

# FINANCIAL SERVICES GUIDE (FSG)

Issued: 31 March 2025

Version: 5.3

## About this Guide

This Financial Services Guide (FSG) provides you with important information about Fortnum Private Wealth (Fortnum), the Principal Practice, and its Authorised Representatives (Advisers) who may provide you with the services described in this FSG.

This FSG consists of two parts, and both contain important information which must be read together. It's important that you take the time to read the information provided so that you can make an informed decision about whether to use the services offered by us.

If you need any clarification on what you have read, please don't hesitate to contact us. We are committed to having open and honest communication with you at all times, as this is the foundation of good advice and a successful ongoing relationship.

## ABOUT US

Fortnum Private Wealth Ltd (Fortnum), as an Australian Financial Services Licensee (AFSL), brings together many like-minded financial advisers who share a “client-first” approach.

Our name comes from a combination of two words – fortress and numbers. This represents our duty to you, the client – our dedication to protecting your financial security and our strength in numbers.

Fortnum is owned by current and former:

- Principal Practices and Advisers (or their related entities);
- Fortnum staff; and
- Fortnum contractors.

Fortnum Private Wealth Ltd is a wholly owned subsidiary of Entireti Limited (ABN 51 676 518 577).

### How does Fortnum maintain adviser standards?

Each Fortnum Adviser is required to undertake continuous professional development. Fortnum hosts regular training programs on areas such as legislative changes to the taxation, social security, superannuation and investment environments. Our education and training philosophy is one of continually raising the bar.

Each Fortnum Adviser has direct access to technical, risk and investment research professionals who can provide additional analysis on strategy and products so that we can deliver quality advice to you. Risk management specialists monitor and regularly audit each Fortnum Adviser to maintain high-quality advice standards.

### Who is responsible for the advice to you?

Fortnum is responsible for any financial advice or services your Adviser provides under our Australian Financial Services Licence (AFSL).

## What financial services and products can Fortnum provide?

Fortnum is licensed to provide financial product advice and deal with the following products:

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Derivatives.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or ‘Wrap’).
- Managed Discretionary Account (MDA) Services.
- Retirement savings accounts.
- Superannuation (including Self-Managed Super Funds).
- Listed Securities.
- Standard margin lending facilities.

A wide range of financial products from various product providers are available and are thoroughly researched by qualified research professionals including, but not limited to, Mercer, Innova Asset Management, Zenith and Morningstar.

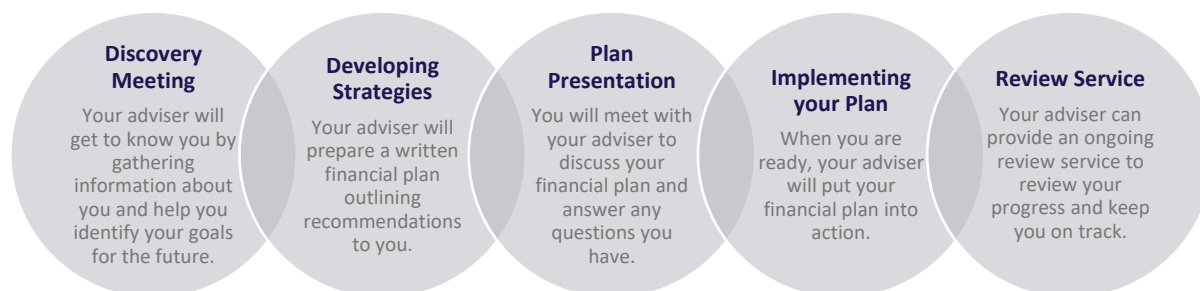
Your Adviser is only authorised to advise on products which are approved by Fortnum for use. Your Adviser will only recommend a product to implement your strategy after considering its suitability in relation to your individual objectives, financial situation, and needs.

### Lack of Independence

Fortnum, its Principal Practices and its Advisers are not independent, impartial or unbiased due to the types of payments that are received by the group. This includes commissions paid by insurance providers or remuneration from a product issuer that is determined by the value of business placed. Payments received in this regard are all legal under Corporations Act 2001.

## OUR ADVICE PROCESS

A comprehensive advice process is designed to ensure that the advice provided is suited to your needs and financial circumstances.



## Important documents

You will receive a number of documents throughout the advice process and if you agree to enter into an ongoing review service. We will provide these documents as per your preferred method, electronically or paper based.

