

FINANCIAL SERVICES GUIDE - PART A

Version 1.0 October 2006

Financial services guide – Part A

This guide contains information about:

- ▼ Stratus Wealth and Risk Management Pty Ltd (Stratus Wealth)
- ▼ Your adviser;
- ▼ The financial planning services and products your financial adviser can provide;
- ▼ How Stratus Wealth, your financial adviser and other related parties are paid for the financial planning services provided to you;
- ▼ Any associations or relationships that could create potential conflicts of interests; and
- ▼ Details on who to contact should you have a complaint.

Financial services guide – Part B Financial adviser profile

This guide must be read in conjunction with the Financial adviser profile as it forms part of this financial services guide. The Financial adviser profile provides more detailed information about your financial adviser such as their contact details, the types of financial services they can provide and details of fees and charges.

Please retain this document together with the Financial adviser profile for your reference and any future dealings with Stratus Wealth.

What other documents might you receive?

You may also receive the following documents, designed to help you make an informed decision on any financial strategy or product recommended.

Statement of Advice (SoA)

All personal advice provided to you will be outlined in an SoA. The SoA will contain personal advice, the basis on which it is given, details of fees, commissions and information on relevant associations. The SoA is used for initial advice and any subsequent advice provided may be provided in the form of a Record of Advice (RoA), a Statement of Additional Advice (SoAA) or another form of advice documentation.

Product Disclosure Statement (PDS)

You will receive a PDS if your financial adviser has provided advice on a particular product. A PDS will contain the key features of the financial product, significant risks and benefits, and fees associated with the financial product.

Who is Stratus Wealth?

Stratus Wealth has approved the distribution of this FSG.

Stratus Wealth holds an Australian Financial Service Licence for providing both personal and general advice and, can offer a range of financial services listed within this FSG.

Stratus Wealth and Risk Management Pty Ltd

ABN 16 119 426 685

AFS Licence No. 303631

Suite 47, Benson House

2 Benson Street

Toowong, Qld 4066

www.stratuswealth.com.au

Who is your financial adviser?

Your financial adviser will be the authorised representative listed in the Your financial adviser profile section of this Financial Services Guide.

Your financial adviser can provide you with tailored solutions to assist you to meet your stated financial needs, lifestyle goals and objectives.

What kinds of financial services and products are available?

The financial advisers of Stratus Wealth can offer a range of insurance, investment, superannuation and retirement strategies and products.

Stratus Wealth maintains an Approved Product List, containing a list of financial products that have been researched by a number of external research houses. A copy of the Approved Product List can be supplied to you upon request.

How will you pay for the services provided?

Stratus Wealth and your financial adviser may be paid by various methods.

Your financial adviser will discuss and agree the method of payment with you before any financial services are provided to you. In addition, where you receive personal advice, your Statement of Advice will outline all remuneration and other benefits associated with the advice provided.

How are Stratus Wealth and their financial advisers remunerated?

All fees, commissions and brokerage disclosed in the Statement of Advice are payable to Stratus Wealth. Stratus Wealth will retain a portion of the fees, commissions and/or brokerage and forward the balance to your financial adviser.

Your financial adviser may also receive other benefits. All remuneration details are included in the Financial adviser profile. In addition, a public register is available for inspection on request and is to be provided to you within 7 days of the request date. Stratus Wealth and your financial adviser must maintain this register in line with industry standards to document any alternative forms of remuneration received.

Does Stratus Wealth have any relationships or associations with financial product issuers?

No.

What information should you provide to receive personalised advice?

Your financial adviser will complete a Client Questionnaire with you, which will record your personal objectives, lifestyle goals, details of your current financial situation and any relevant information. The information obtained will be assessed by your financial adviser to assist them in providing appropriate advice.

However, you have the right to withhold private information, but this may compromise the effectiveness of advice you receive.

You should read any warnings contained in the Client Questionnaire and Statement of Advice carefully before making any decision relating to a financial strategy or product.

How can you give instructions to your financial adviser about your Financial Product/s?

You can contact your financial adviser directly with any instructions relating to your financial products.

What information is maintained in your file and can you examine the client file?

