

Financial Adviser Profile

Date of issue: 11 November 2024

This Financial Adviser Profile is part of the Cornerstone Wealth Solutions Pty Ltd (ABN 57 644 823 218, Australian Financial Services Licensee 537488) ("Cornerstone Wealth") Financial Services Guide (FSG) and these documents should be read together.

Introducing your financial adviser



**GAVIN
MARTIN**

Gavin Martin is an Authorised Representative of Cornerstone Wealth Solutions Pty Ltd, AFSL 537488.

Gavin is employed by Cornerstone Wealth Group Pty Ltd (ACN 642 103 302), trading as Cornerstone Wealth, which is a Corporate Authorised Representative of Cornerstone Wealth Solutions Pty Ltd.

Authorised Representative No.: 306567

Corporate Authorised Representative Number: 1284494

Business address: Unit 1, 31-39 Norcal Rd, Nunawading, VIC 3131

Telephone: 03 9840 2000

Email:

gavinmartin@cornerstonewealth.com.au

Web: www.cornerstonewealth.com.au

Gavin has the following qualifications, memberships and experience:

- Financial Adviser since 2004
- Bachelor of Business (Accounting)
- Bachelor of Computing
- Advanced Diploma of Financial Planning
- Member of Self-Managed Super Fund Association (SMSF)

Financial products and services

Your financial adviser is authorised by Cornerstone Wealth Solutions Pty Ltd to provide you with general and personal financial advice on the following class and types of products.

- Deposit and Payment Products – Basic and Non-basic Deposit Products
- Government Debentures, Stocks or Bonds
- Life Products
 - Investment Life Insurance Products
 - Life Risk Insurance Products
- Managed Investment Schemes – including IDPS
- Retirement Savings Account Products
- Securities
- Superannuation
- Margin Lending Facility
 - Standard Margin Lending Facility

Can provide tax (financial) advice services: Yes

How your financial adviser is paid

Cornerstone Wealth Solutions Pty Ltd, as the licensee, collects all advice fees and commissions. Fees and commissions are paid to Cornerstone Wealth Group Pty Ltd (ACN 642 103 302), trading as Cornerstone Wealth, as detailed in the FSG under the heading, "Our fees".

How Gavin is paid:

- Gavin is an employee and director of Cornerstone Wealth Group Pty Ltd trading as Cornerstone Wealth and receives salary and/or distributions from the business, and also holds equity in the business.

Our fees

The fee charged to you will depend on the nature of the advice or service we provide. We will discuss and agree the actual fees with you before we proceed. The following section outlines the types of fees that may apply and are inclusive of GST.

Our agreed advice and service fees may include charges for:

- Initial advice and implementation
- Ongoing /Annual advice and services
- Investment fees
- Hourly rate/Ad hoc fees

We accept the following payment methods for our advice fees:

- Direct payment
- Credit card
- Deduction from your superannuation/investment account.

Financial planning advice fee

These are fees paid when you first agree to receive our advice.

You may be charged a fee that is based on either the standard service fee that applies or the time spent developing the financial plan. Financial plan fees (ie. Statement of Advice) for comprehensive advice (multi-strategy) start at \$3,300 and vary, depending on scope and complexity of the advice provided.

Financial planning implementation fee

A financial planning implementation fee may be applicable depending on the complexity and breadth of work involved. 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.

Please note, should you choose not to proceed with the advice provided, you will be invoiced for the cost of preparing your financial plan (Statement of Advice).

Adviser service fee

These fees support our ongoing services which help you stay on track to meet your goals. These fees vary depending on the scope and complexity of services provided.

The fee(s) 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 amount per annum or a combination of a fixed fee and percentage-

based fee and 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.

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 Statement of Advice and the applicable advice/service agreement.

Financial planning service once-off fee

If you are not participating in our review service but would like to engage us 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. We charge \$440 for this initial meeting.

Commissions

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.

On any insurance policies implemented with an upfront structure, if your premium was \$1,000, we would receive an additional commission of up to \$660 and an ongoing commission of up to \$220 per annum.

Note: We may receive commissions on increases or additions to existing policies put in place before 2018 of up to 130%, and between 88% to 66% for policies written after that time.



Referral arrangements

Your financial adviser does not have a referral arrangement in which a financial benefit is received or paid.

Privacy policy

We are committed to maintaining the privacy and security of your personal information. Any

personal information collected by will be handled in accordance with our Privacy Policy (<https://cornerstonewealth.com.au/important-information/>).