

# APEX WEALTH

## ADVISORS

### **Apex Wealth Advisors Pty Ltd**

Our advisers operate under the AFS Licence of Bluepoint Consulting Pty Ltd

## Financial Services Guide

Version 1

**This Financial Services Guide Version 1 was prepared in February 2016 and is issued by Bluepoint Consulting Pty Limited on behalf Apex Wealth Advisors Pty Ltd**

You have the right to ask us about our charges, the type of advice we will provide you, and what you can do if you have a complaint about our services.

This Financial Services Guide ("FSG") is intended to inform you of certain basic matters relating to our relationship, prior to us providing you with a financial service. The matters covered by the FSG include who we are, how we can be contacted, what services we are authorised to provide to you, how we (and any other relevant parties) are remunerated, details of any potential conflicts of interest, and details of our internal and external dispute resolution procedures, along with how you can access them.

It is intended that this FSG should assist you in determining whether to use any of the services described in this document.

You should also be aware that you are entitled to receive a Statement of Advice whenever we provide you with any advice, which takes into account your objectives, financial situation and needs. The Statement of Advice will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice.

#### Further Advice

If our representative provides further advice to you, and that further advice is related to the advice we provided to you in a previous Statement of Advice and we do not give that further advice in writing, you may request a copy of the record of that further advice at any time up to 7 years from the date our representative gave the further advice to you. You can request the record of advice by contacting the representative or us in writing, by telephone or by email.

In the event we make a recommendation to acquire a particular financial product (other than securities), we must also provide you with a Product Disclosure Statement containing information about the particular product, which will enable you to make an informed decision in relation to the acquisition of that product.

**Your Questions**

**Our Answers**

***Who will be providing the financial service to me?***

Licensee: Bluepoint Consulting Pty Ltd (“Bluepoint”)  
ABN: 68 096 493 837  
Australian Financial Services Licence Number: 277860

Location Address:  
Level 4, 61 Lavender Street, Lavender Bay NSW 2060

Postal Address:  
PO Box 2005, North Sydney NSW 2059

Tel No: 02 9963 6111 Fax: 02 9963 6166  
Email: [info@bluepc.com.au](mailto:info@bluepc.com.au)  
Web: [www.bluepc.com.au](http://www.bluepc.com.au)

***Who is my adviser?***

Your adviser will be either Tony Bates or Todd Karamian, each of whom is a Director and employee of Bluepoint. Details of your adviser’s qualifications and experience will be provided to you at or before your first meeting.

***What kinds of financial services are you authorised to provide me and what kinds of products do those services relate to?***

**Bluepoint can provide the following services:**

- Investment advice and administration
- Strategic wealth creation advice
- Retirement planning and superannuation
- Life insurance needs

**We are licensed to provide advice on and deal in the following products:**

- Deposit products
- Non-cash payment products;
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment Products;
- Life Insurance Risk Products;
- Managed Investment Schemes, including IDPS;
- Securities;
- Superannuation
- Retirement Savings Account Products;

We can advise you in respect of securities and facilitate securities transactions through our relationships with stockbrokers.

**Portfolio Monitoring:**

Internal databases are maintained detailing clients’ investments recommended by Bluepoint. This does not constitute portfolio monitoring. The frequency of portfolio reviews is determined with each client and should be discussed with your Adviser.

***Who do you act for when you provide***

Bluepoint is responsible for the financial services provided to you.

**financial services for me?**

**How will I pay for the service?**

Bluepoint operates on a fee for service basis and the cost will be determined predominantly by an hourly rate (\$165 - \$440 per hour including GST, depending on the personnel involved). We, in turn, generally rebate managed investment initial fees which are payable on products that have been approved by Bluepoint.

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

(1) Tony Bates and Todd Karamian are both employees and shareholders of Bluepoint. As such, each receives a salary and may receive dividends and a share of the after-tax profits of the company.

(2) The issuers of the investment products we recommend may pay Bluepoint an initial commission. This commission, which can vary depending on the product and manager, is in a range of between 0.25% and 5% and is calculated on your investment amount. This amount is generally rebated and is disclosed to you where it is not - refer point (7) below.

