



# Financial Services and Credit Guide

**Diversified Financial Planners Pty Ltd**

Version 4.1

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Diversified Financial Planners Pty Ltd (NBLMN-Z) (ABN 73 089 935 295) is an Authorised Representative (Authorised Representative number 248190) and credit representative (Credit Representative number 370817) of Akumin Financial Planning Pty Ltd.

References to "our", "we", "us", "me" and "I" refer to Diversified Financial Planners Pty Ltd.

This Financial Services and Credit Guide ("Guide") contains information that will help you decide whether to use the financial services we offer. It sets out:

- who we are and how to contact us
- the advice and services we provide
- information about the Licensee
- our fees and how we are paid in connection with those services
- how we manage your private information
- how you can complain about a matter relating to us

### **Not Independent**

Generally, we provide personal advice in line with the Licensee's Approved Product and Services List (APSL) which may include financial products and services associated with the Licensee. We may receive commissions from life insurance products we recommend and non-monetary benefits such as training and educational seminars from product providers. For these reasons, we are not considered independent, impartial, or unbiased.

## About our practice

Diversified Financial Planners Pty Ltd was established in 1999 by the current practice principal, Dean Hutchins.

At Diversified Financial Planners, our team recognises the importance of developing an ongoing relationship with our clients to deliver comprehensive, tailored advice, professional service and strategic solutions.

We encourage our clients to take control of their financial future by adopting a partnership approach to create a plan that will guide them on their journey.

### **Our Frankston Office Contact Details:**

Address: 6-8 Skye Road, Frankston, Victoria, 3199

Phone: 03 9770 6499

Email: [mail@diversifiedfp.com.au](mailto:mail@diversifiedfp.com.au)

Website: [www.diversifiedfp.com.au](http://www.diversifiedfp.com.au)

The guide provides information about our advisers including their contact details, qualifications, experience and the services they may offer and financial products they can advise on.

Diversified Financial Planners Pty Ltd has more than one office. This FSCG details information about our practice only.

### **Korumburra Office Contact Details:**

Address: 32 Commercial Street, Korumburra, Vic, 3950

Phone: 03 5658 1020

Email: [mail@diversifiedfp.com.au](mailto:mail@diversifiedfp.com.au)

## Documents you may receive in the financial planning process

We will provide you with several documents as you progress through your financial planning and advice journey. We may provide these documents electronically to your nominated email address, unless otherwise agreed.

When we provide personal advice, it will normally be documented and provided to you in a Statement of Advice (SoA). The SoA contains a summary of your goals and the strategies and any financial products we may recommend to achieve your goals. It also provides you with detailed information about product costs and the fees and other benefits we and others will receive, as a result of our advice.

If we provide further personal advice an SoA may not be required. We will keep a record of any personal advice we provide you for seven years. You may request a copy of such records by contacting us during that period.

If we recommend or arrange a financial product for you, we will provide a Product Disclosure Statement (PDS), or Investor Directed Portfolio Services (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks, as well as the costs you will pay the product provider to manage that product. You should read any warnings in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

## Our advice and services

We are authorised to provide personal or general financial advice on:

- Wealth Accumulation
- Personal insurance
- Superannuation strategies and retirement planning
- Retirement income streams, including pensions and annuities
- Budget and cash flow management
- Centrelink and other government benefits

We are authorised to provide advice on and arrange the following products:

- Superannuation
- Securities
- Retirement savings accounts
- Managed investment schemes including Investor Directed Portfolio Services (IDPS)
- Deposit and payment products, including basic deposit, non-basic deposit, and non-cash payment products
- Life Products – Investment life insurance
- Life Products – Life risk insurance (including life cover, income protection cover, total and permanent disability cover, and trauma cover)

Your adviser may also be authorised to advise on other specialist areas. These are listed in their adviser profiles.

## Transaction services

In limited circumstances, we can arrange financial product transactions for you on your instruction without providing personal advice.

## Instructing us

You can give us instructions by telephone, mail, email, or other methods, as agreed with your adviser.

## Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if information you provide is incomplete or inaccurate, the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we can determine if our advice is still appropriate.

