

# FPW Financial Advice Pty Ltd Financial Services Guide

ABN 19 653 722 528 Corporate Authorised Representative No: 001294181

Version number: 21.01

## PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) 1 December 2021 and should be read in conjunction with Part One of our FSG dated 1 June 2021. Together these documents form the complete FSG.

**FPW Financial Advice Pty Ltd** is an Authorised Representative of Count Financial Limited (Count).

The individual listed in this FSG is authorised by Count to provide personal advice through **FPW Financial Advice Pty Ltd**.

### Our contact details:

Address: 36 Khartoum Street, West Footscray, Vic 3012  
Phone: 0417-350-890  
Email: [admin@fpwadvice.com.au](mailto:admin@fpwadvice.com.au)  
Web: [www.fpwadvice.com.au](http://www.fpwadvice.com.au)

### Rodney W Johnstone



### Authorised Representative Number: # 243345

Rodney is an Authorised Representative of Count and a Director of FPW Financial Advice Pty Ltd and receives a salary plus a bonus payable if he meets service targets.

Rodney has 23 years of experience in the provision of financial planning advice. Rodney attained a Bachelor of Business from Deakin University in 1985 and Diploma in Financial Planning from RMIT in 1996 as well as a Graduate Diploma in Applied Finance from SIA in 1996.

Rodney also has specialist qualifications in **Aged Care**, **SMSF** and **direct securities** advice.

He is a Certified Financial Planner (CFP) member of the Financial Planning Association of Australia.

### Financial services and product types

Rodney is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin lending, and
- Superannuation.

How to contact me: [admin@fpwadvice.com.au](mailto:admin@fpwadvice.com.au) or 0417 350 890

---

## Advice preparation and implementation fees

Prior to the provision of personal advice, we will agree upon a preferred payment option and disclose how our fee is calculated. Below is a summary of our available payment options that can be combined to pay for our services. We will provide you with a quote for our services before we undertake any work on your behalf.

These fee options include:

### \*Time based charging

i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is **\$385 per hour (incl. GST)**.

Price can vary depending on **scope and complexity** of the advice and we will provide you with an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

### \*Service based charging

ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is **\$2,200 (incl. GST)**

### \*Asset based charging

iii) The fee for the preparation and implementation of our advice is calculated as a percentage of the dollar amount advised upon. Our minimum fee for this is **\$2,200 (incl. GST)**, based on 0.825% x value of the asset base the advice is provided for, and the maximum fee is \$20,000 (incl. GST) / calculated based upon fee schedule 1 below.

### Schedule 1 (investments)

Maximum initial fee*	Investment amount	Average portfolio charge
\$20,000 (0.825%)	\$2,424,242	\$3,500 approx.
0.825%		Up to a maximum of \$20,000 (inc gst)

\* Fees on tax effective products are capped at 4.4% with any excess refunded back to you.

Where we are aware that you are using borrowed funds to invest (including where we have recommended this), borrowed amounts will be excluded for the purpose of calculating fees in Schedule 1 - above.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

---

## Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of **\$165 per hour (incl. GST)**.

Where you enter into an Ongoing Service Arrangement, Supplementary services are included, and will not be provided at an additional cost.

---

## Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range **from \$550 minimum** amount to **\$22,000 maximum** amount (**incl. GST**) unless otherwise agreed. The exact cost of the ongoing review service will depend on the review offering we recommend and this will be disclosed within an Ongoing Service Agreement (OSA) we provide to you.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to **\$385 per hour (incl GST)**, may be applied.

---

## Non-advised transaction fees

If we assist you on an execution only basis (i.e. where you have been offered advice and you declined advice), a fee of up to **\$165 per hour** (incl GST) will be applicable (min fee \$165).

---

## Referral arrangements

We do not have any financial agreements in place with any referral partners / providers at this time. I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested. If you wish to consult a non-referral partner, I can provide additional options.

---

## Other associations and relationships

Rodney is a director of the following:

- FPW Financial Advice Pty Ltd
- La Riqueza Pty Ltd
- Karrod Property Pty Ltd
- APMHA Healthcare Inc.
- Community Bike Hub Inc.
- Footscray Hockey Club Inc.

There is no formal financial relationship between FPW Financial Advice and any other organisation listed above. From time to time, FPW Financial Advice may pay superannuation into or sponsor some or all of these entities.

Rodney may also hold shares or units in some of the products he recommends and if that is the case, he will disclose those connections in writing at the time of providing advice.

---

## Other third-party payments we may receive

We may also receive the following fees, which are not payable by you.

### Stamping Fees

Where we facilitate Share Placements and Initial Public Offers in relation to ASX-listed Direct Equities (i.e. Shares - this excludes Listed Investment Companies and Trusts), we may receive up to 1.5% of the transaction value as "stamping fees".

### Stockbroking

We may receive a brokerage payment up to 0.275% of a trade with E.L & C Baillieu Stock Broking Ltd with the minimum brokerage payment being \$50.00 incl GST of a transaction.

### Insurance Commissions

Where we facilitate the acquisition, or modification of a Life Insurance product, we may receive commissions as described in Part 1 of this FSG.

Where we provide advice in relation to the above transactions and charge an advice fee, we may choose to rebate part or all of the third-party payment, to you.

---