



**FINANCIAL**  
ADVISORY

**SAIGE**  
FINANCIAL PLANNING

## Financial Services Guide

BD Financial Advisory Pty Ltd  
ACN 621 612 548 AFS Licence No: 502401  
Shop 2 Karalta Connect, 18 Karalta Road Erina NSW 2250

BD Financial Advisory Pty Ltd ("BD Financial Advisory") was established to provide financial planning services that are truly in the best interests of our clients.

### This guide contains important information about:

1. The financial services we offer so you can make an informed decision whether to use those services.
2. Information we need from you.
3. The cost of our advisory services and how we pay our representatives.
4. What to do if you have a complaint about our services.
5. How you can contact us.

When we give you financial advice - a Statement of Advice - to make sure that advice is appropriate to you we must make reasonable enquiries about your current financial situation and future needs.

### In the Statement of Advice we will tell you about:

- our fees and commissions
- any associations we have with financial product issuers or other parties which may have influenced the advice we give you.

If we recommend to you a particular Financial Product we will give you information about the particular Financial Product—a Product Disclosure Statement—to help you make an informed decision about the Financial Product

### Lack of Independence disclosure

BD Financial Advisory Pty Ltd receives commission payments on Life Insurance Products. This allows us to advise and place your insurance without charging you, the client, directly but rather receiving remuneration from product issuers. By doing this however, we are not allowed to use the words Independent, Impartial or Unbiased when describing our business. For more information on this please ask your adviser.

### Do any relationships or associations exist which might influence you in providing me with the financial service?

BD Financial Advisory is not controlled by any financial institution such as a fund manager, bank, insurance company or trade/credit union. None of these institutions have a vested interest in our business.

### **About your adviser**

Your adviser acts on behalf of BD Financial Advisory who is the holder of Australian Financial Services licence no 502401. Under the Corporations Act, our primary responsibility is to you, our client.

Your adviser can provide a wide range of services from strategic advice, to investment advice, to advice on a wide range of insurance products such as life, trauma and income protection. Further details of your adviser's background along with the payments we receive are as per the profile which forms part of this FSG.

### **Who is responsible for the financial services provided?**

BD Financial Advisory is responsible for the financial services provided including the distribution of this FSG.

### **What information we need from you**

We expect that you will provide us with accurate information that we request including your personal objectives, details of your current financial situation and any other relevant information, so that we have a reasonable basis on which to provide you with advice.

We expect that you will use our advice to enable you to make informed financial decisions.

As a financial service provider, we have an obligation under the Anti-Money Laundering and Counter Terrorism Finance Act to verify your identity and the source of any funds. This means that we will ask you to present identification documents such as passports and driver's license. We will also retain copies of this information. We assure you that this information will be held securely.

### **What are the possible consequences of not providing this information?**

You are of course at liberty to decline to provide some or all of this information, but if you do not provide it, any recommendations we make may not be appropriate to your needs and objectives. In certain cases, your failure to provide information may place us in a position where we cannot provide any advice or any financial services to you.

### **What kinds of Financial Products are we authorised to advise and deal in?**

- Deposit and payment products (basic and non-basic);
- Government debentures, stocks and bonds;
- Life products (investment and risk);
- Managed investment schemes (including IDPS);
- Retirement savings accounts;
- Securities;
- Standard margin lending; and
- Superannuation

### **How you can give us instructions?**

You may tell us how you would like to give us instruction. For example by telephone, fax or other means such as e-mail.

If we provide you with execution related telephone advice, you may request a record of the execution related telephone advice, at that time or up to 90 days after providing the advice.

### **What remuneration, commission, fees or other benefits do we receive in relation to providing financial services and how are they calculated?**

BD Financial Advisory advisers are remunerated through the fees and commissions that you are charged. To assist you in making an informed decision, your adviser will discuss with you and agree on any fees payable before providing a service. The Corporations Act requires us to fully disclose all fees and charges, so if you are in doubt please ask us to explain. You may be charged a fee for the services we provide or we may be paid a commission or brokerage or a combination of the two may apply.

All fees and commissions are payable to the Licensee (BD Financial Advisory). Details of the fees and commission for each product are contained in the Product Disclosure Statements (PDS) that your adviser will provide. Your adviser will also provide full details of fees and commissions in your Statement of Advice.

