

**Fortnum Private Wealth Ltd**  
**Financial Services Guide – Part 2**

**Paramount Wealth Management**

Paramount Wealth Management (ABN 44 234 053 632), which also trades as “Paramount Financial Solutions”, and its Advisers are Authorised Representatives of Fortnum Private Wealth Ltd.

This Financial Services Guide (**our Guide**) provides you with important information about Fortnum Private Wealth Ltd (Fortnum) and any Authorised Representative (**Adviser**) who may provide you with the services described in our Guide.

Our Guide consists of two parts:

- Part 1; and
- Part 2 (this document).

The information in our Guide is not complete without both documents, which must be read in conjunction with each other.

**Contact details**

If you would like to make an appointment, please contact our office on:

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## Paramount Wealth Management

Authorised Representative Number: **289250**

Paramount, albeit under a different name, was established in 1971. We provide wealth advice and expertise to assist clients with every aspect of their financial situation. Our firm is made up of three advisers with a disciplined approach to helping you build and manage your plan for financial independence.

### Your Advisers' Authorisations and Service Offering

The table below summarises the areas in which our Advisers are authorised to provide financial product advice to you.

Authorisation	Wayne Leggett	John Goldie	Vaughan Liddelow
Deposit and payment products	✓	✓	✓
Debentures, stocks or bonds issued or proposed to be issued by a government	✓	✓	✓
Derivatives	x	x	x
Life Investment or life risk products	✓	✓	✓
Interests in managed schemes, including investor directed portfolio services	✓	✓	✓
Managed Discretionary Account (MDA) services	✓	✓	✓
Retirement savings accounts	✓	✓	✓
Securities	✓	✓	✓
Superannuation	✓	✓*	✓
Standard Margin Lending facility	✓	✓	✓

\*John is not authorised to provide Self-Managed Super Fund Advice

Paramount Wealth Management is registered with the Tax Practitioners Board as a Tax (Financial) Adviser, as is each Adviser. This means that Wayne Leggett, John Goldie and Vaughan Liddelow are authorised to provide tax advice in regard to the strategies and financial products that they recommend to you.

The table below summarises the services our Advisers can provide to you:

<b>Services Offered</b>	<b>Wayne Leggett</b>	<b>John Goldie</b>	<b>Vaughan Liddelow</b>
Investment strategies including gearing and savings plans	✓	✓	✓
Budget and cash flow planning	✓	✓	✓
Debt Management	✓	✓	✓
Superannuation advice, including salary sacrifice and consolidation strategies	✓	✓	✓
Self-Managed Super Fund	✓	x	✓
Personal insurance strategies	✓	✓	✓
Centrelink / DVA advice	✓	✓	✓
Retirement planning advice	✓	✓	✓
Estate planning advice	✓	✓	✓
Advice on ownership and structures e.g. Discretionary and family trusts	✓	✓	✓
Portfolio Review Services	✓	✓	✓
Ongoing advisory services	✓	✓	✓

Our Advisers may also engage by referral the use of specialists such as accountants and solicitors.

## Our Advisers

Adviser Name	Wayne Leggett	John Goldie	Vaughan Liddelow
<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• Bachelor of Applied Science</li> <li>• Diploma in Life Insurance</li> <li>• Diploma of Financial Planning</li> <li>• Certified Financial Planner™ (CFP)</li> <li>• Fellow of the Association of Financial Advisers</li> </ul>	<ul style="list-style-type: none"> <li>• Certified Financial Planner™ (CFP)</li> <li>• Diploma of Financial Planning</li> <li>• Fellow of the Association of Financial Advisers (AFA)</li> <li>• AFA Training Courses for Personal Business &amp; Disability Insurance</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor of Science</li> <li>• Graduate Diploma of Accounting</li> <li>• Certified Practising Accountant (CPA)</li> <li>• SMSF Specialist Adviser – SMSF Association (SMSFA)</li> </ul>
<b>Authorised Representative Number</b>	236943	236944	253462
<b>Memberships</b>	Financial Planning Association of Australia (FPA),  Association of Financial Advisers (AFA)	Financial Planning Association of Australia (FPA)	SMSFA  CPA Australia
<b>Bio and Experience</b>	<p>A financial adviser since 1979, Wayne became a Director of Paramount in 1996.</p> <p>Wayne is also a past President of the Association of Financial Advisers (AFA)</p> <p>A frequent presenter at industry conferences both in Australia and overseas, Wayne is a regular columnist for industry and mainstream media.</p> <p>Wayne's primary role is as the public face of Paramount, as well as specialising in the needs of those clients in the accumulation phase of their financial lives.</p>	<p>Beginning his career in 1988, John became a director of Paramount in 1991.</p> <p>John has spent a substantial proportion of his career actively involved with industry professional bodies.</p> <p>John specialises in managing the affairs of those approaching, as well as in, retirement.</p> <p>John is also one of Australia's foremost experts in the area of UK Pension transfers.</p>	<p>Vaughan has been involved in accounting and small business for over 30 years. He joined Paramount in May 2005 and became a Director in July 2007.</p> <p>Vaughan specialises in addressing the needs of SME's and SMSF trustees and is frequently called upon to present on cash flow management, superannuation and taxation issues.</p>

## **Client Fees**

As outlined in Part 1 of our Guide under the heading “Charging Options”, there are various ways that you may pay for the services that are provided.

