

- 1.) **Recommendation:** For having a personalised financial plan (Statement of Advice) prepared, a plan preparation fee (between \$3,300 - \$33,000) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you. Please note my initial advice fees still apply where you decide not to implement my advice.
- 2.) **Implementation:** I may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed
 - a. a range from \$330 (min.) to \$7,700 (max.); or
 - b. \$330 per hour; or
 - c. 0.5% of the initial funds invested, or 77% of initial premium (22% after the first year)

the maximum of entry fees or contribution fees specified in the Product Disclosure Statement (PDS) for the recommended product; whichever is the greater

- 3.) **Ongoing Advice Service and Reviews:** If you choose to have me conduct a review of your financial plan to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a review fee. If you choose to have me provide an ongoing advice service, you may be charged a fee ranging from \$2,750 to \$35,000 per annum. All fees may be deducted from your investment funds and paid to me by product providers instead of being invoiced directly to you

Where a placement fee and/or implementation fee is charged, I may rebate all or part of the initial commissions and/or ongoing commissions received from a product issuer, by way of an increase in your investment amount.

Where I receive an initial commission and/or ongoing commission amount, I may rebate all or part of the implementation and/or placement fee to you.

All fees are inclusive of GST.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

WHAT AMOUNTS DO MY EMPLOYER AND OTHER RELATED ENTITIES RECEIVE FOR FINANCIAL SERVICES?

M.P.F.P. Pty Ltd receives 100% of fees, commissions and incentives. The directors of M.P.F.P. Pty Ltd have a profit share arrangement to distribute company profits annually to shareholders and staff.

WHAT OTHER BENEFITS DOES YOUR FINANCIAL ADVISER RECEIVE?

In addition to the remuneration detailed above, I am eligible to qualify for other benefits and entitlements as detailed below:

- From time to time we may accept alternative forms of remuneration from product providers or other parties (up to a value of \$300), such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that

relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

WILL YOUR FINANCIAL ADVISER BE PAID WHEN MAKING A REFERRAL?

I provide and receive referrals for certain financial services but do not pay nor receive benefits for these referrals.

SECTION 4

CONTACT & ACKNOWLEDGEMENT

HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

Your Financial Adviser: **John McLoughlin**
M.P.F.P Pty Ltd
 Phone: 03 5450 3999
 Fax: 03 5450 3956
 Email: info@lifefs.com.au

Practice details: **Life Financial Services**
 6 Fitzroy St, Kerang, VIC, 3579
 Phone: 03 5450 3999
 Website: www.lifefs.com.au

ACKNOWLEDGEMENT – CLIENT COPY

I/We acknowledge that I was/we were provided with the Banyan Securities Pty Ltd FSG Part 1 dated 01 July 2021 and Part 2 (Adviser Profile) dated 01 July 2021.

Client name: _____

Client signature: _____ Date received: _____

Client name: _____

Client signature: _____ Date received: _____

OR complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the Banyan Securities Pty Ltd FSG Part 1 dated 01 July 2021 and Part 2 (Adviser Profile) dated 01 July 2021 as follows:

Sent to (Client name(s)): _____

Sent on (Date): _____

Sent by (Name): _____

ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)

I/We acknowledge that I was/we were provided with the **Banyan Securities Pty Ltd** FSG Part 1 dated 01 July 2021 and Part 2 (Adviser Profile) dated 01 July 2021.

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BANYAN SECURITIES

Banyan Securities Pty Ltd
ABN 79609452226
AFSL No.: 484139