<b>Statement of Advice (SOA)</b>  Your Adviser will formulate a strategy to help achieve your needs and objectives and will put together any personal advice in a Statement of Advice (SOA). A SOA sets out the scope of the advice, your current personal and financial position, the basis for the advice and how it addresses your needs and objectives. It will also disclose the fees and charges payable by you and the remuneration and other benefits we may receive.	<b>Record of Advice (ROA)</b>  Where a further review is conducted or ad-hoc advice is requested from you and personal advice is provided, the advice may be provided via a new SOA or a Record of Advice (ROA) as applicable to the circumstances. Further advice may be in the form of a ROA where the further advice does not significantly differ from the original advice provided.	<b>Statement of Transaction (SOT)</b>  At times, you may wish to make changes without receiving advice. In these cases, we can take your instructions by telephone, email or in person (depending on type) and arrange for the transaction to be completed, without providing personal advice.  Once implemented, we will provide you with a Statement of Transaction (SOT), which confirms your instructions, informs you that no advice has been provided and discloses any fees and charges payable by you.
<b>Product Disclosure Statement (PDS)</b>  If your Adviser recommends a product as part of your financial strategy, they will provide you with the relevant Product Disclosure Statement (PDS). The purpose of a PDS is to assist you in making a decision about the particular financial product. It contains information about the product's key features, benefits, risks, and fees.	<b>Ongoing Service Agreement (OSA)</b>  If your Adviser recommends, and you enter into, an ongoing review service, for a period of more than 12 months, you will initially receive an Ongoing Service Agreement (OSA). This document outlines the agreed service and the fees applied over the specified period.  You will also receive an Enhanced Fee Disclosure Statement (eFDS) each following year. It will outline the fees paid and the services you received in the preceding 12 months, as well as estimated fees and services which will be provided to you in the upcoming 12 month period. The document will also ask you to confirm that you would like to continue the ongoing review service with your Adviser and consent to the deduction of any ongoing fees.	<b>Client Service Contract</b>  If your Adviser recommends, and you enter into, a service arrangement for a fixed period of 12 months or less, you will receive a Client Service Contract. This document outlines the agreed service and the fees applied over the specified period.  You will also receive a Confirmation of Fees and Services Letter at the end of the contract period which will outline the services you received, and fees paid.

## OUR RELATIONSHIPS AND ASSOCIATIONS

### Fortnum Advice Pty Ltd and Personal Financial Services Ltd

Fortnum Advice Pty Ltd and Personal Financial Services Ltd (PFS) are both also wholly owned subsidiaries of Entireti Limited. Fortnum Advice Pty Ltd and PFS both also respectively hold Australian Financial Services Licences that provide financial services to clients.

### Akumin Pty Ltd

Akumin Pty Ltd (Akumin) is a majority owned subsidiary of Entireti Limited. Akumin is a group that specialise in licensing and advice business services to financial planning practices. Some of the businesses within this group also respectively hold Australian Financial Services Licences and Australian Credit Licences that provide financial services to clients.

### PFS Investment Management Limited (PFSIM)

PFSIM is a wholly owned subsidiary of Entireti Limited and is a corporate authorised representative of PFS. PFSIM conducts professional investment research and investment management services including constructing and managing portfolios and/or investment strategies for model portfolios, managed accounts/ separately managed accounts (SMA) or other similar constructs.

## HOW WE ARE PAID

The remuneration and other benefits listed below generally cover what Fortnum, your Adviser, the Principal Practice and any related parties may receive as a result of the services provided to you. Specific amounts and benefits can often only be calculated once the recommendations are made to you.

There are various ways that you may pay Fortnum for the services provided to you, including:

- Fee for service - where you pay a fee for the services that we provide; or
- Commission (paid by product and service providers) in the form of initial (up-front) and/or ongoing (trail) commission; or
- A combination of commission and fee for service; or
- Other.

Each of these is discussed in further detail below.

All fees for services paid by you and/or commission paid by product and service providers are paid to Fortnum. Fortnum then distributes 100% of the fees received to its Principal Practices or distributes the fees after our Licensee fees and other expenses have been deducted.

### Fee for service

In all instances, your Adviser will discuss the calculation of the fees when you meet and agree on the services to be provided. Fees charged are generally payable after the services have been provided, however, ongoing review service fees are generally paid in advance. The agreed fees may be documented in a Letter of Engagement, set out in a SOA, in a ROA, or via an OSA.

Fee for service payments may be payable for:

- Initial Consultation – we may charge fees for your initial discovery meeting.
- Advice Preparation – we may charge fees for the preparation, presentation and/or implementation of our advice to you. These fees will be based on your individual circumstances, the complexity involved in your situation and the time it takes to prepare personal financial advice for you.
- Ongoing Review Service – we may charge a fee to provide ongoing reviews, including further advice suitable to your needs.
- Ad hoc Fees – we may charge fees for other services where costs outside the above are incurred.

## How are fees for services calculated?

Fees charged for our services may be:

- A dollar amount; or
- A percentage of the amount invested; or
- An hourly rate; or
- A combination of some or all of the above, as agreed with you.

## Commissions

Fortnum may receive payments in the form of initial commissions and/or ongoing commissions from the insurance product providers for any product you choose to use that is recommended by us. These commissions are included in the fees and/or premiums you pay for the product. You do not pay these fees to us directly. We may rebate some or all of this to you.

### How commissions (initial and ongoing) from a life insurance product are calculated?

Initial commission from a life insurance provider is typically up to 66% (inclusive of GST) of the first year's premium that you pay.

