

# Financial Services Guide

1 March 2024

Version 4.5

Part 2

**This document is part of a Financial Services Guide (“Guide”) and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 24.0, dated 1 March 2024.**

This section is designed to provide you with enough information to decide whether to obtain financial advice (or any other financial service) from us. It’s an important document that will introduce your adviser, Mathew Stinton, and provide you with the information you need to consider before you engage us to provide you with advice or services.

This document complements Part 1 that provided information about our Licensee and the types of documents – Statements of Advice, Records of Advice and Product Disclosure Statements – that you will receive if we provide you with personal advice. Part 1 also explained how you can provide information to us, our compensation arrangements and who to contact if you want to provide feedback or complain about our advice or services.

We’ve tried to be as clear and direct as possible but if you have any questions, we’re happy to answer them.

## Authorised Representative Profile

Your adviser is Mathew Stinton, an Authorised Representative of Paragem.  
Mathew Stinton's ASIC Authorised Representative number is 242231.

Mathew Stinton is a Certified Financial Planner, holds a Bachelor of Business Degree and is a member of the Financial Planning Association.

Mathew Stinton's employer is Stinton Wealth Management Pty Ltd, which is a Corporate Authorised Representative (CAR no. 242423) of Paragem.

### Contact details:

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Phone: (08) 9481 4344

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Mathew Stinton is authorised by Paragem to advise and deal in the following financial products:

- Deposit products (cash and Term Deposits)
- Debentures, stock and bonds issued by a government
- Life Insurance risk products
- Life Insurance investment products
- Managed Investment Schemes (Unit Trusts)
- Securities (shares) can provide advice on Direct Equities and ETF's
- Superannuation
- Retirement Savings Accounts

Mathew is not authorised to recommend any strategy that involves an agricultural scheme investment, a specific direct property, derivatives and unregistered managed investment schemes.

## Remuneration

Financial advice has value, but it also involves fees and charges. We are committed to transparency because we believe it's important that you're able to make an informed decision about our advice and its benefits. You may pay a fee for a service, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Rest assured that the relevant costs or fees will be discussed with you by your adviser before any services are provided.

Paragem will pay Stinton Wealth Management Pty Ltd 100% of the fees and/or commissions detailed in this schedule. Paragem will charge Stinton Wealth Management Pty Ltd for licensee services and is not linked to client revenue.

Mathew Stinton is a director of Stinton Wealth Management Pty Ltd and is remunerated by salary and distributions from this company.

## Advice Fees

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

<b>Initial consultation</b>	At our expense
<b>Advice preparation</b>	<p>If you elect to pay us a fee for advice the following fees will apply. The fees will vary depending on the scope and complexity of advice.</p> <p>The minimum advice fee charged is \$1,100 while the maximum fee is \$11,000.</p> <p>For example, complex advice that contain multiple goals, strategies and/or tax structures including but not limited to; self-managed superannuation Funds, family trusts and companies, business arrangements and multiple family members are likely to be charged closer to the maximum. Less complex advice that addresses limited goals, strategies and tax structures are likely to be charged closer to the minimum.</p>
<b>Implementation</b>	<p>We may also charge an implementation fee for investment/superannuation portfolios. The fees will depend on the size of the investment portfolio and the complexity of the advice/arrangements. The implementation fee will typically be between 0.22% &amp; 1.1% of the amount invested. This implementation fee will be confirmed in writing prior to the commencement of the advice process. A minimum implementation fee of \$990 will be charged and a maximum of \$11,000.</p> <p>The implementation fees are typically deducted from the funds invested however you may pay these fees by credit card or direct debit.</p> <p>Borrowed funds – the same fee structure as above will apply.</p> <p>* On occasion an implementation fee may be charged that differs from the above description.</p>
<b>Ongoing fee for advice</b>	<p>If you elect to pay a fee for the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided. The minimum fee is \$2,400 pa while the maximum fee is \$30,000 pa.</p> <p>Borrowed funds – the same fee structure as above applies.</p> <p>The ongoing advice fee will be based on the level of service needed and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency of the review will also impact on the fee charged.</p>
<b>Ad hoc advice</b>	Where you do not wish to participate in an ongoing service fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of between \$330 and \$440 may apply.
<b>Execution only service</b>	Where we provide a financial service to facilitate buying or selling of a specific financial product as instructed by you, a one-off \$550 fee may apply.

## Commissions

### Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

**There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or the policy cost is reduced in the first year and 60% clawback of commission in the second year.**

If you choose to pay fee for service, we can rebate to you part or all of the commission we would otherwise receive for insurance arrangements.

In the interests of transparency, please understand that I will receive an upfront commission from the product issuer if you decide to buy a life risk insurance product I recommend to you. Commissions, whether up-front or ongoing, are paid to us by the Insurer.

I will receive an upfront commission of between 0% and 66% of the first year's annual premium, and then an annual ongoing commission of between 0% and 22% of the annual premium.

**For example**, for an insurance product with an annual premium of \$2,000, where the issuer pays me an upfront commission of 66%, I will receive \$1,320. The issuer will pay me 22% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$440 per year.

## Potential Conflicts of Interest

### Ownership

Paragem is a wholly owned subsidiary of Count Limited, ABN 111 26 990 832 (“Count”). Count has subsidiaries and associates that provide accounting and financial advice services. Many of the Count subsidiaries and associates that provide financial advice services do so as authorised representatives of Count Financial.

Paragem was previously owned by HUB24 as such if you use the HUB24 platform, some of Paragem’s employees and representatives (our advisers) may benefit financially by virtue of being shareholders in the company. This will be disclosed to you below and in the Statement of Advice if you wish to receive advice, where applicable.

We are obliged to always act in a client’s best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

### Referral Payments

Through the provision of our advice we may refer our clients to third-party specialists for the implementation of additional requirements such as lending/debt. We may also receive referrals from third parties such as mortgage brokers.

Either way, if a referral is provided we do not pay nor do we accept any form of referral payments.