## Privacy Collection Statement

We are committed to protecting your privacy and outline below how we maintain the privacy of the information we collect about you.

As part of the advice journey, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to analyse your needs, objectives and financial situation, so our recommendations may not be appropriate or suitable for you.

We are also required to implement client identification processes under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006. We will need you to present identification documents such as passports and driver's licenses to meet our obligations.

We keep your personal information confidential and only use it in accordance with the Akumin Pty Limited (Akumin) Privacy Policy. Some of the ways we may use this information are set out below:

- We and the Licensee may use this information to provide financial and/or credit advice and services to you, including passing on your details to third parties such as product issuers;
- We may disclose your information to other financial advisers, brokers and those who are authorised by the Licensee to review clients' needs and circumstances from time to time, including other companies within Akumin and Entireti;
- Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist us, Akumin and Entireti to provide financial and/or credit advice and services to you. A list of countries where these service providers are located can be found in the Privacy Policy;
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (you can opt-out at any time); and
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

We and the Licensee will continue to take reasonable steps to protect your information from misuse, loss, unauthorised access, modification or improper disclosure. You can request access to the information we or the Licensee holds about you at any time to correct or update it as set out in the Akumin Privacy Policy. The Akumin Privacy Policy also contains information about how to make a privacy complaint. For a copy of the Akumin Privacy Policy visit <http://www.akumin.com.au/privacy-policy> or you can contact us.

### Confidence in the quality of our advice

If at any time you are not satisfied with our services, the following will help you understand your options and find a resolution.

- Contact your adviser and tell them about your complaint.
- Alternatively, you can contact the Licensee at:
  - Phone 1800 812 388
  - Email:- [complaints@akumin.com.au](mailto:complaints@akumin.com.au)
  - Online at [www.akumin.com.au](http://www.akumin.com.au)
  - In writing to:

### Attention: Advice Complaints Department

Akumin Financial Planning Pty Limited  
Level 6, 88 Phillip Street  
Sydney NSW 2000 Australia

They will try to resolve your complaint quickly and fairly. They will provide you with a decision about your complaint within 30 days of us receiving it.

We note that in some circumstances, it may not be possible for us to completely resolve a complaint within this timeframe. If you do not agree with our decision in respect of your complaint, or are otherwise unsatisfied with our response, you may escalate your complaint to one of the following External Dispute Resolution Schemes.

<p><b>Any issues about financial advice, investments, superannuation, insurance matters, or credit matters</b></p>	<p><b>Australian Financial Complaints Authority (AFCA)</b>  GPO Box 3, Melbourne VIC 3001  1800 931 678  <a href="http://www.afca.org.au">www.afca.org.au</a>  <a href="mailto:info@afca.org.au">info@afca.org.au</a></p>
<p><b>Any issue about your personal information</b></p>	<p><b>The Office of the Australian Information Commissioner</b>  GPO Box 5218, Sydney NSW 2001  1300 363 992  <a href="http://www.oaic.gov.au">www.oaic.gov.au</a>  <a href="mailto:enquiries@oaic.gov.au">enquiries@oaic.gov.au</a></p>

You may also contact the **Australian Securities & Investments Commission (ASIC)** on 1300 300 630 (free call info line) to make a complaint and obtain information about your rights.

### Professional indemnity insurance

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. The Licensee is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance also covers claims arising from the actions of former employees or representatives of the Licensee, even where subsequent to these actions, they have ceased to be employed by or act for the Licensee.

### About the Licensee

Akumin Financial Planning Pty Limited; ABN 89 051 208 327 Australian Financial Services Licensee and Australian Credit Licensee; Licence No: 232706

Registered office is at Level 6, 88 Phillip Street, Sydney NSW 2000 Australia

The Licensee has:

- Approved the distribution of this Guide
- Authorised us to provide advice and other services as described in this Guide.

### About Akumin Pty Limited & Entireti Limited

The Licensee is a wholly-owned subsidiary of Akumin Pty Limited.

Akumin Pty Ltd is a subsidiary of Entireti Limited, a group that specialises in licensing and advice business services to financial planning practices and their clients.