Ongoing commission can be up to 33% (inclusive of GST) of the premium from year two onwards for the life of the policy.

However, existing commission arrangements for insurance purchased prior to 1 January 2018 may continue to be paid in the same manner as what would have previously been advised to you.

The actual commission that will be received by Fortnum, the Principal Practice, and your Adviser will be disclosed to you in your SOA, SOT or ROA.

## Managed Discretionary Account Service Fee

Fortnum offer a Managed Discretionary Account (MDA) Service and charge a service fee for the use of the MDA Service.

## Separately Managed Accounts and Managed Accounts

If a recommendation is made that you invest into a Fortnum Managed Account Portfolio, then both Fortnum and a related entity, PFS Investment Management Limited (PFSIM) will receive fees

derived from the recommended investment into the Fortnum Managed Account Portfolio. The fees are set out in the PDS and disclosure documents which will be provided to you. This payment may be included as part of, or in addition to, the Indirect Cost Ratio of the Portfolio.

## Member Fees

Fortnum may receive payments from the trustee of a superannuation fund, with which it has entered into a Member Services Agreement, in respect of the services provided to you on behalf of the trustee. Please refer to Part 2 of our Guide for further details (if applicable).

## Other forms of remuneration or benefits

Fortnum, your Principal Practice and/or Adviser may be entitled to other benefits when providing services to you.

Fortnum, your Principal Practice and Adviser keep registers of small value benefits (i.e. \$100 to \$300 in value) which may be received by them from product and service providers. These benefits are permissible unless they are received frequently or when similar benefits received combine to exceed \$300 per annum. If you would like a copy of the register, please ask your Adviser and it will be made available to you within seven days.

In addition, Fortnum receives payments by product providers to support adviser training and professional development.

If your Adviser is an accountant who is subject to the Accounting Professional and Ethical Standards, under APES 230, all benefits received, regardless of value, will be recorded on their register.

## PROFESSIONAL INDEMNITY INSURANCE

Fortnum is covered by Professional Indemnity insurance satisfying the requirements under section 912B of the Corporations Act (2001) relating to insurance obligations. Our insurance arrangements cover claims made against us as the Licensee and for the conduct of any Fortnum adviser (whilst acting as an Authorised Representative of our AFSL).

## PROTECTING YOUR PRIVACY

We collect and keep a record of your personal information, including sensitive information (e.g. information about your health), in order to provide you services including financial advice. We may also use the information we have collected in order to comply with any legislative or regulatory obligations we have and to help us run our business.

Fortnum is committed to the confidentiality and security of your personal information. It will be necessary for us to collect, use and disclose your personal information. If you do not consent to this, or we are unable to collect all the necessary personal information, we will not be able to provide you with the relevant financial planning and advice services.

In most cases, we collect personal information directly from you. In other cases, however, we may collect your personal information from third parties. The third parties we may collect from include, but are not limited to: your accountant, your lawyer or solicitor, other financial services institutions, insurance providers and any other third parties where you have provided consent.

In order to manage and administer our financial planning services, it may be necessary for us to disclose your personal information to third parties. The parties to whom we may disclose your personal information include, but are not limited to: financial institutions for the provision of financial products, such as investments, superannuation, and life insurance; auditors; third parties providing mailing services, administration support, maintenance of our information technology systems, printing of our documents, research services; any government or regulatory body for whom we have a legal obligation to provide this information to; referral partners. It is possible that an organisation listed above may disclose your personal information to overseas recipients, but it is not possible for us to provide any further details of that in this document. We may disclose your personal information to an entity which is located outside of Australia, to enable them to undertake specified services on behalf of Fortnum, your Adviser or Principal Practice.

In addition, the Principal Practice and/ or your Adviser may disclose your personal information to overseas recipients in order to access services they provide, such as paraplanning and administration.

Details of this can be found in the Fortnum Privacy Policy, which includes details of how you may access, and seek correction of, your personal information which we hold. It also includes details of how you may complain if you believe that we have breached the Australian Privacy Principles under the Privacy Act and how we deal with such complaints.

You may obtain a copy of the Fortnum Privacy Policy by telephoning us on (02) 9904 2792 or by visiting our website at [www.fortnum.com.au](http://www.fortnum.com.au).

You can authorise another person to act on your behalf, to receive information and/or undertake transactions. Both requesting this to occur, and removing this authorisation, are required to be notified in writing.

Where your Adviser becomes a representative of, or sells their business to, another Australian Financial Services Licensee, Fortnum may also use and disclose the information collected about you to enable your Adviser or the new business owner to continue to provide you with financial products and services.

We collect your personal information as permitted by, and in accordance with, the Privacy Act. Other legislation may also apply, such as the Anti-Money Laundering and Counter-Terrorism Financing Act.