- Fee for service;
- Commissions from a product or service provider; or
- A combination of the above.

### **Fee for service**

The fee for service may be payable for the preparation of advice, initial advice and ongoing review and advice services. The actual fee depends on individual circumstances and will be outlined in your Letter of Engagement or Statement of Advice.

All fees are determined based on the anticipated workload required for the agreed services to be provided.

No fee will become payable by you until and unless you have granted prior agreement in writing.

Any commission payable as a result of the successful implementation of our recommendations will be utilised as a fee “credit”.

Fees will be agreed based on your requirements and the complexity of your financial circumstances. All fees to be charged will be fully detailed in the Letter of Engagement or Statement of Advice you receive and will be agreed with you prior to you becoming liable for them. All fees are inclusive of GST.

If you pay a fee for service to Fortnum, they may pay a proportion of this to Paramount Wealth Management as detailed in Part 1 of our Guide under the heading ‘Remuneration received by Principal Practices’.

### **Commissions from product and service providers**

Commissions may be paid to Fortnum by product and service providers who, in turn, may pay a proportion of these to Paramount Wealth Management as detailed in Part 1 of our Guide under the heading ‘Remuneration received by Principal Practices’.

If your Adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

### **Adviser Remuneration**

Wayne Leggett, John Goldie and Vaughan Liddelow are directors and shareholders of Paramount Wealth Management and have been appointed as Authorised Representatives of Fortnum.

Wayne Leggett, John Goldie and Vaughan Liddelow may be paid a salary based on experience and capability.

Wayne Leggett, John Goldie and Vaughan Liddelow may be eligible to receive a bonus based on a combination of revenue and other non-financial measures that relate to compliance, staff training and the quality of service.

Wayne Leggett, John Goldie and Vaughan Liddelow may receive dividends and/or distributions as shareholders of Paramount Wealth Management.

## **Further conflicts you should be aware of**

### **Relationships and associations**

The extensive list of products and services approved by Fortnum includes products and services provided by entities with whom Paramount Wealth Management and/or your Adviser have a relationship or association, either directly or via a related entity.

We believe that your interests should be placed first and that products and services should only be recommended if that is in your best interests. However, it is important that you know of, and are comfortable with, those relationships and associations and any benefits that arise.

### **Shareholding in Fortnum Private Wealth Ltd**

Paramount Wealth Management is a shareholder in Fortnum Private Wealth Ltd (**Fortnum**).

### **Shareholding in Fortnum Financial Group Limited**

Paramount Wealth Management is a shareholder in Fortnum Financial Group Limited (**FFG**).

FFG has a majority shareholding in a number of entities.

### FFG Shareholding in Innova Asset Management

FFG has a major shareholding of Innova Asset Management Pty Ltd, the asset manager for many of the investment options available through the e-Clipse Super and Super Pension Plan and the e-Clipse UMA Service.

Innova Asset Management Pty Ltd is also the asset manager for some Model Portfolios available through other administration platforms. If appropriate for your needs, your Adviser may recommend products provided by e-Clipse Online Pty Ltd or model portfolios available through an administration platform.

If so, Fortnum, FFG and consequently, your Adviser or the Principal Practice (as shareholders in Fortnum and/or FFG), may benefit from these recommendations.

### **Fortnum Advice Platform Trust (FAP Trust)**

FAP Trust was established to facilitate rebates paid by BT to FPW in relation to client accounts established with BT (ie in BT Wrap and Fortnum Advice Wrap) on or before 30 June 2013. FAP Trust distributes these rebates in a manner as defined within the FAP Trust deed.

Your Adviser, their Principal Practice or a related entity holds Class A and / or Class C units in FAP Trust which gives them an interest in benefits distributed by FAP Trust. Class A unit holders receive a share of 60% of the distributions by FAP Trust in proportion to the gross

revenue of FAP Trust referable to clients of the Principal Practice entity. Class C unit holders receive a share of 20% of distributions in proportion to the number of units held.

### **Making and Receiving Referrals**

We may provide you with a referral to other professionals. This may include, but is not limited to, accountants, mortgage brokers and legal practitioners. You may also have been referred to us by another professional.

We may receive a payment for these referrals. If we are entitled to receive a referral payment, we will disclose this to you at the time of the referral.

Your Adviser or Paramount Wealth Management may refer you to Paramount Funding Solutions. This company is a related entity to Paramount Wealth Management which is a major shareholder.