AMP Limited holds a minority stake (currently 30%) in Akumin Pty Ltd.

We can provide advice on products and services from a wide range of financial product and service providers, some of which are related or associated with the Licensee.

If we recommend a product issued by AMP Limited or a third party product issuer, they will benefit from our recommendation by receiving product, administration and investment fees, as well as fees paid by fund managers to distribute their product. These fees are all disclosed in the relevant PDS or IDPS guide.

Salita Portfolio Services Pty Ltd, a wholly owned subsidiary of Entireti Limited, provides portfolio construction and investment services to third party product issuers and receives fees for those services.

Entireti Lending Solutions Pty Ltd, a wholly owned subsidiary of Entireti Limited, provides credit services to their clients and receives remuneration, including commissions, fees and other benefits for those services.

The Licensee maintains an APSL, from a diversified selection of approved Australian and International fund providers, including companies related to the Licensee. These have been researched by external research houses as well as our in-house research team. The Licensee regularly reviews products and services to ensure they remain competitive with similar products that address similar client needs and objectives. Generally, we recommend products on the APSL. However, if appropriate for your needs, we may, subject to the Licensee's approval, recommend other products.

Authorised Representatives and/or staff employed in our business may hold shares in AMP Limited, whose share price may be favourably affected by the sale of products issued by AMP Group companies.

## Our fees

We will discuss and agree the actual fees with you before we proceed and where relevant the fees and commissions will be disclosed in the advice document provided to you. The following section outlines the types of fees that may apply.

The fees charged for our advice and services may be based on a combination of a set dollar amount, or a percentage-based fee. Our agreed advice and service fees may include charges for one off or regular fees. We may also receive initial or ongoing commissions from certain product providers.

### Licensee fees

Unless stated otherwise, all permissible revenue, including any advice and service fees and commissions will be paid to the Licensee. It will then pass on the amounts due to us through its payment system. The Licensee charges us a Licensee Fee each year. The Licensee Fee is determined as an annual amount based on a number of factors, including our business revenue, the number of advisers and/or accredited mortgage consultants in the practice and a practice fee.

### Other costs

Other costs may apply in the process of providing our advice and services to you. We will agree all additional costs with you prior to incurring them.

The following table outlines the range of fee we charge and should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice. All fees and charges include GST.

Fee type & Description	
<b>Initial fees</b>	
Initial Advice Fee	Starting from \$5,500 including GST
Transactions without our advice	Starting from \$1,100 including GST
Implementation fee / Placement fee	Starting from \$1,100 including GST
SMSF Initial Advice, Establishment and Implementation fee	Starting from \$13,500 including GST
SMSF - take over of existing fund	Starting from \$13,500 including GST
Aged Care	Starting from \$550 including GST

### Ongoing service Fee

If we entered into an ongoing fee arrangement for an ongoing review of your financial planning strategy, the fee can range from \$4000 and an increase due to complexity of service. Details of the services and fees will be set out within the agreement.

### Annual advice and service fees

We offer an annual review and client service to help you stay on track to meet your goals. The cost of these services is determined by the level of complexity of your situation, goals and objectives and advice provided to you that requires an annual review. These fees will be agreed with you at the initial advice presentation meeting and subsequent annual review meetings.

Service	Fee amount
Ad Hoc Meeting and Service - Based on hourly rate	Starting from \$440 per hour, including GST
Ad Hoc Meeting - Based on flat fee	Starting from \$1,760 including GST
Self Managed Super Fund (SMSF) Advice	Starting from \$12,000 per year, including GST
Standard (non SMSF) - Ongoing Review	Starting from \$4,000 per year, including GST

The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement

### Commissions

We may receive commission when implementing certain products for you, in line with the below. Any commission amounts will be disclosed to you when providing advice. The following table is a guide of commissions we may receive.

### **Insurance (including those held within superannuation):**

**Initial commissions:** Up to 66% of the first year's premium for new policies implemented from 1 January 2020.

We may receive commissions on increases or additions to existing policies of up to 130%.