### **Alternative remuneration (Non-monetary benefits)**

From time to time advisers may receive non-monetary benefits from product providers. This can range from small benefits such as movie or sporting event tickets to more valuable benefits such as sponsorship to attended conferences.

If the value of any of these benefits exceeds \$300 it will be recorded in the Alternative Remuneration Register. A register will be maintained by BD Financial Advisory for any benefits received by them that exceed \$300, and each individual adviser will maintain a register for any benefits that they receive directly and are valued at more than \$300.

A copy of the register will be available for inspection on request.

### **What information do we maintain on file and for how long?**

We need to hold all information you give us for a period of 7 years. Yes, you can view information held by making a request. For additional information please refer to our Privacy Policy.

### **What kinds of compensation arrangements are in place and are these arrangements compliant?**

It should be noted that BD Financial Advisory has Professional Indemnity Insurance in place to cover us for the financial services that we provide. We understand that it is adequate to meet our requirements as a financial services licensee. The policy includes coverage for claims made in relation to the conduct of representatives/ employees who no longer work for us (but who did at the time of the relevant conduct).

### **We will provide you with the associated risks of certain financial products/strategies?**

We will explain to you any significant risks of financial products and strategies, which we recommend to you. If we do not do so, you should ask us to explain the risks to you.

We are committed to implementing and promoting a Privacy Policy, which will ensure the privacy and security of your personal information. A copy of our Privacy Policy is available upon request.

### **What should you do if you have a complaint?**

We are committed to providing quality advice to our clients. This commitment extends to providing accessible complaint resolution mechanisms for our clients. If you have any complaint about the service provided to you, you should take the following steps:

1. Contact your adviser immediately.
2. If your complaint is not satisfactorily resolved within 7 days please contact BD Financial Advisory via phone no: 02 4365 0377 or put it in writing and send to Shop 2 Karalta Connect, 18 Karalta Road Erina NSW 2250. BD Financial Advisory Pty Ltd FSG Issued 21st June 2021 as Version 8 4

If we cannot reach a satisfactory resolution you can send your complaint to the Australian Financial Complaints Authority (AFCA) at GPO Box 3 Melbourne Victoria 3001. Their free call number is 1800 931 678. The Australian Securities and Investments Commission, (ASIC), also has a free call info line on 1300 300 630 which you may use to make a complaint or obtain information about your rights.

## Adviser Profile

### Adviser Name

Brett Dillon  
BD Financial Planning

Shop 2 Karalta Connect,  
18 Karalta Road  
Erina NSW 2250

Authorised Representative No: 265081  
CFP®, LRS®, Dip FP, SMSF, Margin Lending

- Certified Financial Planner
- Life Risk Specialist
- Diploma of Financial Planning
- SMSF Specialist
- Margin Lending

### I am authorised by BD Financial Advisory to offer you the following services:

Provide financial product advice and to deal in a financial product by arranging for a financial product to be acquired, varied or disposed of in respect of the following financial products:

- Deposit and payment products (basic and non-basic);
- Government debentures, stocks and bonds;
- Life products (investment and risk);
- Managed investment schemes (including IDPS);
- Retirement savings accounts;
- Securities;
- Standard margin lending; and
- Superannuation

### Adviser Name

Karl Brooke  
BD Financial Planning

Shop 2 Karalta Connect,  
18 Karalta Road  
Erina NSW 2250

Authorised Representative No: 1261628  
CFP®, Dip FP, Accredited Aged Care Professional

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- Retirement savings accounts;
- Securities; and
- Superannuation

**Adviser Name**

Brett Call  
Saige Financial Planning

Suite 2.10, Platinum Building,  
4 Ilya Avenue  
Erina NSW 2250

Saige Financial Planning Authorised Representative  
No. 435637  
Brett Call Authorised Representative No: 321027

CFP®, Advanced Dip FP, CPA, BComm, SMSF,  
Margin Lending

- Certified Financial Planner
- Advanced Diploma of Financial Planning
- SMSF Specialist
- Margin Lending and Geared Investments Accreditation
- ASX Listed Products Adviser

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- Managed investment schemes (including IDPS and MDA Services);
- Retirement savings accounts;
- Securities;
- Standard margin lending; and
- Superannuation

We offer clients a selected range of payment options.

\*\* All fees and charges will be clearly disclosed to you in writing by your adviser at the time the advice is provided in your Statement of Advice. \*\*