## ABSENCE OF RELEVANT INFORMATION

If you do not wish to provide the information required to formulate your recommendations, your Adviser will advise you about the possible consequences of not having disclosed your full personal information and the impact on the recommendations given. You should consider these implications carefully.

## IF YOU HAVE A COMPLAINT

In the first instance, if you are unhappy with the advice or service provided by your Adviser, Practice Principal, or Fortnum, you can let us know by putting your concerns in writing or by calling us.

We will investigate your complaint and respond to your concerns as quickly as possible and within 30 days.

### **Complaints Officer (Fortnum Private Wealth)**

PO Box R1872  
ROYAL EXCHANGE NSW 1225

By email at [complaints@fortnum.com.au](mailto:complaints@fortnum.com.au); or  
By calling (02) 9904 2792 – select option 1.

If we have not responded to your complaint within 30 days, or if you feel it has not been resolved to your satisfaction, you may refer your concerns to the Australian Financial Complaints Authority (AFCA), which provides an accessible, fair and independent dispute resolution service. You can contact AFCA at:

### **Australian Financial Complaints Authority Limited**

GPO Box 3  
Melbourne VIC 3001  
[www.afca.org.au](http://www.afca.org.au)

By email at [info@afca.org.au](mailto:info@afca.org.au); or  
By calling 1800 931 678.

You can also contact the Australian Securities and Investments Commission (ASIC). ASIC is Australia's corporate, markets and financial services regulator. ASIC contributes to Australia's economic reputation and wellbeing by ensuring that Australia's financial markets are fair and transparent, supported by confident and informed investors and consumers. You can contact ASIC at:

### **Australian Securities and Investments Commission**

PO Box 4000  
Gippsland Mail Centre Victoria 3841  
[www.asic.gov.au](http://www.asic.gov.au)

By calling 1300 300 630.

## ABOUT US

Our Practice, Wealth Wise Pty Ltd and our Advisers are Authorised Representatives of Fortnum Private Wealth Ltd.

Our Practice has been established since 1986 to provide a range of wealth advice and expertise to assist clients with every aspect of their financial situation. Our Practice has a disciplined approach to helping you build and manage your plan for financial independence.

Below are our Practice details and how you can contact us:

<b>Name</b>	Wealth Wise Pty Ltd	<b>Phone</b>	(08) 9380 6333
<b>ABN</b>	70 104 359 211	<b>Email</b>	<a href="mailto:advisers@wealthwise.com.au">advisers@wealthwise.com.au</a>
<b>CAR</b>	235526	<b>Website</b>	<a href="http://www.wealthwise.com.au">www.wealthwise.com.au</a>
<b>Address</b>	Suite 2, Level 4, Building C (Brightwater House) The Garden Office Park, 355 Scarborough Beach Road, Osborne Park WA 6017		

## WHAT WE DO

We can provide advice on the below types of financial products and services. Your adviser may not be qualified in all of the products and services below. Please refer to their individual adviser profile for their qualifications and the advice they can assist you with.

### The types of financial product advice our Advisers can provide you:

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services\*.
- Self-Managed Super Funds (SMSF)\*.
- Margin Lending Facilities\*.
- Listed Securities\*.

### The services our Advisers can provide you:

- 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 Funds (SMSF)\*.
- Personal insurance strategies.
- Centrelink / DVA advice.
- Retirement planning advice.
- Aged Care\*.
- Estate planning advice.
- Advice on ownership and structures (e.g. discretionary and family trusts).
- Portfolio review services.
- Ongoing advisory services.

\*Accredited advisers only. Our Advisers may also engage by referral the use of specialists such as (but not limited to) accountants and solicitors.



## Our Tax Services

Wealth Wise Pty Ltd Advisers are all listed on the Financial Adviser Register as a Qualified Tax Relevant Provider (QTRP) with Australian Securities and Investments Commission (ASIC). This means that all Advisers of Wealth Wise Pty Ltd can provide tax advice in regard to the strategies and financial products that they recommend to you.

## OUR FEES

Fees will be agreed based on your requirements and the complexity of your financial circumstances. All fees 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.

We will discuss and agree on the method of payment with you before we provide you with our services. Generally, we will either invoice you directly, or deduct from your investments, or adopt a combination of these methods for the fees payable. Cash transactions will not be accepted.

## Fee for Service

<b>Initial Consultation</b>	Your initial consultation is usually free or will be capped at \$990 (including GST) which will be outlined to you before the commencement of an appointment.
<b>Advice Preparation</b>	There is a set fee which starts from \$4,750 (including GST) for the preparation of an SOA which will increase due to complexity.
<b>Ongoing Review Service</b>	If you do not agree to an ongoing service package agreement, we will charge you an hourly advice service fee of up to \$550 per hour (including GST) or part thereof for an adhoc review of advice or request a portfolio review.
<b>Hourly Rate Direct Charges</b>	Your Adviser and Administration Team may charge an hourly rate for financial services. The current rate is up to \$550 per hour (including GST) or part thereof. Part or all of the initial commissions received from a product provider may be rebated to you if this charging option is used.
<b>Claims Management Service</b>	<p>We may charge a fee where you require assistance to process an insurance claim. The fees for this service will depend on the complexity of your situation and may be charged as follows:</p> <ul style="list-style-type: none"><li>• A fixed dollar amount; or</li><li>• An hourly rate; or</li><li>• A combination of both.</li></ul> <p>The fee will be discussed and agreed upon with you prior to assisting you with your claim.</p> <p>In some cases, we may decide an external specialist may be required to assist with your claim. If this occurs, we will confirm with you prior to engaging the external specialist. The fees for any external specialists will be an additional fee separate to our fee.</p>

