

# Part two: Adviser Profile

## Martin Cimino

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.

### Introducing your financial adviser

Martin Cimino and Lifetime Financial Advisers Pty Ltd T/as Lifetime Private Wealth are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323 Suite 3, Level 1, Hyundai Building, 394 Lane Cove Road, Macquarie Park NSW 2113  
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Martin has completed Diploma of Financial Services (Financial Planning) through Kaplan. Martin has been in the financial services industry since 2009. Martin is a Justice of the Peace in and for the state of NSW. Martin also holds a Bachelor of Teaching and Bachelor of Arts.

Authorisations	Qualifications and memberships
<p>Martin Cimino ASIC Authorisation Number 418900. Lifetime Financial Advisers Pty Ltd T/as Lifetime Private Wealth ASIC Authorisation Number 374454</p>	<p>Diploma of Financial Services (Financial Planning) Bachelor (Teaching and Bachelor of Arts) Justice of the Peace (NSW)</p>

### Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

<ul style="list-style-type: none"> <li>■ Deposit products</li> </ul>	<ul style="list-style-type: none"> <li>■ Superannuation products, including:               <ul style="list-style-type: none"> <li>— public offer superannuation funds</li> <li>— account-based pensions and complying annuities</li> <li>— corporate superannuation funds</li> </ul> </li> </ul>
<ul style="list-style-type: none"> <li>■ Life products including:               <ul style="list-style-type: none"> <li>— investment life insurance products</li> <li>— life risk insurance products</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>■ Retirement savings accounts</li> </ul>
<ul style="list-style-type: none"> <li>■ Managed investment products, including:               <ul style="list-style-type: none"> <li>— master trusts, wrap facilities, property funds</li> <li>— tax-effective investments</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>■ Securities               <ul style="list-style-type: none"> <li>— As a referral service through an approved broker only</li> </ul> </li> </ul>

Martin Cimino is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.

## How is your financial adviser paid?

The fees and commissions payable to Lifetime Private Wealth are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Lifetime Private Wealth, which engages your adviser to provide financial services. Of the amount received by Lifetime Private Wealth from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.

## Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Martin will explain how Lifetime Private Wealth operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

**Fee for service - once-off** - The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee may be up to 1.16 per cent of assets under advice and the total fee will depend on complexity and time involved. Alternatively you may elect to pay the once off fee for service by direct payment.

**Statement of Advice (SoA)** – A statement of advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$1,500 to \$10,000 depending on complexity. Additionally our current hourly based rate is \$250 per hour.

**Fee for service – ongoing** – An ongoing fee for service represents the cost of providing our ongoing professional services to you. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. This fee may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee of up to \$10,000, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided.

### **Commission for life risk insurance products – Policies issued from 1 January 2018**

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

### **Increases to Policies issued before 1 January 2018**

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.

## Other benefits

In addition to the "Other benefits" section disclosed in part one, Lifetime Private Wealth has an arrangement in place with Lifetime Mortgage Solutions. If you are referred to Lifetime Mortgage Solutions by Martin Cimino and you proceed with the recommendations, a referral payment will be made to Martin Cimino.

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