

2026



LINK WEALTH  
FINANCE

# LINK WEALTH

Financial  
Services and  
Credit Guide



You've found the  
missing **link** that  
your finances need

## Credit Guide

### Link Wealth Finance Pty Ltd

Link Wealth Finance Pty Ltd (ABN 84 663 649 429) is a credit representative (CR number 545251) of Akumin Financial Planning Pty Limited ("the Licensee"). We are authorised to provide credit assistance.

References to "our", "we", "us", "me" and "I" refer to Link Wealth Finance Pty Ltd.

This Credit Guide ("Guide") provides you with the key information about our services and how we will work with you. It is designed to help you make an informed decision about working with us and using our services.

### Documents you may receive

When we provide credit assistance, we will conduct a preliminary assessment to determine the suitability of a particular product. This is normally documented and provided to you in a Credit Proposal. We will retain this document, and you may request it by contacting our office within seven years of the assessment. We will only provide recommendations to apply for a particular credit contract with a certain lender or increase the credit limit of a particular credit contract where the contract meets your needs and objectives and is not unsuitable to your circumstances.

#### **Our contact details:**

Address: Level 1, 689 Burke Road, Camberwell VIC 3124

Phone: 03 9038 8267

Email: [eddie@linkwealth.com.au](mailto:eddie@linkwealth.com.au)

Date prepared: 31 March 2025 Version 3.0

## Accredited Mortgage Consultant Profile

### About Eyad (Eddie) Malaeb

Eyad Malaeb is a credit representative (CR number 519042) of the Licensee.



#### Contact details

<b>Address</b>	Level 1, 689 Burke Road
<b>Phone</b>	03 9038 8237
<b>Email</b>	<a href="mailto:eddie@linkwealth.com.au">eddie@linkwealth.com.au</a>

#### Advice and services I can provide

I am an Accredited Mortgage Consultant. I am authorised to provide mortgage and finance broking activities, including advising and assisting you to implement loan products and consumer leases.

#### How am I paid?

I am an employee and one of the shareholders of Link Wealth Finance Pty Ltd and receive a salary plus potential dividends.

### About Carlo Colangelo

Carlo Colangelo is a credit representative (CR number 530636) of the Licensee.



#### Contact details

<b>Address</b>	Level 1, 689 Burke Road, Camberwell, VIC 3124
<b>Phone</b>	03 9038 8267
<b>Email</b>	<a href="mailto:carlo@linkwealth.com.au">carlo@linkwealth.com.au</a>

#### Advice and services I can provide

I am an Accredited Mortgage Consultant. I am authorised to provide mortgage and finance broking activities, including advising and assisting you to implement loan products and consumer leases.

#### How am I paid?

I am an employee of Link Wealth Finance and receive a salary plus potential bonus where pre-determined criteria are met.

## About Gizem Kocak

Gizem Kocak is a credit representative (CR number 576928) of the Licensee.



### Contact details

<b>Address</b>	Level 1, 689 Burke Road, Camberwell, VIC 3124
<b>Phone</b>	03 9038 8267
<b>Email</b>	<a href="mailto:gizem@linkwealth.com.au">gizem@linkwealth.com.au</a>

### Advice and services I can provide

I am an Accredited Mortgage Consultant. I am authorised to provide mortgage and finance broking activities, including advising and assisting you to implement loan products and consumer leases.

### How am I paid?

I am an employee of Link Wealth Finance and receive a salary plus potential bonus where pre-determined criteria are met

## 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 Limited 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 Limited.

If we recommend a product issued by AMP or a third-party product issuer, they will benefit from our recommendation by receiving lender fees.

AMCs 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.

## Our services and costs

### Advice and service fees

The following section outlines the advice and service fees we charge when you ask for our help. These are fees paid by you when you have agreed to receive our advice and services.

If we agree to charge a fee for our credit activities, including implementation of any loans, we will provide you with a quote and gain your acceptance before we proceed. Where we do not provide you a quote, there will be no charge directly to you for these activities and we will receive commissions from the lender only. All fees and commissions are inclusive of GST.

### 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 our practice 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 AMCs in the practice and a practice fee.

### Commissions

We may receive commissions from the lender once your application for credit has been approved. Any commission amounts will be disclosed to you when providing our advice. These amounts are not an additional charge to you.

Note that some asset finance providers may pay commissions directly to us rather than through the licensee.

As a guide we may receive:

#### Fees & Commissions

##### Residential loans

**Initial commissions:** Up to 1.10% of the initial loan balance.

**Ongoing commissions:** Up to 0.55% of the outstanding loan balance each year.

**For example:** If your loan balance was \$100,000, initial commission would be up to \$1,100. The ongoing commission on a \$100,000 loan balance would be up to \$550.

##### Personal loans

**Initial commissions:** Up to 8% of the initial loan balance (capped at \$990) plus an extra brokerage fee for some cases.

**For example:** If your loan balance was \$50,000 and a percentage-based fee applies, commission would be up to \$990.

##### Car loans

**Initial commissions:** Up to \$1,990 plus an extra brokerage fee for some cases.

##### Commercial loans

**Initial commissions:** Up to 0.55% of the initial loan balance.

**Ongoing commissions:** Up to 0.15% of the outstanding loan balance each year.

**For example:** If your loan balance was \$100,000, initial commission would be up to \$550. The ongoing commission on a \$100,000 loan balance would be up to \$150.

## 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 Entireti 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 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.