## Insurance Commissions

<b>Commissions</b>	Insurance commissions may be paid by product providers to Fortnum, who, in turn, may pay a proportion of this to Wealth Wise Pty Ltd. If your Adviser receives a proportion of this remuneration, they will inform you of the amount at the time they provide you with advice.
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## Payments we receive

All fees for services paid by you and/or commission paid by product and service providers are paid to Fortnum. The relationship between Fortnum and the Principal Practice is arranged through a flat fee agreement. This agreement stipulates that 100% of the remuneration is paid to the Practice. Therefore, Fortnum will retain 0% and the Principal Practice will receive 100%.

Wealth Wise Pty Ltd may share part of this amount with your Adviser.

Your Statement of Advice, Statement of Transaction or Record of Advice will provide further details of amounts paid to Fortnum, Wealth Wise Pty Ltd and your Adviser.

## Payments our Advisers receive

Jamie Luxton is a director/shareholder of Wealth Wise Pty Ltd and has been appointed as an Authorised Representative of Fortnum.

Jamie Luxton may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document:

- Your Adviser may be paid a salary based on experience and capability or receive a share of the revenue you provide to Wealth Wise Pty Ltd. This will be documented in the Terms of Engagement and Statement of Advice.
- Your Adviser 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.
- Your Adviser may receive dividends and/or distributions as a shareholder of Wealth Wise Pty Ltd.

Joseph Hoe, Paul Turner and Ashley Britton are shareholders of Wealth Wise and have been appointed as Authorised Representatives of Fortnum.

These Advisers may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document:

- Your Adviser may be paid a salary based on experience and capability.
- Your Adviser 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.
- Your Adviser may receive dividends and/or distributions as a shareholder of Wealth Wise Pty Ltd.

Wealth Wise Pty Ltd has a number of Advisers who are employees of Wealth Wise Pty Ltd and have been appointed as authorised representatives of Fortnum.

These advisers may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document:

- Your Adviser may be paid a salary based on experience, capability and responsibilities within Wealth Wise Pty Ltd.
- Your Adviser 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.

## Referrals to us and others

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.

We may give a payment for referrals to us. If this is the case, we will inform you of this payment prior

to the referring party being entitled to the payment.

## OTHER IMPORTANT DETAILS

### Managed Discretionary Account Service

If your Adviser recommends you establish a Managed Discretionary Account (MDA), at the time of the recommendation they will provide you with a Fortnum Private Wealth Ltd Managed Discretionary Account Service Financial Services Guide, which, when an MDA Service is recommended, forms part of our FSG and must be read in conjunction with Part 1 – General Details and Part 2 – Principal Practice Profile. It will provide information about: the MDA Service; the documentation you should receive; the risks of the service; the fees and costs associated; and other important information.

### Our Relationships and Associations

The extensive list of products and services approved by Fortnum includes products and services provided by entities with whom Fortnum directors, employees, Wealth Wise Pty Ltd 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 it 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.

### Our relationship with AZ Next Generation Advisory Pty Ltd (AZ NGA)

Wealth Wise Pty Ltd's advisers are a member of the AZ NGA Group of companies. AZ NGA is majority owned by Azimut Group and Oaktree Capital Management. Azimut is Italy's largest independent asset manager and Oaktree is a global investment manager.

From time to time your adviser may recommend you apply for, acquire, vary or dispose of a financial product issued by members of the Azimut and Oaktree Groups.

Your adviser does not receive any direct remuneration or other benefit as a result of its recommendation to apply for, acquire, vary or dispose of a financial product issued by these related companies as any remuneration and benefit are received by the product issuer and ultimately our common parent company.

### Jamie Luxton



<b>Authorised Representative Number</b>	235874
<b>Phone</b>	(08) 9380 6333
<b>Email</b>	Jamie.luxton@wealthwise.com.au
<b>Qualifications</b>	Diploma of Financial Services SMSF Specialist Adviser™
<b>Professional Memberships</b>	Accredited Aged Care Professional™ Program Financial Advice Association Australia (FAAA)
<b>Professional Designations</b>	Certified Financial Planner™ (CFP®)

#### Advice and services I can provide

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services.
- Self-Managed Super Funds (SMSF).
- Margin Lending Facilities.
- Listed Securities.
- Aged Care

#### Experience

Jamie is the founder and manager of the practice and has been working in the financial services industry since 1986.

