

Representative Profile

This document forms part of the Financial Services and Credit Guide and is designed to clarify who we are, what we do, and aims to help you decide whether to use our services.

Who we are

Your adviser Andrew McLauchlan is a Representative of GWM Adviser Services Limited.

Andrew McLauchlan's Authorised Representative (AR) number is 243466

Andrew McLauchlan provides financial services as a financial planner with Alex McLauchlan Associates Pty Ltd T/As McLauchlan and Partners ABN 83 010 055 802.

Andrew McLauchlan has a Bachelor of Commerce through Bond University and is a Qualified member of the Institute of Chartered Accountants and holds a Advanced Diploma of Financial Services.

Garvan Financial Planning has authorised your adviser to provide you this Financial Services and Credit Guide.

What we do

Andrew McLauchlan is authorised by Garvan Financial Planning to provide financial advice in relation to:

- Wealth Accumulation
- Income & Asset Protection
- Tax Strategies
- Superannuation
- Retirement & Redundancy Planning
- Estate Planning
- Government Benefits
- Debt Management
- Credit Assistance

and to provide advice and deal in the following financial products:

- Basic Deposit Products
- Non-basic Deposit Products
- Non-cash Payment Facilities
- Derivatives
- Government Debentures, Stocks or Bonds
- Life Products – Investment Life Insurance
- Life Products – Life Risk Insurance
- Managed Investment Schemes, including Investor Directed Portfolio Services (IDPS)
- Superannuation
- Retirement Savings Accounts
- Securities
- Standard Margin Lending Facilities

Your adviser is limited to the product range of an approved panel of risk insurance providers for Life Risk Insurance Product recommendations.

Andrew McLauchlan is not authorised by Garvan Financial Planning to provide financial product advice in the following financial products:

- General Insurance Products

Contact us

For more information on anything you have read in this document, or if there is anything else we can help you with, please contact Andrew McLauchlan at:

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P O Box 5822 GCMC QLD 9726
Phone (07) 55399095
Fax (07) 55390986
Email service@mclauchlanpartners.com.au

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How we charge for our services

Initial consultation	\$300 Paid on your behalf by McLauchlan and Partners
Advice preparation	From \$990 to infinity.
Implementation (fee for advice)	<p>From \$990 to Infinity. The fees will depend on the size of the investment portfolio and the complexity of the advice:</p> <p>You may pay fees by credit card, direct debit, cheque or collected through the product issuer.</p>
Ongoing fee for service	<p>If you elect to pay a fee for the ongoing review of your financial planning strategy, the ongoing service fee is based on the complexity of ongoing advice and the services provided. The minimum fee is \$330 while the maximum is 1.173% of the value of your portfolio each year. We will receive ongoing commission (as detailed below) for any life insurance products you have in addition to this fee.</p> <p>The ongoing service fee may be collected monthly through the product issuer or paid directly by you via credit card, direct debit or cheque.</p>
Ad hoc advice	Where you do not wish to participate in an ongoing service fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of between \$165 and \$330 may apply.
Implementation & ongoing services (commission on investment products – including margin loans)	Unless you have agreed to a fee for advice arrangement we will receive commission for our initial and ongoing services to you. The relevant product issuer will pay initial upfront commission is between 0% and 5.5% and ongoing commission between 0% and 0.88% of the value of your investments (including margin loans) for as long as you hold the product. Commissions are paid to us by the product provider and are not a direct cost to you.
Implementation & ongoing services (commission on life insurance products)	Unless you have agreed to a fee for advice arrangement we will receive commission for our initial and ongoing services to you. The relevant insurer will pay initial commission between 0% and 130% and ongoing commission between 0% and 33% of the annual premium for as long as you hold the product. Commissions are paid to us by the product provider and are not a direct cost to you.
Implementation & ongoing services (commission on credit contracts)	Unless you have agreed to a fee for advice arrangement we will receive commission for our initial and ongoing services to you. The relevant credit provider will pay initial commission between 0% and 0.75% and ongoing commission between 0% and 0.5% of the value of your loan for as long as you hold the product. Commissions are paid to us by the product provider and are not a direct cost to you.

Notes:

- All commissions and fees are inclusive of GST.
- Fees could be greater than those disclosed above in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

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Benefits we may receive

We have detailed below how certain product purchases may benefit our business.

Business Equity Valuation (BEV)

In the event of our death or permanent disablement, or if we were to leave the financial planning industry, Garvan Financial Planning provides a buyer of last resort option called BEV. This helps manage the transition of ownership to ensure you continue to receive advice.

In addition, we are part of a corporate structure and have a succession agreement in place to manage the transition of ownership should we leave the business.

The value of a sale under BEV is based on a multiple of ongoing revenue received by the business on an annual basis. The multiple can range from 2.5 to 4 depending on the proportion of the ongoing revenue that comes from clients who hold MLC group financial products.

Here are some examples to help you understand the potential benefit to us of our clients holding MLC group product:

- If the ongoing revenue of the business was \$100,000 and 50% of our clients held MLC group products, the sale value for the financial planning business would be between \$250,000 and \$350,000;
- If the ongoing revenue of the business was \$100,000 and 85% of our clients held MLC group products, the sale value for the financial planning business would be up to \$400,000;

Importantly, BEV is subject to us meeting certain compliance requirements and standards.