Your financial adviser will maintain a record of your personal information including details of your objectives and financial situation. Your financial adviser will also maintain a record of any recommendations made to you. If you wish to examine your file please ask your financial adviser and they will make arrangements for you to do so.

Who may access the information you provide?

Stratus Wealth and your financial adviser are committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. Please ask your financial adviser if you wish to obtain a copy of the privacy policy.

It is important to note that in order to best meet your needs and provide you with financial services and advice, your financial adviser may need to disclose your personal information to other parties. Typically these parties may include fund managers, life companies, related entities and other licensees. Similarly your financial adviser may bring to your attention products and services or other information which may be relevant to your situation. You will be given the opportunity to choose whether or not you continue to receive such information.

Stratus Wealth reserves the right to appoint another financial adviser to ensure your ongoing needs continue to be met. In these circumstances Stratus Wealth will write to you advising you of the change.

What should you do if you have a complaint?

If you have any complaints about the services provided to you or about personal information held you should take the following steps:

1. Contact your financial adviser and tell them about your complaint.
2. If your complaint is not satisfactorily resolved within 3 days, please contact the Stratus Wealth office on 07 3870 0699 or put your complaint in writing and send it to:

P.O. Box 391

Toowong, Qld 4066

Stratus Wealth will try to resolve your complaint quickly and fairly.

3. If your complaint has still not been resolved by Stratus Wealth, you may escalate your complaint to one of the External Complaints Schemes listed in the table, of which Stratus Wealth is a member.

Type of complaint	External complaints service
Financial advice, an investment super, or personal insurance product purchased	Financial Industry Complaints Service (FICS) on 1800 335 405
Superannuation matters	FICS (as above) or the Superannuation Complaints Tribunal on 1300 780 808.
Personal information held	The Privacy Commissioner on 1300 363 992
The Australian Securities and Investments Commission (ASIC) may be contacted on their freecall infoline on 1300 300 630 to find out which body may be best to assist you to settle your complaint.	

FINANCIAL SERVICES GUIDE - PART B

Version 1.2.0 February 2007

Who is Lifequotes Pty Ltd?

Lifequotes Pty Ltd trading as Lifequotes Pty Ltd is a Corporate Authorised Representative of Stratus Wealth and Risk Management Pty Ltd. The Australian Securities and Investment Commission (ASIC) has granted Lifequotes Pty Ltd authority to provide financial services on behalf of Stratus Wealth and Risk Management Pty Ltd. Lifequotes Pty Ltd has been assigned an ASIC Representative Number of .

Lifequotes Pty Ltd can offer a range of financial services listed within this Financial Services Guide. These services will be delivered by one of our professional financial planners who will have the necessary skills and accreditation to assist you with the service you require.

Our qualified financial planners

Jim Vagne.

Contact details

Suite 47, Benson House

2 Benson Street

PO Box 391

Toowong QLD 4066

Telephone: 1800 778 000

Facsimile: 07 3371 4322

Email Address: info@lifequotes.com.au

Services

We offer a range of services which include:

Advice

- ▼ Guidance on budgeting
- ▼ Savings and wealth creation strategies
- ▼ Investment planning
- ▼ Superannuation planning
- ▼ Pre-retirement planning
- ▼ Retirement planning
- ▼ Risk and insurance analysis
- ▼ Estate planning considerations
- ▼ Centrelink planning

- ▼ Super & divorce planning
- ▼ Salary packaging advice
- ▼ Business succession planning

Products

- ▼ Cash management trusts
- ▼ Retail & wholesale managed investment schemes
- ▼ Socially responsible investments
- ▼ Hedge funds
- ▼ Agribusiness
- ▼ Master trust products
- ▼ Geared products
- ▼ Superannuation products
- ▼ Self managed super funds
- ▼ Retirement income streams
- ▼ Personal and group insurance
- ▼ Business succession insurance

Who is your Financial Planner?

Your financial planner is Jim Vagne of Lifequotes Pty Ltd and is an authorised representative of Stratus Wealth and Risk Management. Jim has been granted an Australian Securities and Investments Commission (ASIC) number of 263113.