He holds a Diploma of Financial Planning, is a CERTIFIED FINANCIAL PLANNER® practitioner. He is also a member of the SMSF Association, the Self-Managed Super Fund Professional Association of Australia which is recognised as the peak body for professional advisers and the leading association within the SMSF industry in Australia and is an accredited Specialist Adviser in this complex field.

Jamie is proud of the fact that many clients who started with Wealthwise more than 25 years ago remain clients to this very day. Jamie has an abundance of knowledge and experience in all facets of financial planning gained over the years, providing advice to many individuals and business owner clients.

**Paul Turner**

	<b>Authorised Representative Number</b>	329632
	<b>Phone</b>	08 9380 6333
	<b>Email</b>	paul.turner@wealthwise.com.au
	<b>Qualifications</b>	Graduate Diploma of Financial Planning Graduate Diploma of Business (Marketing) Advanced Diploma of Financial Services Margin Lending and Geared Investments
	<b>Professional Memberships</b>	SMSF Specialist Adviser™ Financial Advice Association Australia
	<b>Professional Designations</b>	Certified Financial Planner™ (CFP®)

**Advice and services I can provide**

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services.
- Self-Managed Super Funds (SMSF).
- Margin Lending Facilities.
- Listed Securities.

**Experience**

Paul Certified Financial Planner® with over 16 years' experience with Wealthwise Financial Planners Perth focused on helping his clients to build wealth for the life they wish to live.

He is particularly focused on retirement planning – ensuring those planning to live their best retirement have enough for their desired retirement plans and reducing complexity and fear of ever running out of money.

Additionally, he has assisted many individuals and families receiving inheritances or a windfall, and wanting to ensure they make the best decision around investments and superannuation for their financial future.

Paul has extensive experience in providing advice around the unique benefits of GESB Goldstate and WestState for WA state government employees.

He holds a Graduate Diploma of Financial Planning, Graduate Diploma of Business and specialist qualifications in providing advice around SMSFs.

He has been recognised by the profession's peak bodies – including the FPA Adviser of the Year awards and by the IFA in their Excellence Awards for Goals Based Advice.

**Ashley Britton**

<b>Authorised Representative Number</b>	421033
<b>Phone</b>	08 9380 6333
<b>Email</b>	ashley.britton@wealthwise.com.au
<b>Qualifications</b>	Advanced Diploma of Financial Services Bachelor of Economics (UWS)
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)

**Advice and services I can provide**

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services.
- Self-Managed Super Funds (SMSF).
- Margin Lending Facilities.
- Listed Securities.

**Experience**

Ash has worked in the financial services industry since leaving university in 2005 where he graduated with an Economics degree majoring in Bank Finance and Accounting. Ash gained experience working within Commonwealth Bank before joining the Wealthwise team and completed his Advanced Diploma of Financial Services in 2012. He has gained extensive knowledge of retirement planning, investment, and wealth protection and is also accredited in SMSF and gearing strategies. Ash's aim is to understand the client's position, needs and objectives to provide an outcome that enables peace of mind and a clearer vision of their financial future.

**Joseph Hoe**


<b>Authorised Representative Number</b>	267589
<b>Phone</b>	08 9380 6333
<b>Email</b>	joseph.hoe@wealthwise.com.au
<b>Qualifications</b>	Diploma of Financial Services Bachelor of Commerce (UWA) Master OF Taxation (Curtin)
<b>Professional Memberships</b>	SMSF Specialist Adviser™ Senior Fellow member (FINSIA) Fellow member of CPA and Australian Institute of Management Financial Advice Association Australia (FAAA)
<b>Professional Designations</b>	Certified Financial Planner™ (CFP®)

**Advice and services I can provide**

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services.
- Self-Managed Super Funds (SMSF).
- Margin Lending Facilities.
- Listed Securities.

**Experience**

Joseph has been in the Financial Services industry since 1998 and specialises in superannuation (including SMSF), investment & retirement planning. His raison d'être and passion lie in educating his clients to empower them to make smarter financial decisions and decisive actions to pursue their desired lifestyle.

Joseph holds a Bachelor of Commerce degree & a Master of Taxation from Curtin University of Technology in Western Australia. He is a Senior Fellow member of the Financial Services Institute of Australasia (FINSIA), as well as a Fellow member of CPA (Australia) and the Australia Institute of Management. He is also a SMSF Association SMSF Specialist Adviser™ and is a CERTIFIED FINANCIAL PLANNER® practitioner.

In recognition of his pro bono work for the local communities, Joseph was the 2014 WA winner of the FPA's Future2 Community Service Award. Furthermore, he was the WA state winner of the AFA's excellence in education award in 2015.

Money Management, which recognises excellence in the financial planning profession and in our communities, named Joseph Hoe the national Financial Planner of the Year for 2016.

