



Goldfinch Advisors
Accounting . Tax . Advice

GOLDFINCH ADVISORS

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:
Russell Stanley Phillips Authorised Representative No 293263
Goldfinch Financial Advisory Pty Ltd ABN 68 616 389 470
Suite 105, Level 1, 40 Burgundy Street Heidelberg Vic 3084
Phone: 03 9459 8411 **Fax:** 03 9457 5286
Email: rphillips@goldfinch.com.au

About Your Adviser Profile

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Russell Stanley Phillips** (Russell Phillips) Authorised Representative No. **293263** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage **Russell** to prepare financial advice for you.

Russell operates under Goldfinch Financial Advisory Pty Ltd, Corporate Authorised Representative No 1251418, as Trustee for the Goldfinch Financial Advisory Unit Trust ABN 94 112 929 232, trading as Goldfinch Advisors.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About Goldfinch Advisors

Goldfinch Advisors is both a registered tax agent and a corporate authorised representative of InterPrac Financial Planning. Our vision is to provide comprehensive financial advice and services across all the financial issues our clients may face. Tax considerations are an important part of any investment, superannuation or retirement planning. So too is the accounting and record keeping that follows. In our view, they are too interlinked to be provided separately by accountants and advisers.

Our value proposition is providing advice relevant to you, whether it be accounting, tax, estate planning, investment and/or asset protection advice, and we will detail that advice to the level required to achieve the best results for you. We serve no other masters than our clients.

We focus on recommending and maintaining direct share portfolios, both Australian based shares and also shares listed on overseas sharemarkets. Share recommendations are personalised for every client. Our knowledge of capital gains tax is exhaustive and we will take this into account, maximising your after tax returns from the holding of direct shares. What you can expect from Goldfinch Advisors, is advice action and results. We leave no stone unturned in achieving the best outcomes for our clients.

About Your Adviser

Russell has been working as a financial & taxation advisor, and technical specialist in the financial advisory profession for more than 20 years. Over that time, Russell has worked for two major banks, large financial advisory businesses and small independently owned accounting and financial planning businesses in both Melbourne and Brisbane.

Achieving the best outcomes for clients is what drives Russell, and to do this he has gained the technical, strategic, tax and investment knowledge needed to improve the outcomes for clients. Russell is adept at explaining complex advice in simple to understand language.

Russell has worked with clients ranging from young couples looking to build up their wealth via investment, small and medium size business owners, retirees, to clients holding large portfolios (exceeding \$10 million).

Russell can provide strategic planning advice in establishing and maintaining tax structures, wealth accumulation and investment strategies, superannuation (including SMSFs), retirement planning and asset/wealth protection.

Russell has very strong mathematics and analytical skills, having twice finished in the top 0.3% of students in the Australian Mathematics Competition, and majored in mathematical economics in his Commerce Degree. Russell uses some mathematical concepts in advising clients on direct share holdings and asset allocation. Russell takes an interest in overseas shares, particularly in industries that are under represented on the Australian sharemarket.

Russell constructs and manages investment portfolios with a view to building long term wealth in a prudent manner, and manages all client administration and reporting effectively and efficiently through the use of on-line administration systems.

Russell holds the following Professional Qualifications

- Bachelor of Commerce (Monash University)
- Graduate Diploma of Financial Planning
- Certified Financial Planner
- Fellow of the Tax Institute
- Registered Tax Agent and Tax (Financial Adviser)
- Member of Institute of Public Accountants

Russell is also a member of the Financial Planning Association, and National Tax and Accountants Association.

Russell Phillips

Authorised Representative No. 293263

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Address: Suite 105, Level 1, 40 Burgundy Street
Heidelberg Vic 3084

Phone: 03 9459 8411 / Mobile: 0416 433 827

Fax: 03 9457 5286

Email: rphillips@goldfinch.com.au

Web: www.goldfinch.com.au

Financial Services Your Adviser Provides

The financial services and products which **Russell** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;

Fees and Payments

Russell is a professional adviser who is a salaried employee of Goldfinch Advisors, director of Goldfinch Financial Advisory Pty Ltd and an indirect equity owner of Goldfinch Advisors. Goldfinch Advisors will receive payment either by collecting a fee for service, receiving commissions, or a combination of both. Russell is entitled to a portion of this income by way of wages and/or a distribution of profits.

Fee for service - Fees are charged according to the work undertaken by Russell and may be charged on an hourly rate of \$275 including GST, or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Russell may receive upfront and ongoing commission for personal insurance services he provides. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST) of the premium for the first year of the policy. Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide Russell's advice fees are \$275 per hour including GST.

We will provide you with a letter of engagement prior to commencing a Statement of Advice that will outline the work that we will undertake along with our fees.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.