



AMBER WEALTH

FINANCIAL SERVICES GUIDE

Finex Wealth Pty Ltd | AFSL 536960

Version 1.3 | 24 February 2025

**Understanding the advice process and
our relationship with you**



PURPOSE

This **Financial Services Guide** (FSG) explains the financial services and advice provided by Finex Wealth Pty Ltd and your Financial Adviser (Adviser), who is an authorised representative of Finex Wealth Pty Ltd. The FSG provides information on what to expect during the financial advice process including the types of documents you are likely to receive, our related parties and potential conflicts of interests, how we manage privacy and complaints. It also contains information about how we are paid and fees you may be charged.

This FSG contains an **Adviser Profile** for your Adviser. It contains important information about your Adviser including relevant authorised representative number and areas of authorisation.

Please take the time to review the FSG and Adviser Profile before engaging our services.

NOT INDEPENDENT

Finex Wealth Pty Ltd and our Advisers may receive commissions associated with the issue of life insurance products.

For these reasons, we do not represent ourselves as independent, impartial or unbiased.

Please refer to the 'Remuneration' section for more information.

HOW TO CONTACT US

Finex Wealth Pty Ltd
ABN 28 653 843 264

13 Berrima Street
Oakleigh East VIC 3166

 03 8845 9309

 info@finexwealth.au

 www.fxwealth.au

FINANCIAL SERVICES AND PRODUCTS WE CAN PROVIDE

Finex Wealth Pty Ltd can offer the following services and products. Your Adviser's specific authorisations are included within their personalised Adviser Profile.



Superannuation and Retirement Planning

Personal Superannuation
Corporate Superannuation
Industry and Public Sector Superannuation
Pensions and Annuities
Self-Managed Superannuation
Centrelink / Veterans' Affairs Assistance
Aged Care



Wealth Creation and Investments

Cash and Term Deposits
Investment Bonds
Managed Investments
Exchange Traded Products
Listed Securities (Shares and other products)
Margin Lending
Gearing



Wealth Protection

Term Life Insurance
Total and Permanent Disability (TPD) Insurance
Trauma Insurance
Income Protection Insurance
Business Insurance
Insurance Claims Assistance



Other Financial Planning Services

Budgeting and Cashflow Management
Debt Management
Estate Planning Assistance

THE ADVICE PROCESS AND DOCUMENTS YOU MAY RECEIVE

Your Adviser will guide you through the advice process. This includes the following steps:



Engagement and Discovery

In the initial stages of the advice process your Adviser will work with you to define your financial goals and objectives, and gather relevant information required to provide you appropriate advice.

Your Adviser will generally collect relevant information within a **Client Data Form** and file notes. You can expect to be asked questions related to your income, expenses, assets, liabilities, insurances and superannuation. It is important that you provide accurate information and keep your Adviser informed of any changes to your relevant circumstances. Your Adviser will ask you to consent to your personal information being collected and stored. Please refer to the 'Privacy' section for more information on how we manage your privacy.

Where your goals relate to investment or superannuation advice your Adviser will also work with you to define your level of risk tolerance. A **Risk Profile Questionnaire** may be used to document and agree upon your level of risk tolerance.

Your Adviser may also use an **engagement document** to define the arrangement with you, and the fees that may apply.

Your Adviser will also need to verify your identity to comply with Anti-Money Laundering and Counter Terrorism Financing laws.



Strategy and Personal Advice

After obtaining relevant information, your Adviser will conduct research and develop a strategy to assist you to meet your goals and objectives. The strategy is typically developed utilising specialised financial planning software.

Where personal financial product advice is being provided, the strategy will be documented in a **Statement of Advice**. The Statement of Advice will include amongst other things, the basis of the advice, explanation of the strategies and products recommended and relevant disclosures including costs of advice and products. The Statement of Advice includes an authority to proceed section where you can consent to proceed with the recommendations.