**Yogita Patel**


<b>Authorised Representative Number</b>	1233697
<b>Phone</b>	08 9380 6333
<b>Email</b>	yogita.patel@wealthwise.com.au
<b>Qualifications</b>	Advanced Diploma of Financial Services Bachelor of Arts (London Guildhall Uni) Accredited Aged Care Professional
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)

**Advice and services I can provide**

- Deposit and payment products.
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- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services.
- Self-Managed Super Funds (SMSF).
- Margin Lending Facilities.
- Aged Care

**Experience**

Since graduating from university in 1995 with a Bachelor of Arts in Financial Services, Yogita has had a successful career in the financial services industry. She has extensive experience through a number of roles over 13 years within multinational bank HSBC in London, spanning across Corporate Institutional and Investment Banking, predominantly in relationship management of large insurance companies, pension funds, fund managers and banks. This has been further supporting with 7 years' experience in risk and compliance at Westpac Group. To pursue her career in financial planning, Yogita completed the Diploma of Financial Planning and joined Wealthwise in February 2015 and has since completed the Advanced Diploma of Financial Planning.

Yogita is passionate about helping clients achieve their financial and lifestyle goals by simplifying complex financial matters and offering personalised holistic advice services. She can provide specialist advice in investment, superannuation, wealth protection and retirement planning strategies. It is also important to her to offer value for advice and engage with clients to form long term relationships based on mutual trust and be with them through their journey so they can make informed financial decisions and achieve their lifestyle goals.



**Donovan Wilson**


<b>Authorised Representative Number</b>	1265106
<b>Phone</b>	08 9380 6333
<b>Email</b>	Donovan.Wilson@wealthwise.com.au
<b>Qualifications</b>	Bachelor of Commerce Diploma of Financial Planning Advanced Diploma of Financial Services Post Graduate Diploma of Financial Planning
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)

**Advice and services I can provide**

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Managed Discretionary Account Services.
- Retirement savings accounts.
- Superannuation.

**Experience**

Donovan has over 12 years' experience in the Financial Services industry.

After graduating university with a degree in Commerce, he began his career in finance in South Africa, working as an Adviser for two of the big four banks. During that time, he also completed a Post Graduated Diploma in Financial Planning.

After emigrating to Australia in 2016, he obtained extensive experience through a number of roles within Australian Financial Planning practices, including an Adviser role at ANZ bank where he also completed an Advanced Diploma in Financial Planning.

Donovan believes in educating clients so that complex financial matters can be simplified through their personalised advice which aligns to their goals and objectives.

**Mark Giles**


<b>Authorised Representative Number</b>	235733
<b>Phone</b>	0412 942 197
<b>Email</b>	mark.Giles@wealthwise.com.au
<b>Qualifications</b>	Graduate Diploma Financial Planning Diploma Financial Planning Graduate Certificate in Commerce Certificate in Mortgage Broking
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)
<b>Professional Designations</b>	Certified Financial Planner™ (CFP®)

**Advice and services I can provide**

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services.
- Margin Lending Facilities.

**Experience**

In 1982 at a young age Mark started his career in the Financial Services sector where he ended up becoming branch account of BNZ Perth. In 1987 he became a Financial Adviser and founder of Complete Financial Solutions (a provider of holistic financial services including Financial Advice, Accounting & Mortgage Broking). After 34 years running his business with the help of a well credentialled team, Mark and the team merged the practice with Wealthwise in 2021. The synergies between the two businesses were strong and represented an exciting turning point for Mark and his staff. As a Financial Adviser at Wealthwise Mark is now part of a bigger team who provide high quality Financial Services at a very personal level for their clients. His experience both at a technical level and importantly at an interpersonal skill level make him a valuable resource for his clients.

He holds several qualifications, some of which are at AQF8 level. They include a Post Graduate Diploma in Financial Planning, a Diploma of Financial Planning through Deakin University, a Graduate Certificate in Commerce through the University of Western Sydney and a Certificate in Mortgage Broking. He is a CERTIFIED FINANCIAL PLANNER® practitioner.

Mark's knowledge and experience gained over decades of working with his clients is his strength. His passion is to help people not only in his business life but also at a personal level. He is a regular volunteer in his local community where he hopes that his contributions help those that need it and that it encourages others to do the same – his view is that it's important to leave the world a better place, through both your career and your personal life.



### Michael Dean Scaffidi



<b>Authorised Representative Number</b>	1236915
<b>Phone</b>	(08) 9380 6333
<b>Email</b>	Michael.Scaffidi@wealthwise.com.au
<b>Qualifications</b>	Bachelor of Commerce Bachelor of Economics Diploma of Financial Planning Advanced Diploma of Financial Planning Aged Care ALPA

### Advice and services I can provide

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Managed Discretionary Account Services.
- Retirement savings accounts.
- Superannuation.
- Self-Managed Super Funds (SMSF).
- Listed Securities.
- Aged Care

### Experience

Michael was born in Perth and brought up in Hillarys. He graduated from the University of Western Australia in 2012 with a Bachelor of Commerce and Bachelor of Economics.

