



Financial Services Guide (Adviser Profile)

Version 3.1 commencing 21 December 2020

This adviser profile should be read in conjunction with the Shartru Wealth Management Pty Ltd Financial Services Guide. It's a snapshot of who I am and it sets out my contact details, professional details, the services and products I provide and how I am paid. You can contact me using the details below.

Honeycomb Wealth Pty Ltd,

Corporate Authorised Representative Number 402306

ABN: 66 146 842 159

Address: PO Box 6038, Long Jetty, NSW, 2261

Phone: 1300 658 013

Email: brad@honeycombwealth.com.au

I have the following qualifications

Brad Donaldson, Authorised Representative Number 405032

- Bachelor of Commerce (University of Western Sydney)
- Diploma in Financial Services - Financial Planning (Tribeca)
- Certificate IV Financial Services - Finance Mortgage Broking (Kaplan)
- Member of Financial Planning Association - AFP
- Member of Finance Brokers Association of Australia (FBAA)
- Tax (Financial) Adviser registration #25077607

Services Shartru Wealth can advise you on

Please refer to page 2 of the FSG.



Products I can offer you

I am authorised to provide Personal Advice on and deal in the following financial products:

Authorised Financial Products	Brad Donaldson
Deposit and payment products limited to: (a) basic deposit products; (b) deposit products other than basic deposit products	✓
Derivatives	✓
Debentures, stocks or bonds issued or proposed to be issued by a government	✓
Life products including: (a) investment life insurance products; and (b) life risk insurance products	✓
Interests in managed investment schemes including: (a) investor directed portfolio services	✓
Retirement savings accounts	✓
Securities	✓
Standard margin lending facility	✓
Superannuation (standard)	✓
Self-managed superannuation funds & LRBA advice	✓
Portfolio Review: <ul style="list-style-type: none"> Internal databases are maintained detailing client's investments that were recommended by the licensee. This does not constitute portfolio monitoring. Portfolios are reviewed on a regular basis, subject to the client's discretion. 	✓

How will I charge you for the service?

I provide clients with a choice of paying a fee-for-service or allowing me to receive commission from the insurance provider that is recommended. In such cases my hourly rate may be reduced or waived for the initial advice and the Implementation fee. A combination of these methods of payment for my services will also be considered. I can provide you with a fee estimate after assessing your requirements. I do not charge or receive commission on managed investment schemes.

Service Fees	Brad Donaldson
Hourly rate (or part thereof)	Up to \$320 per hour Or as agreed
Initial Advice Fees <ul style="list-style-type: none"> All fees will be agreed upon prior to the commencement of works and will be dependent on complexity of advice. 	From \$2,200 per person or as agreed
Implementation Fees <ul style="list-style-type: none"> All fees will be agreed upon prior to the commencement of works and will be dependent on complexity of advice. 	From \$600 per person or as agreed
Ongoing Advice Fees or Annual Advice Agreements <ul style="list-style-type: none"> Flat Fees - All fees will be agreed upon prior to the commencement of works and will be dependent on complexity of advice (based on service package and billed through agreed method) Percentage of Funds Under Investment - Existing Clients Only <i>For example, if your portfolio is for \$100,000 you will be charged \$1,100 p.a (based on funds under management, billed through investment portfolio)</i> 	Existing Clients current agreements as agreed New Clients from \$1,500 per person or \$2600 per couple Up to 1.1% pa <ul style="list-style-type: none"> 1.1% pa up to \$500,000 0.55% over \$500,000



Do I receive remuneration, commission, fees or other benefits in relation to providing the financial services or assistance to you and how is that commission calculated?

1. All fees are paid initially to Shartru Wealth Management (Licensee). Shartru Wealth passes on 100% of all fees received to Honeycomb Wealth Pty Ltd.
2. Where a life insurance company product has been recommended the issuer of the product may pay Shartru Wealth a commission which ranges between 30% and 60% of your first year's premium plus GST. E.g. If your first year's premium is \$500 and the initial commission is 60% Shartru Wealth will receive \$300.
3. The issuer of the insurance product may also pay Shartru Wealth an ongoing commission which can vary depending on the product. It ranges between 8% and 30.25% of your second and subsequent years premium. If your premium for the second and subsequent years is \$500 and the ongoing commission is 30% Shartru Wealth will receive \$150 per annum.
4. I receive a salary, management fee or distribution of profits from Honeycomb Wealth Pty Ltd. The amount of this salary is dependent on a range of factors including the amount of revenue received by Honeycomb Wealth Pty Ltd
5. When share trading services are utilised to deal in shares, I may receive between \$33 and 90% of the brokerage amount paid to the stockbroker. For example, if brokerage for a share trade is \$77, I will receive \$49.05
6. The exact amounts of any fees, commissions, bonuses or other incentives received by me and the licensee will be included in a Statement of Advice that we will provide to you. That will include any referral fees that we receive or pay to other parties as well.

Do I have any Referral Arrangements in place or potential Conflicts of Interest?

1. Honeycomb Wealth Pty Ltd and I have referral arrangements in place with a range of specialist businesses as this allows me to refer you to other professionals in areas that I do not practice in.
2. If you have been referred to us by another party, we do not pay a referral fee.
3. If we refer you to another party, we do not receive a referral fee* (*whilst no referral fee is paid, please note that they may be a related party to Honeycomb Wealth Pty Ltd, me or Shartru Wealth).
4. I am not permitted to act on your behalf if I have a conflict of interest or duty to you.
5. Honeycomb Wealth Pty Ltd and I do not own shares in Shartru IM and Shartru Wealth.
6. Honeycomb Wealth Pty Ltd and I are a related party to Honeycomb Financial Solutions Pty Ltd who undertakes Mortgage Broking under a separate Credit License with AFG.