## Fortnum Principal Practice Profile

Fortnum Private Wealth Pty Ltd (ABN 54 139 889 535), AFSL 357306 (“**Fortnum Private Wealth**”) is a Group representing a number of like-minded advisers united in a "client-first" approach, in which all Principal Practices have an equity stake.

Our name comes from a combination of two words – fortress and numbers. This represents our duty to you, the client, – our strength in numbers, our commitment to building your financial future, our dedication to protecting your financial security.

We represent a new approach to financial advice, delivering the highest quality financial advice based on integrity, innovation and a commitment to building your financial future.

Insurance Advisernet[1] Financial Services Pty Ltd (ABN 19 132 170 337) and its advisers are Authorised Representatives of Fortnum Private Wealth. Where indicated, the advisers of Insurance Advisernet Financial Services Pty Ltd may also be Authorised Credit Representatives of Fortnum Private, Australian Credit Licence 357306.

Note: This Principal Practice Profile forms an essential part of the Combined Financial Services and Credit Guide (“Our Guide”). Our Guide is not complete without it.

Issued: 01/07/2013

Version: 2.1

## Insurance Advisernet Financial Services Pty Ltd

Authorised Representative Number: 334667

Insurance Advisernet Financial Services is a wholly owned subsidiary of Insurance Advisernet Australia (IAA). IAA was established in 1996 and has grown into one of the largest General Insurance businesses in Australia. IA Financial Services is a newly established financial services company that provides the full range of wealth, superannuation and life insurance solutions to clients. Our firm has a disciplined approach to helping you build and manage your plan for financial independence.

## Our Adviser

## Paul Lewis

Authorised Representative Number: 262180

Paul has been active in the financial services industry since 1963 and has been providing life insurance advice since1992.

Paul has completed the required subjects towards the Diploma of Financial Services (Financial Planning) in his area of expertise. With these qualifications and experience, Paul is well qualified to help clients achieve their financial goals

[1] Though Insurance Advisernet Financial Services Pty Limited and Insurance Advisernet Australia Pty Ltd include the word “Advisernet” in their name, neither are associated with Asgard Group’s AdviserNET Services nor with the Asgard group generally.

## Products Offered

The adviser noted in this profile is authorised to provide financial product advice to their clients and deal in:

- Life investment or life risk products

The adviser in this profile is able to refer clients to another adviser for advice relating to:

- Deposit and payment products
- Derivatives
- Interests in managed investment schemes, including investor directed portfolio services (IDPS)
- Retirement savings accounts
- Securities
- Superannuation

## Services Offered

The adviser noted in this profile is able to offer their clients the following services:

- Personal insurance strategies (life, disability, trauma, income protection)
- Ongoing risk advisory services
- Referrals to specialists, eg. Accountants, solicitors

## Client Fees

There are various ways that you may pay for the services that are provided.

- Fee For Service
- Commissions from a product or service provider
- A combination of the above

Your adviser will obtain your agreement to the arrangement prior to proceeding.

## Fee for Service

A fee for service may be payable for the following services:

- Preparation of advice
- Initial adviser services
- Ongoing adviser services
- Ongoing review services

The fee for service may be determined by any of the following:

An hourly rate of $250 per hour (including GST) depending on the complexity of your circumstances;

An agreed fee;

A percentage of funds under advice of up to 1.0% (including GST) depending on the complexity of your circumstances;

If you pay a fee for service to Fortnum Private Wealth, they may pay a proportion of this to Insurance Advisernet Financial Services Pty Ltd as detailed in Our Guide under the heading 'Commissions'. If your adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

## Commissions from product and service providers

Commissions may be paid to Fortnum Private Wealth by product and service providers who, in turn, may pay a proportion of this to Insurance Advisernet Financial Services Pty Ltd as detailed in Our Guide under the heading ''Commissions'.

If your adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

## Adviser Remuneration

The advisers noted in this profile may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document.

- Salary

Your adviser may be paid a salary based on experience and capability.

- Bonus

Your adviser may be eligible to receive a bonus based on a combination of revenue and other non financial measures that relate to compliance, staff training and the quality of service.

## Other benefits

Your adviser may also receive other benefits, all of which are detailed in Our Guide under the heading 'other benefits'.

Your adviser is also required to keep a register of small value benefits (i.e. $100 to $300 in value) which may be received by them from product and service providers. These benefits are permissible unless they are received frequently or similar benefits, when combined, exceed $300. These registers are available at your adviser's office for inspection with 7 days' notice.

## Contact details

If you would like to make an appointment, please contact our office on:

Phone: (07) 3217 9015

Mobile:  0412 065 180

Address:

84 Barrack Road

Cannon Hill QLD 4170