

This Financial Adviser Profile is part of the Lonsdale Financial Group Ltd ABN 76 006 637 225 Australian Financial Services Number 246934 (Lonsdale) Financial Services Guide (FSG) and these documents should be read together.

Introducing your financial adviser

The Authorised Entity is Cornerstone Wealth Group Pty Ltd ACN 642 103 302, trading as Cornerstone Wealth, Corporate Authorised Representative of Lonsdale Financial Group Limited, Number 1284494.

Company name Cornerstone Wealth Group Pty Ltd

Business address 2/861 Doncaster Road
Doncaster East, VIC, 3109

Telephone 03 9840 2000

Email mark@cornerstonewealth.com.au

Web address www.cornerstonewealth.com.au

The individual financial adviser appointed by this practice to provide the service is:

Mark Bezemer

Authorised Representative of Lonsdale Number:
316054

Mark has the following qualifications, memberships and experience:

- Advanced Diploma of Financial Services (Financial Planning)
- Bachelor of Business (Marketing)
- Certificate IV in Finance and Mortgage Broking
- Member of the Association of Financial Advisers (AFA)
- Financial Planner AFP®
- Finance Brokers Association of Australia

What began as a hobby some 25 years ago has turned into a passionate career in financial planning for Mark, Director and Senior Financial Adviser at Cornerstone Wealth. At age 23 Mark purchased his first investment property, and later, his attention turned to investing in shares. As such, he applies his practical experience together with knowledge and continued learning to help clients build the life they love.

Products and services

Your financial adviser is authorised by Lonsdale to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Life products, including:**
 - Investment life insurance products
 - Life risk insurance products
- **Superannuation products, including:**
 - Public offer superannuation funds
 - Account-based pensions and complying annuities
 - Corporate superannuation funds
 - Self-managed superannuation funds
- **Margin lending facilities (standard)**
- **Retirement savings accounts**
- **Managed investment products, including:**
 - Master trusts, wrap facilities
 - Property funds
 - Tax-effective investments
 - Managed trusts
 - Investor directed portfolio services (IDPS)
- **Government bonds, stocks or debentures securities:**
 - ASX listed shares, instalment warrants and fixed interest

How will you pay for the financial services?

At the initial meeting, your financial adviser will explain the services that are available to you, what you can expect and the payment options that are available.

Before you become a client of Cornerstone Wealth, remuneration and payment will be agreed and the details of any fees and commissions payable, and any other relevant remuneration and benefits, will be disclosed to you in the Statement of Advice (SoA). For any financial product that is recommended, the Product Disclosure Statement (PDS) for that product will outline the fees payable to the product provider. Any of the payments listed below will be made as agreed with you.

A summary of the way Cornerstone Wealth is paid is outlined below and all fees quoted are inclusive of GST.

Financial planning advice fee

You may be charged a fee that is based on either the standard service fee that applies or the time spent developing the plan. The plan based fees (i.e. SoA) start from \$2,640 for a limited advice plan and vary, depending on scope and complexity of the advice provided.

During your initial discussion with your financial adviser, they should be in a position to provide you with a reasonable estimate of the financial planning advice fee and you are encouraged to discuss this during the meeting.

Financial planning implementation fee

The financial planning implementation fee is not applicable.

Please note, should you choose not to proceed with the advice provided to you in your SoA, you will be invoiced for the cost of preparing your SoA.

Adviser service fee

This fee may be charged depending on the type of review service provided to you.

This will be agreed in advance with your financial adviser and may be paid annually, monthly or as per your agreement. This fee is a fixed dollar amount that is based on a combination of factors such as the amount you elect to invest, the complexity of the structure involved, the number and types of investments and the level of service that is required.

As your circumstances change over time, it is important that you have both your strategy and your situation reviewed regularly to ensure recommendations remain current and appropriate to your changing circumstances. A regular review will compare the performance of your strategy to the

performance of local and international markets, provide an overview of the current superannuation and taxation laws, as well as the impact that any changes to your own personal and financial circumstances may have on your overall plan. Your Client Service Agreement (CSA) or SoA will set out the services that will be provided together with the cost. You only pay adviser service fees if you accept or continue with a CSA and then, only until it expires. If you have not signed a CSA you will only pay adviser service fees if you accept our review invitation. At all times, Cornerstone Wealth reserves the right to adjust the adviser service fee depending on the services used.

You have a choice of how you can pay the adviser service fee – it can either be invoiced directly or debited directly from funds invested.

The minimum adviser fee payable is \$3,300 per annum. This adviser fee will be a fixed amount per annum or a combination of a fixed fee and percentage based fee. The percentage based fee, if applicable, will be in the range of 0.55 per cent to 1.65 per cent per annum.

For example, on an investment portfolio of \$250,000 the percentage based fee will be in the range of \$1,375 to \$4,125 per annum.

Please note that the amount charged will be set out in your CSA or SoA.

Financial planning service fee once-off

If you are not participating in our review service, but would like to engage Cornerstone Wealth to provide you with once-off strategic or placement advice only, you may be charged an hourly rate of between \$110 and \$440 per hour.

Our initial appointment is where we seek to understand your goals and objectives, clarify our understanding of your situation, discuss various strategies that may or may not be applicable to you, and discuss possible next steps in terms of how we have been able to assist. Cornerstone Wealth charges \$440 for this initial meeting.

Commission for life risk insurance products – Policies issued from 1 January 2020

When risk insurance products are recommended, the insurance provider may pay your adviser an initial commission based on the value of your premium, which under an upfront structure is capped at 66 per cent of the premium paid from 1 January 2020. Ongoing commission under an upfront structure is 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.

Are there any existing relationships that may influence the recommendations?

The directors of Cornerstone Wealth are also directors of Cornerstone Wealth Solutions Pty Ltd, a business providing home loans and finance products. Cornerstone Wealth do not receive a referral fee or any other payment other than sharing of the profits of the business based on their equity holding.