Where a financial product has been recommended, you will generally be provided with a copy of the relevant **Product Disclosure Statement (PDS)**. The PDS includes detailed information on the financial product including features, benefits, conditions, costs and cooling off rights (if applicable).



Implementation

Where you elect to proceed with the recommendations your Adviser will work with you to implement the strategy. This may include liaising with various insurance, superannuation, or investment product issuers.

Where the recommendations include the purchase of a new financial product, your Adviser will work with you to complete the relevant **Product Application Form**. This may be online, or paper based.

Where the recommendations include the purchase of an insurance policy, you may also need to complete a **Health Questionnaire**. This could be online, paper-based or over the phone. It is important to disclose any health or personal matters truthfully. Failure to disclose certain matters may result in a claim being denied.

GENERAL ADVICE

Your Adviser may provide you with general advice that does not consider your personal circumstances, needs or objectives. Your Adviser will give you a warning when they provide you with general advice. You should consider whether you need personal advice which takes into account your individual situation before you make any decisions.

FURTHER ADVICE

Depending on your relevant circumstances, you may require further advice such as adjustments to superannuation contributions, insurance benefit amounts, or a review of your strategy.

Further advice can generally be documented in a **Record of Advice** and relevant file notes. In some instances, a Statement of Advice may be required. You may request, in writing, a copy of any advice document up to seven (7) years after the advice has been given.

An **Ongoing Fee Arrangement** may be utilised to formalise the ongoing services that your Adviser has agreed to provide for a fee.

Where you have entered into an ongoing fee arrangement for a period of greater than 12-months, you will receive a **Fee Disclosure Statement** (FDS) annually.

The FDS will detail services and fees paid for the previous 12-month period, and the services offered and estimated fees for the next 12-months. To ensure the ongoing fee arrangement continues, you will be required to confirm in writing annually. Confirmation may also include the requirement to sign a **Consent Form** that is provided to your relevant investment or superannuation provider.

Alternatively, you may agree to a **Fixed Term Arrangement** with your Adviser. This arrangement will outline the services you will be provided for a fee over a specific term not greater than 12 months. In this case, you will not be provided with an FDS. You may be required to sign a Consent Form where the fee is deducted from superannuation.

You may cease any fee arrangements or disengage from your Adviser by providing written notice to your Adviser or product issuer.

HOW TO PROVIDE INSTRUCTIONS

Your Adviser may accept your instructions by phone, letter, or email. In some instances, your Adviser can only accept written instructions from you, and they will let you know when this is required. Your Adviser will also need to verify your identity prior to acting on instructions.

REMUNERATION

The cost of providing financial advice or service to you will depend on the nature and complexity of the advice, financial product and/or service provided. Your Adviser or the financial planning business may be remunerated by:

- Advice and service fees paid by you
- Commissions paid by insurance providers

The following table summarises the types of fees or commissions that applicable to the services that we provide. Before providing you with advice, your Adviser will agree with you the fees that apply. The adviser may charge an initial consultation fee. All amounts are inclusive of GST.

Your Adviser

All fees and commissions are initially paid to Finex Wealth Pty Ltd before being distributed to your Adviser or to the financial planning business.

Information about how your Adviser is remunerated will be disclosed in the Adviser Profile. Your Adviser may also receive non-monetary benefits which include benefits of less than \$300, benefits related to education and training (including attendance at professional development days and conferences), and provision of software related to the financial products being recommended.

The Licensee

Finex Wealth Pty Ltd receives a flat fee and split revenue of advice fees and product commissions for the provision of services by the AFSL.

COMMISSIONS

We may receive commissions when implementing certain products for you, in line with the below. Any commission amounts will be disclosed to you when providing our advice. If an agreed advice fee is charged, then we may rebate all or some of the commission.

The following table is a guide of commissions we may receive.