The issuers of the investment products we recommend may pay Bluepoint an ongoing commission. This commission, which can vary depending on the product and manager, is calculated in a range of between 0.25%pa and 0.50%pa on the balance in your account. This commission is paid either monthly or quarterly.

(3) Where a life insurance company product has been recommended the issuer of the product will pay Bluepoint an initial commission. This commission ranges between 10% and 125% of your first year's premium.

(4) Where a life insurance company product has been recommended the issuer of the product will pay Bluepoint an ongoing commission. This commission which can vary depending on the product is calculated in a range of between 0% and 40% of the annual premium. This commission is paid either monthly or quarterly.

(5) Where the services of a stockbroker are used to deal in shares, Bluepoint will receive between 10% and 90% of the brokerage amount paid to the stockbroker.

(6) If you have been referred to Bluepoint by another party, we may pay that party a fee of up to 25% of the fees you pay us.

(7) The exact amounts of any fees, commissions, bonuses or other incentives received by Bluepoint will be included in a Statement of Advice (SoA) that we will provide to you. The SoA will cost between \$1,650 - \$2,750 including GST regardless if the advice is accepted.

**Do any relationships or associations exist which might influence you in providing me with the financial services?**

Neither Bluepoint, nor its advisers, nor any related bodies corporate have any relationships or association with any product issuer that could be expected to influence the provision of the financial services.

**How do we handle your personal information**

Bluepoint is committed to implementing and promoting privacy policy which will ensure the privacy and security of your personal information. A copy of our Privacy Policy is available from your adviser and further details are provided on our website [www.bluepc.com.au](http://www.bluepc.com.au)

***Will you provide me advice which is suitable to my needs and financial circumstances?***

Yes. But to do so we need to find out your individual objectives, financial situation and needs before we recommend any financial products or services to you.

You have the right not to divulge this information to us, if you do not wish to do so.

In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

***What should I know about the risks of the financial products or strategies you recommend to me?***

We will explain to you any significant risks of financial products and strategies which we recommend to you. If we do not do so, you should ask us to explain those risks to you.

***What information do you maintain in my file and can I examine my file?***

We maintain a record of your personal profile, which includes details of your objectives, financial situation and needs.

We also maintain records of any recommendations made to you, investments placed, distributions and year-end tax statements.

We are committed to implementing and promoting a privacy policy which will ensure the privacy and security of your personal information. A copy of our privacy policy is enclosed for your information.

If you wish to examine your file, we ask that you make a request in writing and allow up to fourteen (14) working days for the information to be forwarded.

We may charge a fee to cover the cost of verifying the application and locating, retrieving, reviewing and copying any material requested. If the information sought is extensive, we will advise of the likely cost in advance and can help to refine your request if required.

***Can I provide you with instructions and tell you how I wish to instruct you to buy or sell my financial products?***

Yes. You may specify how you would like to give us instructions, for example by telephone, fax, email or other means as agreed with your adviser.

***How do you deal with Anti-Money Laundering/Counter-Terrorism Financing Act 2006 (AML/CTF Act)***

Bluepoint has an obligation under the AML/CTF Act to verify your identity before we can provide you with any financial services. Your Adviser will let you know what documentation you will need to present to satisfy the customer identification requirements of the AML/CTF Act.

### **3 Complaints**

***Who can I complain to if I have a complaint about the provision of the financial services?***

Bluepoint is a member of the Investments, Life Insurance & Superannuation Division of the Financial Ombudsman Service (FOS). If you have any complaint about the service provided to you, you should take the following steps:

1. Contact your adviser and tell your adviser about your complaint.
2. If your complaint is not satisfactorily resolved within 3 days, please contact the Compliance Manager of Bluepoint or put your complaint in writing and send it to -

The Compliance Manager  
Bluepoint Consulting Pty Ltd  
PO Box 2005  
North Sydney NSW 2059

We will seek to resolve your complaint quickly and fairly.

3. If the complaint cannot be resolved to your satisfaction you have the right to complain to the Financial Ombudsman Service (FOS). They can be contacted on 1300 78 08 08. This service is provided to you free of charge.