#### **Ongoing commissions:**

Up to 22% of the insurance premium each following year.

**For example:** On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, we would receive an initial commission of up to \$660. We would receive an ongoing commission of up to \$330.00 pa.

All fees and charges include GST.

If an agreed advice fee is charged then we may rebate all or some of the commission.

## Other business interests and relationships

### **Our Referral arrangements**

We may receive payments to refer you to other service providers. These amounts do not involve additional costs and will be disclosed to you at the time of your referral. Our current referral arrangements are on page 9:-

## Other benefits we may receive

In addition to the payments explained above we may receive other monetary and non-monetary benefits, support services or recognition from the Licensee to help us grow our business. These are not additional costs to you. They could include training, badging rights, technology and technology support, marketing, financing, events or other recognition we are eligible for. We may receive benefits from product issuers that may include non-monetary benefits that are valued at less than \$300. We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items.

From time to time, Entireti Limited may facilitate access to the Licensee and us to be trained and educated by product issuers on their products.

### **Personal and professional development**

The Licensee provides personal and professional development opportunities such as education and professional development programs, offered annually to qualifying practices.

Provider	Services	Payment arrangement
AMP Bank	Home and business lending services	<p>Up to 0.85% initial commission and up to 0.25% ongoing commission</p> <p>For example, for a loan of \$100,000 we would receive up to \$850 initial commission and up to \$250 ongoing commission</p>
SXJ Pty Ltd ATF the PJ and NE Nelson trading as Nelson Financial	Lending	<p>We have a referral arrangement with Nelson Financial through which we refer clients for loans. If you are referred by us, then we receive a referral fee of 30% of any up front commissions or part of the fee for services paid by Akumin. We also receive 50% of any ongoing commission paid by Akumin.</p> <p>For example, if the up front commissions of \$1,000 are received by Akumin we will receive \$300 of this amount. If there is an ongoing commission paid of \$2,000 received by Akumin we will receive \$1,000 of this amount.</p>
Allianz Australia Insurance Limited	<p>We may refer you to Allianz, who will assist you with your general insurance needs including:</p> <ul style="list-style-type: none"> <li>• Home &amp; contents insurance</li> <li>• Car insurance</li> <li>• Landlord's insurance</li> <li>• Caravan &amp; trailer insurance</li> </ul> <p>Please be aware that we're unable to offer advice on general insurance products, and this is not a recommendation to purchase insurance with Allianz.</p>	<p>If we refer you to Allianz for general insurance, the Licensee will receive:</p> <p>14% of the premiums paid for home &amp; contents or landlords insurance.</p> <p>5% of the premiums paid for Car or Caravan &amp; trailer insurance. The Licensee will pass 80% to us.</p> <p>Example: If the total referral fee is \$500, the Licensee will retain \$100 and we will receive \$400.</p>
AIA Health	Private Health Insurance Referral Service	<p>AIA Health will pay a referral fee of 20% of the client's first year's premium (plus GST), of which 16% (plus GST) will be passed onto the Practice, and the remaining 4% (plus GST) will be retained by the licensee. All referral fees are paid to the licensee</p>
		<p>We may introduce you to Yodal Ptd Ltd to assist with your estate planning. While we may support you by facilitating the process, any legal advice will be provided via Yodal's legal panel and not by us. We will not receive a fee from Yodal to introduce you to them</p>

# Our Financial Adviser Profiles

## About Dean Hutchins



Phone	03 9770 6499
Email	mail@diversifiedfp.com.au
Authorised representative number	249236
Credit representative number	370818

### Qualifications (Finance related)

- Master of Financial Planning
- Graduate Diploma of Financial Planning
- Diploma of Financial Planning

### Professional memberships

- FAAA - Financial Advice Association Australia
- Self Managed Super Fund Association (SMSFA)

### Professional designations

- CFP - Certified Financial Planner (FPA)
- FSSA - Fellow SMSF Specialist Advisor™
- FChFP - Fellow Chartered Financial Practitioner

### The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section in this guide. In addition to the areas listed in that section, I can also advise on:

- Standard margin lending facilities
- Derivatives (limited to advising on and dealing in derivative-related products approved by the licensee)
- Self-managed super funds
- Complex Investments

I am also a credit representative of Akumin Financial Planning and am authorised to provide strategic debt advice regarding how to structure debt, suitability of existing loan structures and repayment options. I am not authorised to provide credit assistance. If you require advice involving mortgages or other lending products, I can refer you to an accredited mortgage consultant.