Product type	Initial commission	Ongoing commission	Example
Insurance (including those held within superannuation)	Up to 66% of the first year's premium for new policies. Applicable from 1 January 2020 to new policies. If the policy was issued before 1 January 2020 commission of up to 90% will apply to additional cover.	Up to 33% of the insurance premium each following year.	If your insurance premium was \$1,000, we would receive an initial commission of up to \$660. We would receive an ongoing commission of up to \$330.00 pa.

COMPLAINTS

If you have a complaint about any financial service provided to you by your Adviser, you should take the following steps:

1. Contact the Claims team to discuss your complaint.

Phone 03 8845 9309
Online www.fxwealth.au
Email complaints@fxwealth.au
Mail Finex Wealth, Marlon DeKauwe
13 Berrima Street
Oakleigh East VIC 3166
2. We will acknowledge receipt of a complaint within 1 business day. Where this is not possible, acknowledgement will be made as soon as practicable.
3. We will then investigate the complaint and respond to you within 30 days. Some complex matters may require an extension to thoroughly investigate the complaint and bring it to resolution. If additional time is required, we will advise you in writing.
4. If you are not fully satisfied with our response, you have the right to lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

Phone 1800 931 678 (free call)
Online www.afca.org.au
Email info@afca.org.au
Mail GPO Box 3
Melbourne VIC 3001

Compensation Arrangements

We have professional indemnity insurance in place that complies with the Corporations Act 2001.

Our insurance covers claims made against former representatives for their conduct while they were authorised by us.

PRIVACY

Your Adviser is required to maintain documentation and records of any financial advice given to you, including information that personally identifies you and/or contains information about you.

These records are required to be retained for at least seven (7) years. If you want to access your personal information at any time, please let us know.

You have the right to not provide personal information to your Adviser. However, in this case, your Adviser will warn you about the possible consequences and how this may impact on the quality of the advice provided. Additionally, your Adviser may not be able to provide you with the advice you require.

Throughout the advice process, your personal information may be disclosed to other services providers. These may include:

- Financial product providers
- Financial planning software providers
- Administration and paraplanning service providers

We may engage third party service providers to assist in the provision of products or services. Some services may require disclosure of personal information to service providers outside Australia including the USA, Sri Lanka, UK, Southeast Asia. The purpose of such disclosure is to facilitate the provision of financial services including the preparation of financial advice documents.

Finex Wealth Pty Ltd respects your privacy and is committed to protecting and maintaining the security of the personal and financial information you provide us. For detailed information on how we handle your personal information, please refer to our Privacy Policy here www.fxwealth.au

ADVISER PROFILE

Adam Sobczak | Authorised Representative Number 1234769

Amber Wealth Pty Ltd | Corporate Authorised Representative Number 1310815

Contact Details

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Web: www.amberwealth.com.au

About Me

Adam is the Director and the Senior Financial Advisor at Amber Wealth. He has been working in the financial services industry since 2010.

Throughout his time working in the finance industry, Adam has worked for a number of large institutions such as the Commonwealth Bank, the National Australia Bank the Australia and New Zealand Banking Group and an industry superfund such as TelstraSuper whilst also working for a number of smaller boutique practices around Australia.

Adam is passionate about helping his clients be the best they can be – by providing them with the best possible advice for their circumstances and understands that everyone's advice needs will be different

He has graduated in 2012 from Victoria University majoring in Financial Risk Management and International Trade. He has since commenced the Certified Financial Planner program through the FPA.

Adam also holds the Diploma of Financial Planning, The Advanced Diploma of Financial Planning and a number of specialist courses allowing him to provide advice in areas of Margin Lending and SMSF advice.

I hold the following qualifications:

- Certificate IV in Finance and Mortgage Broking
- Diploma of Financial Planning
- Advanced Diploma of Financial Planning
- Bachelor of Business (Financial Risk Management & International Trade)

I hold the following memberships:

- FPA – Financial Planning Association

Authorisations

I am authorised in the following financial services and products

- Superannuation
- Pensions and Annuities
- Self-Managed Superannuation Funds
- Cash and Term Deposits
- Managed Investments
- Listed Securities (shares and other products)
- Investment Bonds
- Margin Lending
- Life Insurance

- Centrelink/Veterans Affairs Assistance
- Aged Care
- Budgeting and Cashflow Management
- Debt Management

Remuneration

I am remunerated by:

- Salary

Based on the above, the following contains my remuneration details:

- I am the Director of Amber Wealth Pty Ltd. I receive profit distributions and a salary.

