

## Pantelis Cleoudis

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

Pantelis Cleoudis and SMF Wealth Management Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

Level 9, 59 Liverpool Street, Hobart TAS 7000

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Pantelis Cleoudis began his career in financial services in 2005 and has been preparing Statements of Advice (financial plans) for advisers during this period before becoming an Authorised Representative in 2018. His primary role is to provide professional advice, guidance and strategy to his clients and help them achieve their lifestyle and financial goals.



### Authorisations

- Pantelis Cleoudis ASIC Authorisation Number 1267594.
- SMF Wealth Management Pty Ltd ASIC Authorisation Number 467971.



### Qualifications and memberships

- Bachelor of Business
- Diploma of Financial Services (Financial Planning)



### 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:

#### Deposit products

#### Life products including:

- investment life insurance products
- life risk insurance products

#### Managed investment products, including:

- master trusts, wrap facilities, property funds
- tax-effective investments

#### Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds

#### Retirement savings accounts

#### Securities

- As a referral service through an approved broker only

Pantelis Cleoudis is authorised, under supervision to provide a tax (financial) service, 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?

Pantelis Cleoudis is a salaried employee and is not eligible to participate in any fees or commissions received by Consultum for advice given or any subsequent investment made. They may however be entitled to receive bonus payments depending on revenue generated and the profitability of each of the SMFWM branches.



## Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Pantelis Cleoudis will explain how SMF Wealth Management Pty Ltd 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

This once-off fee will be charged for services provided on an ad hoc basis and is based on an hourly rate of \$330 for an Adviser and \$220 for administration services, the total fee will depend on complexity and time involved. You can elect to pay this once-off fee via a deduction from your product provider or you may pay by direct payment.

### Statement of Advice (SoA)

A Statement of Advice fee is charged to cover the cost of researching, developing and preparing your advice document. For new clients this fee generally ranges from \$2,200 and \$5,500, however depending on the complexity of the advice sought this fee may be higher. For existing clients who require an additional SOA, the fee ranges between \$550 and \$880 depending on complexity. You may be charged an implementation fee in addition to this, but we will advise of exact fee prior to commencing any work on your behalf.

### Fee for service – implementation - initial

In the majority of cases this fee will be incorporated into the Statement of Advice Fee however, on occasion there may be a need to charge an implementation fee ranging from \$550 to \$1,320, and if this is the case you will be advised in advance of the exact fee prior to commencing any work on your behalf.

### Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service Agreement. The ongoing fee for new clients will range from \$2,200 to \$20,000. This fee will be negotiated depending on the complexity of the advice and the agreed level of service being provided. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

### Risk Insurance Advice Fee

Initial Statement of Advice (SoA) Fee for risk insurance only will range from \$880 to \$2,200. This fee may be offset by any commission paid to SMF Wealth by the insurance companies.

Claim Work – The current SMF hourly rate of \$330 for an Adviser and \$220 for administration services.

### Commission for life risk insurance products – Policies issued from 1 January 2020

Initial commission payable under an upfront structure is capped at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure is 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.



## Other benefits?

Apart from the “Other benefits” section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

## Overseas disclosures

In order to facilitate the provision of financial services, para-planning and other administrative services for you, your financial adviser utilises a service provider located in Sri Lanka. Accordingly, your personal information will likely be accessed from this overseas location. Any overseas disclosure of your personal information to enable these services to be provided does not affect our commitment to safeguarding your privacy, and we will take reasonable steps to ensure that any overseas recipient complies with Australian privacy law.

## Date of completion of Adviser Profile

2 December 2020, version 4