



Madison Financial Group Pty Ltd

ADVISER PROFILE



The financial services offered in this guide are offered by:

MICHAEL DRAGE is an Authorised Representative of MADISON FINANCIAL GROUP PTY LTD ("Madison")

The financial services that MICHAEL DRAGE offers are provided by:

PLANNING PERSPECTIVE PTY LTD

ABN: 89 102 010 631

ASIC CORPORATE AUTHORISED REPRESENTATIVE No: 311788

Street Address: Level 2, 285 George Street
SYDNEY NSW 2000

Phone Number 02 9280 2441
Fax Number 02 9280 2443
Email mdrage@perspectivegroup.com.au

Who is my Authorised Representative? Your Authorised Representative is MICHAEL DRAGE, their Australian Securities and Investment Commission (ASIC) number is 289359 and is qualified as an Authorised Representative of the licensee.

What qualifications and experience do you have? MICHAEL DRAGE has been providing financial services advice to clients since 1990 and has been a representative of Madison since 21 March 2007.

MICHAEL DRAGE holds the following qualifications/Professional Memberships:

- Certified Financial Planner
- Member of the Financial Planning Association (FPA)

What kinds of financial services are you authorised to provide me and what kinds of Financial Products do those services relate to? MICHAEL DRAGE, is authorised by Madison to provide personal advice, general advice and to deal in:

- Deposit Products,
- Non-cash Payment Products,
- Government Debentures, Stocks and Bonds,
- Life Insurance Investments Products,
- Life Insurance Risk Products,
- Managed Investments,
- Securities,
- Retirement Savings Account Products,
- Superannuation.

As part of my services to you, I am able to provide advice on the following:

- Wealth Creation,
- Retirement Planning Advice,
- Gearing Strategies,
- Personal and Corporate Superannuation,
- Tax Effective Investments,
- Personal and Business Risk Insurance,
- Pensions,
- Managed Portfolio Services,
- Centrelink Planning Advice,
- Cash Flow and Debt Reduction Strategies,
- Portfolio Review and Ongoing Service,
- Direct Equities,
- Instalment Warrants,
- Reverse Mortgages,
- Self Managed Superannuation Funds.

We only recommend an investment to you after considering its suitability for your



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individual investment objectives, financial situation and needs. If you do not wish to receive our advice, we may deal on your behalf by carrying out your financial instructions. If you do not obtain advice, you face the risk that the financial product/s you select will not fully take into account your objectives, financial situation or needs. Madison offers both personal and general advisory services. Clients should be aware that when general securities advice is provided it will not necessarily be appropriate for every client. That is why we recommend you seek a personalised review of your investment objectives, particular needs and circumstances before making an investment decision.

How do I pay for the services?

Planning Perspective's fees and charges for each 'stage' of advice are detailed below. All fees are inclusive of GST.

STAGES 1 AND 2 Initial review and strategic advice, Detailed strategic and product advice

Our fee to review your current situation, discuss options and document an appropriate strategy in a SoA is charged at our standard rates, which varies from \$82.50 per hour for secretarial, to \$330.00 (inc. GST) per hour for specialist advisory work. Once we have determined the level of service and advice you require, we will provide you with an estimate of the cost.

STAGES 3 AND 4 Implementation, Reviews and ongoing advice

If you decide to proceed with our recommendations, we are pleased to provide you with a choice of two levels of service: Tier 1 (our Premium Service) or Tier 2. The two levels of service and their pricing is set out below.

Tier 1 (our Premium Service):

- Unlimited access to your Adviser and Associate Adviser, including annual, semi annual or quarterly reviews (at your discretion); and
- Quarterly updates on the performance of your portfolio; and
- Priority access to floats and other capital raising opportunities; and
- Access to the market value of your investment portfolio via our website.

Tier 2:

- Access to your Adviser and Associate Adviser, including annual, semi annual or quarterly reviews (at your discretion), up to the value of your annual service fee¹; and
- Quarterly updates on the performance of your portfolio; and
- Access to the market value of your investment portfolio via our website for an additional fee of \$165 pa

Remuneration for our ongoing service and advice

For both levels of service, our remuneration comprises an annual service fee, which is calculated on *Tradeable Assets under advice* plus fees, commissions or brokerage on *Non Tradeable Assets* and other financial products such as insurance.

- Tradeable Assets are the total of all investments which can be liquidated within 7 days such as ASX listed shares and most managed funds. As an example, Tradeable Assets include listed shares and trusts, fixed interest investments, managed funds and certain property investments, whether domestic or international. Balances in Cash Management Trusts (CMTs) or

¹ Based on our standard rates as set out in "Stages 1 and 2".



other interest bearing internet based accounts (usually funds awaiting investment) are also classified as Tradeable Assets.

- Non-Tradeable Assets are investments that can not generally be readily sold or liquidated such as certain property investments (eg syndicates and developments), agricultural style investments, certain hedge funds.

Continued...**Annual service fee**

Tier 1 - the greater of \$6,600 per annum or a percentage of Tradeable Assets under advice

Tier 2 – the greater of \$ 3,300 per annum or a percentage of Tradeable Assets under advice

The percentage of Tradeable Assets used to calculate the annual service fee is as follows:

- 1.1% per annum of the first \$1,000,000 of Tradeable Assets
- 0.825%per annum of Tradeable Assets between \$1,000,000 and \$2,000,000
- 0.55%per annum of Tradeable Assets over \$2,000,000.

Planning Perspective will rebate to you all fees, commissions and brokerage paid to us by third parties or product providers in relation to Tradeable Assets.

Other fees, commissions and brokerage on Non Tradeable Assets and other financial products

Any initial and ongoing fees, commissions and brokerage paid to us by third parties or product providers in relation to Non-Tradeable Assets. Upfront commissions for these investments generally range from 0% - 11% of your initial (Non-Tradeable) investment and ongoing commissions can range from 0% - 1.1%pa of the market value of your (Non- Tradeable) investments. Any initial and ongoing commissions paid to us by insurance companies in relation to insurance contracts which we arrange on your behalf. Upfront commissions for these contracts generally range from 0% - 126.5% of your first year's annual premium and ongoing commissions can range from 0% - 27.5% of the relevant year's annual premium.

All fees and commissions associated with any product provided to you are fully disclosed to you in your SoA, including whether the fee or commission is rebated to you or not.

How does my adviser receive

FEES AND COMMISSIONS

All fees and gross commission payments are paid directly to Madison. This is shared with our Practice under a split sharing arrangement fixed at 97%. For instance every \$1,000 of income received by Madison, will generate \$970 of income for our Practice.

REMUNERATION

My remuneration is based on the fees and commissions I am able to generate through my activities as an Authorised Representative.

Does my Adviser have any Conflicts of Interest or Soft Dollar benefits (Alternative Remuneration)

I am required to keep a Register of Alternative Remuneration which shows any payment other than fees and commissions which may be received by me from fund managers or product providers. This register is available for inspection with 7 days notice.

Important Note

The Adviser Profile forms an essential part of the Financial Services Guide. Your Financial Services Guide is not complete without it.