**Any issues about financial advice, investments, superannuation, insurance matters, or credit matters**

**Australian Financial Complaints Authority (AFCA)**

GPO Box 3, Melbourne VIC 3001  
1800 931 678

[www.afca.org.au](http://www.afca.org.au)  
[info@afca.org.au](mailto:info@afca.org.au)

**Any issue about your personal information**

**The Office of the Australian Information Commissioner**

GPO Box 5218, Sydney NSW 2001  
1300 363 992

[www.oaic.gov.au](http://www.oaic.gov.au)  
[enquiries@oaic.gov.au](mailto:enquiries@oaic.gov.au)

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 AMC. 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.

### 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, technology and technology support, marketing, financing, events or other recognition we are eligible for. We may receive benefits from lenders 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.

#### Credit reports and valuations

We may be provided access to free services such as credit reports and valuations from our lenders. Details of any relevant services we may receive because of a recommendation we make to you, will be included in the Credit Proposal we provide to you.

#### Tiered Servicing Arrangements

Through your AMC’s relationships with lenders, they may have access to tiered servicing arrangements. The benefits can include faster processing, better information or greater levels of assistance provided for obtaining loan approval. You will be advised of any tiered service arrangements that are in place with a particular lender that they have proposed at the time recommendations are made.

Access to these programs is not based solely on the volume of new or existing lending your AMC’s customers have with each respective lender and does not entitle them to any additional commissions outside of what they have disclosed to you, any additional payments or preferential customer discounts.

#### Personal and professional development

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

### Mortgage aggregators

Mortgage aggregators act as a gateway or interface between mortgage brokers and lenders by providing an IT platform through which brokers submit loan applications and deal with lenders. They also provide some ancillary services. We aggregate via AFG.

The aggregator may invite AMCs to conferences and professional development events to hear industry updates and educational presentations by the aggregator and lender sponsors. The aggregator may subsidise some attendance costs, subject to compliance with relevant laws.

The value will depend upon a range of factors, including the nature of the courses and events planned.

Any benefits that we may receive that are related to a loan recommended to you which is regulated by the National Consumer Credit Protection Act 2009 (Cth), will be disclosed in our advice to you prior to application.

### Our approach to selecting products to meet your needs

AMCs of the Licensee can access loans through the aggregator. The Licensee has a broad panel of lenders and lessors for your AMC to choose from. The full list of approved lenders is available on request but is not an exhaustive list of lenders who offer credit of the nature you may seek.

As at March 2025, the lenders whose products are most commonly recommended by AMCs authorised by the Licensee are AFG Home Loans, NAB, Macquarie Bank, Westpac, St George Bank, ANZ

### 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 referral. Our current referral arrangements are detailed below:

Provider	Services	Payment arrangement
Link Wealth Group Pty Ltd	Financial Planning	Where we refer clients to Link Wealth Group Pty Ltd, we don't receive a referral fee.
Loan Options AI Pty Ltd	Asset Finance and Personal Loans	Where we refer clients to Loan Options AI Pty Ltd, we receive: a. Pure Referrals - 50% of the net commission and origination fees after any direct costs for processing. b. Application Submissions - 70% of the net commission and origination fees after any direct costs for processing.

Living Property Consulting Pty Ltd	Buyer's Agent	Where we refer clients to Living Property Consulting Pty Ltd, we receive 20% of Living Property's fee as a once only payment.
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Where you have been referred to us by someone else, we may pay them a fee, commission or some other benefit in relation to that referral. Our current referral arrangements are detailed below:

Provider	Payment arrangement
Link Wealth Group Pty Ltd	Where Link Wealth Group Pty Ltd refers clients to us, we don't pay a referral fee.
Epic Tax & Accounting Advisory Pty Ltd	Where Epic Tax & Accounting Advisory Pty Ltd refers clients to us, we pay 20% of any upfront commissions or part of the fee for services paid by the Licensee.
Hoppers Crossing Cricket Club Inc.	Where Hoppers Crossing Cricket Club Inc refers clients to us, we pay 5% of any upfront commissions or part of the fee for services paid by the Licensee.
Maroun Abou-Afech - Home Start Finance	Where Home Start Finance refers clients to us, we pay 25% of any upfront commissions or part of the fee for services paid.
Forbes Grainger Financial Services Pty Ltd	Where Forbes Grainger Financial Services Pty Ltd refers clients to us, we pay 20% of any upfront commissions or part of the fee for services paid.
Kev Tran Group	Where Kev Tran Group refers clients to us, we pay 20% of any upfront commissions or part of the fee for services paid.
Sky Advisers Pty Ltd	Where Sky Advisers Pty Ltd refers clients to us, we pay 10% of upfront commissions and 10% of ongoing commissions.
Living Property Consulting Pty Ltd	Where Living Property Consulting Pty Ltd refers clients to us, we pay 20% of any upfront commissions or part of the fee for services paid.

## Other Business arrangements and interests

In addition to providing the services listed in this Guide, we have a direct relationship with the following entities:

- Link Wealth Group – provides financial planning and credit advice.
- Levera Solutions Pty Ltd – provides administrative outsourcing.
- Link Wealth Accounting Pty Ltd – provides accounting services.
- Your Estate Planning Pty Ltd – provides wills preparation services.

The owners of Link Wealth Finance Pty Ltd control a percentage of the equity interests in the business providing the services listed above.

As a result, we will benefit from fees, dividends or income received from the business's profits that may result from any payments or other benefits received in respect of the services provided to you. The Licensee has no involvement in these activities and is not responsible for any services, advice or products provided by these businesses.