Ascent Private Wealth Financial Services Guide

ACN 115 198 742 | Authorised Representative No: 328222 **Version number: 18.02**

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) dated 21 January 2020 and should be read in conjunction with Part One of our FSG dated 13 January 2020. Together these documents form the complete FSG.

Ascent Private Wealth Pty Ltd ACN: 115 198 742 ATF Ascent Private Wealth Unit Trust ABN: 63 112 123 742 <trading as Ascent Private Wealth) is an Authorised Representative of Count Financial Limited (Count).

The individual(s) listed in this FSG are authorised by Count to provide personal advice through Ascent Private Wealth.

Our contact details:

Address: Suite 103, 12 Cato Street Hawthorn East VIC 3123
Phone: +61 3 9672 5111
Email: enquiries@ascentpw.com.au
Web: www.ascentpw.com.au

Alan Morey

Authorised Representative Number: 241907

Alan is an Authorised Representative of Count and an employee of Ascent Private Wealth, and receives a salary and bonus subject to KPI performance.

Alan has 40 years of experience in the financial services industry and has been providing clients with tailored personal financial advice for over 20 years. Alan Morey attained a Bachelor of Economics from Monash University in 1978 and a Master of Applied Finance from Melbourne University. Alan has also attained the internationally recognized designation of Certified Financial Planner (CFP™) as a member of the Financial Planning Association. In addition, Alan is an accredited SMSF Specialist Advisor (SSATM) of the SMSF Professionals Association (SMSF Association).

Financial services and product types

Alan is authorised to provide advice in the following areas:

- Deposit and Payment Products
- Government Debentures, Stocks and Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Accounts Products
- Securities
- Superannuation

How to contact me: enquiries@ascentpw.com.au or +61 3 9672 5111

Initial consultation	This is usually at our expense, although under some circumstances an agreed hourly charge may apply.
Strategy presentation fee	When strategy papers are prepared these would be charged for at an hourly rate and potentially rebated against the cost of advice when agreement is rebated to prepare a Statement of Advice. The present hourly rate is $330 (incl. GST).
Advice preparation	Prior to the provision of personal advice we will agree upon a preferred payment option for both parties. Below is a summary of our fees if you elect to pay us a fee for our services. I will inform you of the exact fee payable promptly in writing. **Service based charging** The fee for the preparation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. The minimum fee for this is $1,100 (incl. GST) unless otherwise agreed. **Borrowed funds** If I recommend you acquire investments using borrowed funds then I will not charge any advice preparation fee but an implementation fee may apply (see the 'Implementation fee' disclosed below). If you decide not to implement my recommendations, the fee for the preparation of the statement of advice will be a minimum of $330 and a maximum of $10,000 (incl. GST).
Implementation fee	In the majority of cases, the implementation of our advice is complimentary. However, in certain scenarios, the following implementation fee may apply (all fees are GST inclusive): • **Portfolios less than $250,000**: Implementation fee of between $450 and $1,500 • **Portfolios between $250,000 - $500,000:** Implementation fee of between $1,500 and $3,000 • **Portfolios in excess of $500,000:** Implementation fee of between $3,000 and $5,000 If you decide not to implement my recommendations, the fee for the preparation of the Statement of Advice will be payable in full. **Borrowed funds** If I recommend you acquire investments using borrowed funds then an implementation fee between $450 and $2,500 (incl. GST) may apply. I will inform you of the exact fee payable promptly in writing.
Ongoing service fees	Our ongoing advice fees vary depending on scope and complexity and range from $1,100 p.a. while the maximin is 1.1% of the value of your portfolio under management each year (incl. GST), unless otherwise agreed. The exact cost of the ongoing review service will depend on the level of complexity of the review offering that is agreed upon. The actual fee will be quote per plan and per ongoing service agreement. I will recommend an appropriate review package of services in light of your circumstances. We also have tailored review services that are available upon request. If you elect our ongoing review services, the ongoing service fee is based on the complexity of ongoing advice and services provided. You will be able to access to our highly reputed process, which can include up to three client-centric review meetings per year, ten (10) key deliverable, comprehensive financial monitoring process and access to our bespoke Ascent Private Wealth Tailored Portfolio. Should you require any additional services outside of any agreement between you and your adviser, an amount of up to $330 per hour may be applied.

Borrowed funds

If I recommend you acquire investments using borrowed funds then your ongoing fee will be a minimum of $450 p.a. and a maximum of $2,500 p.a. (incl. GST). The ongoing service fee is collected monthly through the product issuer or paid directly by you via credit card, cheque or direct debit.

Ad hoc advice and supplementary service fees

Ad hoc advice

Where you do not wish to participate in an Ongoing Services Agreement but require ongoing advice on and hoc basis, and/or advice outside the scope of an existing agreement, a time basis fee may apply as below:

- Adviser - $330 per hour
- Paraplanner and other Support Staff - $220 per hour

Supplementary Services

For supplementary services, such as the provision of general research material, or the completion of administrative tasks, a time basis fee may apply as below:

- Adviser - $330 per hour
- Paraplanner and other Support Staff - $220 per hour

All fees are GST inclusive.

Non-advisory implementation fees

We provide a financial service to facilitate buying or selling of a specific financial product as instructed by you. If we assist you on an execution only basis (ie where you have been offered and declined advice), a one-off fee at a maximum of $330 per hour (incl. GST) will applied.

Referral arrangement

I do not have a referral arrangement in place. If you have been referred to me by a third party and you use our services, I will not receive any benefit from the third party.

I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested, but where you do, I do not receive any referral fee or other benefit from the business transacted on your behalf.