

Part two: Adviser Profile

Danby Sequeira

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

Danby Sequeira and AMA Services (WA) Pty Ltd trading as AMA Financial Services are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323
12-14 Stirling Highway, Nedlands WA 6009
T: 1800 AMA AUS (1800 262 287) | F: 08 9273 3066 | E: danby.sequeira@amawa.com.au

Danby commenced working at AMA Insurance Brokers & Financial Services in 2008 starting as a General Insurance Broker then moving into the position of a Business Services Manager.

Danby believes that everyone's economic and life situation is unique and keeps that in mind when providing financial security advice. He believes that personalised service is essential when matching clients with the right financial security products and services. As a Financial Adviser, he is dedicated to learning about your personal goals and will use them to build your financial plan.

Authorisations	Qualifications and memberships
Danby Sequeira ASIC Authorisation Number 1250952. AMA Services (WA) Pty Ltd ASIC Authorisation Number 268193.	Diploma of Financial Planning Advanced Diploma of Financial Planning Bachelor of Commerce Masters of Commerce

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

Danby Sequeira is authorised to provide a tax (financial) service under supervision, 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 AMA Financial Services 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 AMA Financial Services, which engages your adviser to provide financial services. Of the amount received by AMA Financial Services 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, Danby will explain how AMA Financial Services 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 - A one off advice fee is charged to cover the cost of researching, developing, preparing your advice document and implementing your financial plan. This fee is based on an hourly rate of \$330, and may vary based on the complexity of advice and time involved to implement the advice.

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 Statement of Advice. This fee may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee from \$330 per month to \$2,200 per month, 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 – An initial commission of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 40 per cent of the annual premium paid.

Other benefits

AMA Financial Services has referral arrangements in place. If business is placed as a result of a referral, full details of any applicable referral fee will be provided in your individual Statement of Advice.

Date of completion of Adviser Profile: 30 August 2017, version 3