Education and Qualifications

Dip FS, Fnd DFP, JP Com Dec

Experience

Jim Vagne has completed introduction to Financial Planning, Risk Management and Insurance Planning, Investment Planning and Wealth Creation and Retirement Planning through the Financial Planning Association of Australia. Jim has been in the Financial Services Industry for over 30 years.

Financial Planner Services

Jim offers the following range of services:

Advice

- v Guidance on budgeting
- v Savings and wealth creation strategies
- v Investment planning
- v Superannuation planning
- v Pre-retirement planning
- v Retirement planning
- v Risk and insurance analysis
- v Estate planning considerations
- v Centrelink planning
- v Super & divorce planning
- v Salary packaging advice
- v Business succession planning

Products

- v Cash management trusts
- v Retail & wholesale managed investment schemes
- v Socially responsible investments
- v Hedge funds
- v Agribusiness
- v Master trust products
- v Geared products

- v Superannuation products
- v Self managed super funds
- v Retirement income streams
- v Personal and group insurance
- v Business succession insurance

Costs

Commission

A Commission may be payable when purchasing a financial product. Commission is calculated as a percentage of the funds you have invested and/or the insurance premium paid by you.

Upfront commission: is a one off payment payable at the time of purchase and can range between:

- v Investment and superannuation products – up to 5.5% of the funds invested (deducted from the funds invested)
- v Insurance products – between 11% and 125% of the premium you pay

Ongoing commission: is payable during the life of your financial product as part of the product provider's ongoing charges and can range between:

- v Investment and superannuation products – up to 0.8% per annum of the funds invested (deducted from the funds invested)
- v Insurance products – up to 40% per annum of the renewal premium

As an example, if you invest \$10,000 and an upfront commission of 5.5% is payable, Stratus Wealth and Risk Management will receive an upfront commission of \$550. If you retain the \$10,000 investment and an ongoing commission of 0.55% per annum is payable, Stratus Wealth and Risk Management will receive \$55 per annum.

As an example, if you take out insurance cover with an annual premium of \$2,000 and an upfront commission of 125% is payable, Stratus Wealth and Risk Management will receive an upfront commission of \$2,500. If you retain this cover and the annual premium remains at \$2,000 and an ongoing commission of 40% per annum is payable, Stratus Wealth and Risk Management will receive \$800 per annum.

Review Fee

A Review Fee may be payable to ensure the financial strategies and products remain appropriate to your needs. The Review Fee can be payable as a commission (a maximum of 1.65%) or a fee for service based on an hourly rate of \$250.

Prior to the commencement of any review services, you will be provided with a Review Service Agreement, outlining the review services you have requested and the payment method agreed upon.

All fees and/or commissions charged will be fully detailed in the Statement of Advice you receive. All fees disclosed are inclusive of Goods and Services Tax.

Remuneration

Practice

Stratus Wealth and Risk Management will pay Lifequotes Pty Ltd 90% - 100% of the gross revenue received for the financial services and/or products recommended. Stratus Wealth and Risk Management will retain 0% - 10% of the gross revenue received.

Authorised Representative

Lifequotes receives a commission and may receive bonuses and other benefits for the provision of financial services and Jim receives a salary and superannuation benefits.

Other benefits

Lifequotes Pty Ltd and/or their financial planners may receive the following benefits. These benefits are payable by the entities noted below and are not an additional charge to you.

Lifequotes Pty Ltd is entitled to receive additional payments from Tower Life yearly until 2009, when its products or associated products are recommended. The calculation used to determine the payment takes into account the growth in new business written and existing business retained during defined periods and will not exceed 1% in 2007, 1.5% in 2008 and 3% in 2009. Where this additional payment is likely to be received it will be fully disclosed in a Statement of Advice.

A public register is held by Stratus Wealth and Risk Management and Jim outlining the particulars of other benefits provided. You may request to review a copy of this register.

Referrals to other professionals

You may be referred to an external service provider to assist you in specialist areas. Lifequotes Pty Ltd and/or Jim may receive a referral fee or commission for introducing you the service provider. These fees will be disclosed in your Statement of Advice.

Referrals from other professionals

If you were referred to us by a third party, Stratus Wealth and Risk Management may forward referral payments or commissions to the third party. These amounts do not involve additional costs and will be disclosed in your Statement of Advice.