### How I am paid

I receive the following from our practice:

- salary
- dividends
- equity in the practice

Based on the above, the following contains my remuneration details: -

- I am a director and employee of Diversified Financial Planners Pty Ltd. As a director and employee, I receive salary plus a distribution of the profits of the business. I am also the trustee and a beneficiary of the D & M Hutchins Family Trust which is the sole shareholder of Diversified Financial Planners Pty Ltd. The D & M Hutchins Family Trust and its beneficiaries are entitled to dividends paid on the shares.

## About Kimberley (Kim) Richardson



Phone	03 9770 6499
Email	mail@diversifiedfp.com.au
Authorised representative number	427899
Credit representative number	427900

### Qualifications (Finance related)

- Graduate Diploma of Financial Planning
- Advanced Diploma of Financial Planning

### Professional designations

- Financial Planner

### The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section in this guide.

I am also a credit representative of Akumin Financial Planning and am authorised to provide strategic debt advice regarding how to structure debt, suitability of existing loan structures and repayment options. I am not authorised to provide credit assistance. If you require advice involving mortgages or other lending products, I can refer you to an accredited mortgage consultant.

### How I am paid

I receive the following from our practice:

- salary
- bonus

Based on the above, the following contains my remuneration details:

- I am an employee of Diversified Financial Planners Pty Ltd and receive salary and may receive a bonus from Diversified Financial Planners Pty Ltd based on company performance.

## About Belinda Slinger



Phone	03 5658 1020
Email	mail@diversifiedfp.com.au
Authorised representative number	1003973
Credit representative number	542584

### Qualifications (Finance related)

- Graduate Diploma of Financial Planning
- Diploma of Financial Planning
- Aged Care Specialist

### Professional memberships

- FAAA - Financial Advice Association Australia

### Professional designations

- CFP - Certified Financial Planner (FPA)

### The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide.

In addition to the areas listed in that section, I can also advise on:

- Aged Care

I am also a credit representative of Akumin Financial Planning and am authorised to provide strategic debt advice regarding how to structure debt, suitability of existing loan structures and repayment options. I am not authorised to provide credit assistance. If you require advice involving mortgages or other lending products, I can refer you to an accredited mortgage consultant.

### How I am paid

I receive the following from our practice:

- salary
- bonus

Based on the above, the following contains my remuneration details:

- I am an employee of Diversified Financial Planners Pty Ltd and receive salary and may receive a bonus from Diversified Financial Planner Pty Ltd based on company performance.

## About Rushan Attygalla



Phone	03 770 6499
Email	mail@diversifiedfp.com.au
Authorised representative number	1258586
Credit representative number	502538

### Qualifications (Finance related)

- Masters of Financial Planning
- Graduate Diploma of Financial Planning
- Diploma of Financial Planning
- Cert IV in Finance and Mortgage Broking

### Professional memberships

- Self Managed Super Fund Association (SMSFA)

### Professional designations

- SSA - SMSF Specialist Advisor (SMSFA)

### The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide.

In addition to the areas listed in that section, I can also advise on:

- Self-managed super funds
- Complex Investments

I am also a credit representative of Akumin Financial Planning and am authorised to provide strategic debt advice regarding how to structure debt, suitability of existing loan structures and repayment options. I am not authorised to provide credit assistance. If you require advice involving mortgages or other lending products, I can refer you to an accredited mortgage consultant.

### How I am paid

I receive the following from our practice:

- salary
- bonus

Based on the above, the following contains my remuneration details:

- I am an employee of Diversified Financial Planners Pty Ltd and receive salary and may receive a bonus from Diversified Financial Planner Pty Ltd based on company performance.