Cormack & Company Financial Services Pty Ltd

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:
Anthony (Tony) Michael Barbagallo Authorised Representative No. 231010
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About Your Adviser **Profile**

We understand how important financial advice is and wish to thank you for considering engaging a Gill and Co Advisory Pty Ltd adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2 - **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Anthony Michael Barbagallo** (Tony Barbagallo)**,** Authorised Representative No. 231010 of Gill and Co Advisory Pty Ltd (AFSL 551560) to ensure that you have sufficient information to confidently engage Tony to prepare financial advice for you.

Tony operates under The Trustee for Corbar Unit Trust, trading as Cormack & Company Financial Services Pty Ltd, Corporate Authorised Representative No 317026.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact Gill and Co Advisory Pty Ltd head office.

About **Cormack & Company Financial Services Pty Ltd**

Our Financial Planning business was born in 1988 out of a demand for financial services and strategies required by clients of Cormack & Company, a separately owned but associated accounting and taxation business. Our company has evolved along with the entire industry, and our business model is one that suits clients who seek the development and ongoing maintenance of a personalised financial road map.

Our focus is on identifying your realistic financial goals and objectives, identifying and reviewing your most appropriate investment risk profile, preparing and analyzing your future income and expenditure and finally devising strategies which can be implemented and measured over time. Our clients are supplied with an engagement letter each year which explains our proposal and what it should cost. Most clients pay us between $3,000 and $6,000 per annum. As the project is generally lengthy, we recommend monthly payment in line with the delivery of our service.

Coach

We take time to understand your specific needs and goals so that your ideal financial and lifestyle strategies can be designed, implemented and managed through the changing phases in your life path.

Mentor

We interpret and explain relevant complex issues in a manner which you can understand.

Cormack & Company
Financial Services Pty Ltd

Our Client Value Proposition

Through the provision of our comprehensive financial planning services, we take pride in being your:

Adviser

We identify and deal with the complex laws which affect your circumstances and we use our team's skills in the construction of a financial solution which best suits your personal and financial objectives.

Project Manager

We co-ordinate and review your lifelong strategies to enable you to achieve your goals and aspirations using a team of professionals.

Our respectful clients have made it possible to have an "open door" policy where ongoing clients are able to enjoy unlimited access to our team.

About Your **Adviser**

Tony Barbagallo holds a Bachelor of Business, is a registered tax agent, a Fellow of Certified Practising Accountants and a Certified Financial Planner. Tony commenced as an Adviser in 1988.

Tony's clients can be assured of honesty and transparency. He is proud to have long standing staff who help him deliver friendly, attentive financial planning services.

Tony Barbagallo BBus FCPA CFP
Authorised Representative No. 231010

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Financial **Services Your Adviser Provides**

The financial services and products which **Tony** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and **Payments**

Tony is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide Tony's advice fees are $250 per hour including GST.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.