Majoring in economics, money and banking, corporate finance, and investment finance he completed his advanced diploma of financial planning shortly after joining Wealthwise.

Michael helps to educate his clients to ensure they are able to make informed decisions and feel confident about their financial future. He also rode over 200km as part of Team Wealthwise in the 2014 & 2015 Rides to Conquer Cancer.



### Kellie Jane Dhu

**Authorised Representative Number**

392346

**Phone**

(08) 9380 6333

**Email**

Kellie.Dhu@wealthwise.com.au

**Qualifications**

Advanced Diploma of Financial Planning  
Diploma of Financial Services (Financial Planning)  
Financial Advice Association Australia (FAAA)

**Professional Memberships**

#### Advice and services I can provide

- Deposit and payment products.
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- Life investment or life risk products.
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- Managed Discretionary Account Services.
- Retirement savings accounts.
- Superannuation.
- Margin Lending.

#### Experience

Kellie joined the Financial Services Industry in 2007 and became an Adviser in 2009. Over the past 13 years Kellie has gained extensive experience and built a passion for helping people achieve their financial goals. She strongly agrees with Antoine de Saint-Exupery's quote that 'A goal without a plan is just a wish'.

Kellie believes in taking the time to understand your situation and what's important to you to ensure that together you can create a personalised plan towards achieving your ideal lifestyle. Specialising in strategies from wealth accumulation, protection, retirement and estate planning, and working as your 'life project manager', Kellie will allow you to spend more time doing the things you love.

In a world of constant change, whether personal or legislative; Kellie believes that it is extremely important to ensure that your plan remains on track and through ongoing education to ensure that you can make smart decisions along your journey.



### Katherine Cairns



<b>Authorised Representative Number</b>	460863
<b>Phone</b>	(08) 9380 6333
<b>Email</b>	Kath.cairns@wealthwise.com.au
<b>Qualifications</b>	Diploma of Financial Planning Advanced Diploma of Financial Planning Graduate Diploma of Financial Planning Accredited Aged Care Professional
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)

### Advice and services I can provide

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap')..
- Retirement savings accounts.
- Superannuation.
- Aged Care

### Experience

Katherine is wholeheartedly dedicated to helping her clients make the most of their finances through best-in-class financial planning services and an impeccable customer experience.

She helps people build wealth, as a way to achieve their lifestyle goals. She's a big proponent for educating and empowering each family she serves with the knowledge required to make more informed decisions about their future.

She's worked in the financial services industry since 2004, gaining extensive knowledge working in various stockbroking firms in Perth, in positions including Dealers Assistant, Corporate Actions Officer and Settlements Clerk before moving into financial advice in 2009.

**Matthew (Matt) Wood**

<b>Authorised Representative Number</b>	455467
<b>Phone</b>	08 9380 6333
<b>Email</b>	Matt.Wood@wealthwise.com.au
<b>Qualifications</b>	Master of Applied Finance Bachelor of Business (Financial Risk Management)
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)
<b>Professional Designations</b>	Certified Financial Planner™ (CFP®)

**Advice and services I can provide**

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Self-Managed Super Funds (SMSF).
- Margin Lending Facilities.
- Listed Securities.

**Experience**

I am passionate about building long-term relationships with my clients, providing them with necessary guidance so they can confidently make well-informed decisions about their future.

My experience in financial markets, banking, strategic financial planning and accounting spans almost two decades. I specialise in developing tailored strategies for high-net-worth family groups, successful business owners and up and coming professionals.

My qualifications include a bachelor's degree in business, master's degree in applied finance and I am also a Certified Financial Planner (CFP®).

I am a member of the Financial Advice Association Australia (FAAA).



### Vanja Zoric



<b>Authorised Representative Number</b>	1249456
<b>Phone</b>	08 9380 6333
<b>Email</b>	Vanja.Zoric@wealthwise.com.au
<b>Qualifications</b>	Bachelor of Commerce
<b>Professional Memberships</b>	Financial Advice Association Australia (FAAA)
<b>Professional Designations</b>	Certified Financial Planner™ (CFP®)

#### Advice and services I can provide

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Self-Managed Super Funds (SMSF).
- Listed Securities.

#### Experience

I have been servicing high net worth individuals and family groups for the majority of my career. My highly analytical process helps clients to optimise their financial position and to implement tailored strategies to assist them in achieving their goals with confidence and clarity.

I specialise in investment portfolio construction and risk management and am invested in building long-term trusted relationships with my clients.

I hold a bachelor's degree in commerce and am a Certified Financial Planner (CFP®).  
I am a member of the Financial Advice Association Australia (FAAA).

Fortnum Private Wealth Ltd  
ABN: 54 139 889 535  
AFSL: 357 306

Aurora Place, Level 6, 88 Phillip Street,  
Sydney NSW 2000  
Phone (02) 9904 2792