Address: GPO Box 3, Melbourne VIC 8007

The Australian Securities and Investments Commission (ASIC) also has a freecall Infoline on 1300 300 630 which you may use to make a complaint and obtain information about your rights.

***Does Bluepoint Consulting have Professional Indemnity cover?***

Yes. It a requirement by ASIC that Financial Services Licensees have adequate PI cover.

Bluepoint currently has PI Insurance in place to cover us and our representatives for liability arising from the financial services we provide. This insurance will cover claims relating to conduct of representatives who no longer work for Bluepoint, but did so at the time of the relevant conduct.

## **Privacy Policy**

### **Our Commitment**

At Bluepoint Consulting Pty Ltd ("Bluepoint") we recognise that your privacy is important. We are bound by, and committed to supporting, the National Privacy Principles (NPP) set out in the Privacy Amendment (Private Sector) Act 2001. The information set out below is largely a summary of our obligations under the NPP.

### **Collection**

Our main purposes for collecting personal information are to facilitate financial planning, financial products or services, insurance policies or related services, and to update our records. At or before the time we collect personal information from you we will take reasonable steps to inform you why we are collecting that personal information, who

else we might disclose that personal information to and what may happen if you do not provide personal information to us.

### **Use and Disclosure**

We are subject to certain legislative and regulatory requirements that necessitate us obtaining and holding detailed information that personally identifies you and/or contains information or an opinion about you. In addition, our ability to provide you with a comprehensive financial planning and advice service is dependent on us obtaining certain personal information about you, including:

- »» \* employment details and employment history;
- »» \* details of your financial needs and objectives;
- »» \* details of your investment preferences and aversion or tolerance to risk;
- »» \* details of your current financial circumstances, including your assets and liabilities (both actual and potential), income, expenditure, etc.
- »» \* information about your employment history, employment circumstances, family structure, commitments and social security eligibility;
- »» \* any other relevant information including medical history and/or reports required for the purposes of risk insurance.

### **Data Quality**

Pursuant to the Corporations Act, we are required to collect sufficient information to ensure appropriate advice can be given in respect of recommendations made to our clients. If you elect not to provide us with the personal information you may be exposed to higher risks in respect of the recommendations made to you and this may affect the adequacy or appropriateness of advice given to you.

### **Data Security**

We take reasonable steps to protect the information we retain from misuse, loss and from unauthorised access, modification or disclosure. We will not retain any of your information for any longer than it is required by us, except to satisfy legal requirements. We will destroy or de-identify your personal information when it is no longer required.

### **Openness**

We may use and disclose personal information for the purposes for which it was provided or secondary purposes in circumstances where you would reasonably expect such use or disclosure.

We may disclose personal information to third parties or external contractors carrying out functions and duties for and on behalf of Bluepoint. It is a condition of our agreement with each of our external contractors that they adopt and adhere to this privacy policy.

The information we collect from you may also be disclosed to third parties if the disclosure is required by or permitted by law.

In the event that we propose to sell our business we may disclose your personal information to potential purchasers for the purpose of them conducting due diligence investigations. Any such disclosure will be made in confidence and it will be a condition of that disclosure that no personal information will be used or disclosed by them. In the event that a sale of our business is affected, we may transfer your personal information to the purchaser of the business.

### **Access and Correction**

You may access the personal information we retain and request corrections. This right of access is subject to some exceptions allowed by law.

We will not provide you access to personal information which would reveal any confidential formulae or the detail of any in-house evaluative decision making process, but may instead provide you with the result of the formulae or process or an explanation of that result.

Bluepoint reserves the right to charge a fee for searching for and providing access to your personal information. In the event we refuse you access to your personal information, we will provide you with an explanation for that refusal.

We will endeavor to ensure that at all times the personal information about you that we hold is up to date and accurate. The accuracy of the personal information is dependant to a large degree on the information you provide and you should advise us if there are any errors in your personal information.

### **Identifiers**

In some circumstances we are required to collect government identifiers, for example, your Tax File Number. We will not use or disclose this information other than when required to do so by law or, when consented to by you.