

# Member firm profile

Our business, **T.I.M.E Partners Pty Limited**, has been established for more than a decade, providing a range of wealth advice and assistance to help people grow, manage and protect their wealth.

We can help you create the financial security that lets you focus on what's really important in your life.

This member firm profile contains some important information on the services we offer and how we charge for these services. Please read it carefully. You can also find information on our member firm at [www.genesysadvisers.com.au/timepartners/](http://www.genesysadvisers.com.au/timepartners/)

**T.I.M.E Partners Pty Limited** is a Member Firm and Corporate Authorised Representative of Genesys. Our Corporate Authorised Representative number issued by the Australian Securities and Investments Commission (ASIC) is 240343.

AXA Asia Pacific Holdings Limited (AXA), ultimately through one of its wholly owned subsidiaries, owns 35.19% of us. As an equity investor AXA receives a return on its investments that corresponds to its equity exposure.

Our firm consists of 2 advisers, who offer professional financial advice designed to create, manage and protect your wealth, including:

- Wealth Creation;
- Retirement Planning;
- Debt Management;
- Self Managed Super Funds;
- ASX Listed Products;
- Corporate Superannuation;
- Personal Insurances;
- Succession Planning;
- Estate Planning.

Although we offer Estate Planning advice as part of (or incidental to) the provision of financial planning advice, we can provide access to trusted Estate Planning specialists when needed.

We also offer mortgage broking, commercial financing and leasing services.

## Our team

### **Roy McLeod**

Roy has been providing financial advice to clients since 1996. His Authorised Representative Number issued by ASIC is 239312. He is a principal of the Member Firm.

*He is authorised to, and specialises in giving, personal advice in the following specialist disciplines:*

- Wealth Creation;
- Retirement Planning;
- Self Managed Super Funds;
- ASX Listed Products;
- Personal Insurances;
- Succession Planning;
- Estate Planning

*Roy McLeod is the holder of:*

- CFP® (Certified Financial Planner™)
- SMSF Specialist Adviser (SSA™)
- Direct Equities - Integratec
- Fellow of Finsia

*Roy is active within a number of professional associations:*

- Self-Managed Super Fund Professionals' Association of Australia (SPAA)
- Financial Planning Association (FPA)
- Finsia
- Family Business association (FBA)

Roy is remunerated by salary plus percentage of total remuneration paid to the Member Firm.

### **Daniel Walsh**

Daniel has been providing financial advice to clients since 2000. His Authorised Representative Number issued by ASIC is 239513.

*He is authorised to, and specialises in giving, personal advice in the following specialist disciplines:*

- Wealth Creation;
  - Retirement Planning;
  - ASX Listed Products;
  - Debt Management;
  - Corporate Superannuation;
  - Personal Insurances;
  - Self Managed Super Funds;
  - Estate Planning;
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*Daniel is the holder of:*

- CFP® (Certified Financial Planner™)
- Advanced Diploma of Financial Services (Financial Planning)
- Direct Equities – Finsia
- Self Managed Super Funds - Kaplan

*Daniel is active within the following professional association:*

- Associate Member of the Financial Planning Association (FPA)

Daniel is remunerated by salary.

## Our professional fees

We believe the services we offer are valuable and the remuneration received is a fair reward for our expertise and skills. We believe in being very open about any benefits or payments we receive and the costs you will incur for using our services.

1. We charge fees for our initial advice, its implementation, ongoing monitoring and review.
2. We may also charge fees for other advice or services which fall outside the scope of those above.
3. Further details about our fees are contained in our Fee Schedule which forms part of this FSG.
4. No fees are payable unless you have instructed us to proceed with the provision of advice and services by signing our Letter of Engagement.
5. All fees charged by us and any brokerage or commissions paid by product providers (total remuneration) are receivable by Genesys as the AFS Licensee. Genesys retains a percentage of the total remuneration and pays the balance to us. The Genesys percentage is tiered based on the total remuneration earned in conjunction with advice given by the Member Firm. The percentage retained currently averages 13% across all Genesys Member Firms.
6. If you purchase or retain a life insurance policy on our recommendation, we may receive upfront brokerage and trail commission from the Insurer who issues the policy. There are a number of ways these payments can be structured. Insurers currently offer brokerage payments of up to 143% of the first year's premium and up to 32% for subsequent years over the life of the policy.
7. If you purchase or retain any retail managed investment products on our recommendation, we may receive commission payments from the product provider. We may receive an initial amount of commission of up to 5% of the amount invested into the product together with an ongoing commission payment of up to 2% per annum.
8. The principal of the Member Firm is Roy McLeod. He (or his associated company or trust) receives a dividend from the Member Firm.
9. Our advisers are paid a salary.

Full details of all fees, brokerage, commissions or other benefits that we or any other related party receive as a result of recommendations to you will be provided in the Statement of Advice document.

# Fee Schedule

## Initial Consultation & Discovery Meeting

An initial consultation & discovery meeting is provided to all new clients without cost or obligation.

## Our Advice and its Implementation

- A fee of **between \$4,400 & \$55,000 (GST Inclusive)** will be charged to design, prepare and implement a comprehensive **Wealth Management Program**.

This fee will be determined upfront following a thorough analysis of your situation and requirements. It is based on the degree of complexity and the intellectual, financial and intrinsic value that we deliver.

The fee incorporates the first 12 months of our Client Management Program, comprising a Relationship Management (Retainer) element and the Services & Program Management element. A quotation will be provided in our letter of engagement.

Our fee is charged by an initial amount (*equivalent to 50% of the agreed fee*), upon presentation of our advice or implementation of your Wealth Management Program, and the balance is charged and payable on a monthly or quarterly basis, thereafter. This fee is payable by invoice or you may arrange for the payment to be taken directly from your portfolio, where feasible.

- Where a **Personal Risk Report only** is required a minimum fee of **\$1,100 (GST Inclusive)** will be charged. *This fee maybe waived or reduced depending upon the level of up-front commission paid by the Insurance Policy provider to Genesys.*

## Our Ongoing Commitment

Every client will enjoy the benefits of a relevant and tailored **Client Management Program**, which, at a minimum, will include the following:

- Annual Review (*or more frequently where agreed and appropriate to your individual circumstances*) of your Wealth Management Program
- Ongoing Strategic Advice, tailored to your individual and changing circumstances, building upon initial Wealth Management Program
- Access to a *Client Service Manager and/or Adviser* as and when required
- Regular six-monthly Investment Portfolio reviews and reports
- Tailored active investment portfolio management
- Information on legislative change
- Web Access to Investment Portfolio Information
- Quarterly newsletter

Our fee for delivering your tailored Client Management Program (*Inclusive GST*) is charged via an agreed annual \$ fee due on the anniversary of each 12 month period, commencing 12 months from the implementation of your Wealth Management Program:

<b>Program Element</b>	<b>Fee Range (GST Inclusive).</b>
Relationship Management (Retainer) Fee	\$2,750 - \$11,000
Services & Program Management Fee	Commences at Minimum \$1,650

In line with the first 12 months fees, the agreed Client Management Program fee is charged and payable on a monthly or quarterly basis.

**Please note:** Should your needs, objectives or circumstances change, please raise these matters with us as they occur. Keeping us informed (by e-mail, letter, telephone call) of changes helps us to ensure that your Plan will always meet your needs.