

1 July 2024

## ADVISER PROFILE

Information about your CHPW Financial Pty Ltd Adviser

***This Adviser Profile is issued by CHPW Financial Pty Ltd which holds Australian Financial Service Licence number 280201. This Adviser Profile forms part of the CHPW Financial Pty Ltd Financial Services Guide (FSG) dated 1 July 2024. These documents should be read together. This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.***

***CHPW Financial Pty Ltd has authorised its authorised representatives to provide this document to you.***

**David Beattie** is an Authorised Representative (No. 244660 ) of CHPW Financial Pty Ltd (AFSL: 280201).



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### Your Adviser

David Beattie is a Financial Adviser, an Authorised Representative of CHPW Financial Pty Ltd, and a director of Beattie Financial Services Pty Ltd.

### Your Adviser's Authorisations

David is authorised to provide advice in relation to the following financial products:

- Life Products
- Managed Investment Schemes
- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Retirement Savings Account Products
- Securities
- Superannuation
- Self-Managed Superannuation Funds
- Tax (Financial) Advice

This means that David can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurance, saving and investment as well as superannuation, retirement planning strategies, and tax (financial) advice services.

### Your Adviser's Experience

David is passionate about providing quality advice and solutions that meet your specific needs. He completed his degree in October 1987 and started in the workforce in November 1987. He became self-employed in 2003 and since that time has become a well-regarded professional in the Bendigo region. He has expanded services to Melbourne, Inverloch, and most recently to Queenscliff with a second branch office now in Queenscliff.

He commenced his accounting career in 1987 and his financial adviser career in 1999 and while there have been many changes over that time with tax, superannuation, and age pension, the foundations are still similar. He will gather a lot of personal and financial information to provide the best advice possible, using his experience and best available research to supply solutions and a roadmap to the future by providing personal specific advice to meet your needs. As these needs change over time so does the advice, so the advice needs to be reviewed on a regular basis to be flexible to cope with future changes in your personal life and from any legislation changes.

### Cost of Advisory Services

An initial meeting to discuss your financial circumstances has an appointment fee of \$290 plus GST, so a total cost of \$319. At this meeting, David will establish how he can assist you and gather the information required to prepare a financial plan.

David will discuss the fee basis with you and agree on the method of charging prior to proceeding.

Payment will be either by way of a fee based on the funds under advice or from the brokerage paid by the product issuers, or as per invoice. A fee for portfolio preparation or, if investment recommendations are not implemented, may also be charged. Ongoing advice that includes portfolio reviews may be charged on a percentage fee basis which varies according to the portfolio amount, complexity, and structure, or as a fixed dollar amount as agreed between you and your adviser.

The basis for the SoA fee will be agreed upon with you before any advice is provided or costs incurred. Also, fees will be fully disclosed in the Statement of Advice and Product Disclosure Statement prior to any charges being incurred.

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$2,200 to \$5,500
<b>Investment Portfolio Establishment</b> Up-to and including \$1M *subject to minimum charge of \$550 For the remainder (>\$1M)	1.10% * 0.55%
<b>Annual Portfolio Management &amp; Review</b> Annual Review Service > \$500,000 Between \$200,000 - \$500,000 < \$200,000 *subject to minimum charge of \$550 Ongoing Monitoring and Review	0.55% 0.66% 0.77%* Negotiable
<b>Hourly Rate</b>	\$275
<b>Insurance</b> Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*

All fees include 10% GST.

CHPW Financial Pty Ltd retains 0% of the fees and pays David Beattie and Beattie Financial Services Pty Ltd 100% of all fees earned which are used to fund the practice.

### Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$1,100, of which 0% is retained by CHPW Financial Pty Ltd and 100% is paid to Beattie Financial Services Pty Ltd. If you invest \$100,000 the establishment fee will be \$550, of which \$0 is retained by CHPW Financial Pty Ltd, \$550 is paid to Beattie Financial Services Pty Ltd. If you maintained the investment and

assuming the balance of the investment remains at +\$100,000, the annual portfolio management & review fee will be \$770 per annum, of which \$0 is retained by CHPW Financial Pty Ltd, \$770 is paid to Beattie Financial Services Pty Ltd.

### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,100 of which \$0 is retained by CHPW Financial Pty Ltd and \$1,100 is paid to Beattie Financial Services Pty Ltd. Should you proceed with the advice, then the SoA fee may be waived. However, if the policy is cancelled in the first two years ('responsibility period') you will be liable for the portion of the commission clawed back.

If you take out a life insurance policy with an annual premium of \$1,500, assuming the highest commission for the Upfront option is selected at 66%, the Upfront payment to CHPW Financial Pty Ltd would be \$990, of which 0% is retained by CHPW Financial Pty Ltd, 100% is paid to Beattie Financial Services Pty Ltd. The maximum ongoing commission for the Upfront option is currently 22% per annum which could result in a payment of \$330 per annum for as long as the policy remains in force, of which 0% is retained by CHPW Financial Pty Ltd and 100% is paid to Beattie Financial Services Pty Ltd.

Where a Level commission option is selected, it could be as much as 33%, or \$495, of which 0% is retained by CHPW Financial Pty Ltd and 100% is paid to Beattie Financial Services Pty Ltd.

This commission has what is called a 'responsibility period' imposed by the risk product issuer. This means that if the policy is cancelled within the first 1-2 years of inception commission is returned to the product issuer by CHPW Financial Pty Ltd.

CHPW Financial Pty Ltd is our Licensee and accordingly, charges David Beattie set monthly fees. All fees are payable to CHPW Financial Pty Ltd.

### Referral Fees

David does not pay referral fees

### Other Services

David is also a Tax Agent and Self-Managed Super Fund auditor. These services are provided under Beattie Taxation Services Pty. Ltd. and have no connection to Financial Planning. These accounting and taxation or audit services provided by David do NOT involve CHPW Financial Pty Ltd. Beattie Taxation Services Pty. Ltd. Does not receive commissions for services, everything is on a fee basis. Those taxation or accounting Services all of which will be declared via Beattie Taxation Services Pty Ltd. Therefore, CHPW Financial Pty Ltd is not responsible for advice and work associated with products and services where David is not acting as an Authorised Representative of CHPW Financial Pty Ltd.