Benefits, interests and associations

The financial planning business and I do not have related parties, shareholdings or referral arrangements that may influence my advice. Neither the business or I pay or receive referral fees.

INITIAL FEES

Our preferred method of payment is by an agreed fee. The actual 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 adviser may charge an initial consultation fee. All amounts are inclusive of GST.

The following section outlines our types of fees that may apply.

Initial service	Fee amount
“Fee for Service” (time-based billing)	Senior adviser: \$550 p/h. Adviser: \$440 p/h. Para planner: \$220 p/h Administration: \$110 p/h
Insurance-only Statement of Advice plan Ensuring you and your loved ones are protected in the event you have any major health incident. - Income protection review and recommendations - Life/TPD review and recommendations - Trauma review and recommendations	From \$0 - \$5,850

Initial service	Fee amount
Standard New Statement of Advice plan – Up to 3 Strategies Initiate a growth for your future and create a solid foundation to build and protect your wealth, by looking at areas such as Superannuation, Insurance, Debt, and Retirement & Investments. Example strategies : • Open a new super or pension platform, including risk and investment • Consolidate / rollover super • New budgeting and wealth creation plan • Apply for or restructure insurance and beneficiaries • Investment changes	From \$4,895 - \$7,695

Wealth Creation & Protection – Complex Multiple strategies**From \$7,250 - \$12,595**

You are in a time where you need to make major financial and personal life decisions, and your situation is becoming more complex. Our research and advice will look at diversifying your wealth, and ensure that it is the most appropriate investment for you as you approach your retirement.

- Retirement planning / Transition to Retirement
- Investment property advice
- Aged care / estate planning
- Debt strategies
- Tax planning
- Centrelink

SMSF advice & Complex Investment planning**From \$8,800 - \$15,400**

Hands on solution to your Superannuation Investment Strategy

Includes advice on the setting up and implementation of a self-managed super fund, portfolio construction and maintenance, advice on maximizing tax strategies (including property and share investment), advice on debt within SMSF.

- SMSF strategy
- SMSF full setup / Implementation of funds
- Business plan / Business start up
- Tax planning
- Excludes Trusts and company setups

Initial service	Fee amount
Filing an Insurance claim When a loved one passes it can have a huge impact emotionally and financially on a family unit. In many cases, hardship is often compounded if they were a source of income for their dependents. Making a claim can be a daunting process during this period, with a number of steps you will need to take. The process can be long and drawn out, with varying lengths of time depending on the type of claim you're making and its complexity. Our expert advisers can help you with your Personal Insurance claim every step of the way: • Claim assessment process where we will explain all of the options available to you • We can come to you - if you can't make it into the office, we're more than happy to come to you • Complete the necessary paperwork with you and lodge your claim forms. • Gather the necessary medical, insurance, superannuation and employment information to successfully lodge your claim. • We are your personal advocate until the very end resulting in the best financial payout for you and your loved ones in your time of need. • Minimum fee \$5,500 for processing of application.	Starting from 5%-30% of the insurance benefit amount. (Minimum fee \$5,500)

ANNUAL ADVICE AND SERVICE FEES

We also offer the following services for a fixed period of 12 months on an ongoing service basis. The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement.

Service	Fee amount
Advice Review	Either a Percentage based fee or a Flat dollar fee, based on your preference. Percentage based fee: From 1.1% - 2.2% of FUM (Funds Under Management) Flat dollar fee: \$3,900 PA - 22,000 For example, if you have an ongoing fee of 1.1% and your account balance is \$200,000, then we will charge you a fee of \$2,200.00 PA.