FINANCIAL SERVICES GUIDE

FOUNDATION
MANAGEMENT (WA) PTY LTD

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This Financial Services Guide was prepared and issued with the authority of
Foundation Management (WA) Pty. Ltd.
(ABN: 53 009 266 899)
trading as **Foundation Capital Investment and Advisory**
Australian Financial Services License No. 239079 and Life Insurance Broker
www.foundationcap.com.au

Adviser Profile

Adviser's Personal Details

Your Adviser is Peter Carlino; GradDipFP; Dip FP.

Peter Carlino is an Authorised Representative (AR) of Foundation Management (WA) Pty Ltd (trading as Foundation Capital Investment and Advisory).

Peter provides financial services under Amici Holdings Pty Ltd trading as **Ascend Financial Solutions**. Peter's **AR Number** as registered with the Australian Securities and Investment Commission is **363324**.

He has been working in the financial services industry since 2002, before becoming an Adviser on the 28th June 2010

Peter's Bio

Since 1987, he has developed a strong understanding of financial services working in Accounting, Management, Civil Construction and Financial Planning. From 2002, he began his career in Financial Planning, being part owner of one of the largest Advisery groups in Western Australia.

During this time, it has been his passion to assist clients to find true financial direction. His overall experience allows him to draw on knowledge of what it takes to stay focused in achieving goals. Understanding the realities of what we all go through on a daily basis by taking an interest in his client's financial well-being.

He has taken the lead from one of the world's most influential speakers and motivators – Zig Ziglar, this is such a simple outlook with powerful outcomes – " Discipline yourself to do the things you need to do when you need to do them, and the day will come when you will be able to do the things you want to do when you want to do them".

Peter uses this to drive his clients to become passionate about their wealth, health and financial needs.

Services Offered

As an Authorised Representative of Foundation Management (WA) Pty Ltd, the Licensee, Peter Carlino trading as Ascend Financial Solutions, can provide financial product advice and recommendations to retail and wholesale clients, and deal in the following financial services:

- **Deposit Products**
- **Government debentures, stocks or bonds**
- **Managed Investments Schemes (MIS)**
- **Securities (Direct Stocks, ETFs, LICs)**
- **Tax (financial) Adviser**
- **Superannuation (inc. SMSF)**
- **Life insurance investment products**
- **Life insurance risk products**
- **Underwrite interests in MIS and issue of securities**

Peter will only recommend a product or strategy to you after considering its suitability for your individual situation and needs.

Peters does not provide advice in any other area of insurance or investment, but he can refer you to a professional who specialises in these other areas, if requested or required. Any arrangements you make with external service providers will be conducted at your own risk.

Fees and other benefits payable

Financial Advice and Implementation Service

You may engage our services to formulate your personal advice document - a Statement of Advice (SoA).

Our fee covers our advice, research and time, associated with developing your personal financial strategies.

Depending on the complexity of advice involved the fee charged commences at $1,500. This fee will be set prior to any work commencing and only upon your approval.

Please note this fee is payable even if you decide not to accept our advice or to implement the advice.

Part of this fee may be offset with the commission we receive from insurance products that formed part of your Statement of Advice.

For completeness, all fees and commissions will be clearly and fully disclosed in your SoA.

Ongoing Financial Care

We offer ongoing financial care to maintain and review your financial strategies. This fee is payable either monthly in advance or at the time of review. The detail around the services offered will be specified in a separate Ongoing Care Financial agreement.

Depending on the complexity of advice involved the fee charged may start at $275/mth for a monitored plan or from $1,100 per review for a periodic plan

If your circumstances change significantly over time, it may be prudent at some point to offer you a new Statement of Advice. The provision of a new Statement of Advice is not covered by the Ongoing Service Fee, and in such cases a new Advice Fee will generally be payable.

For completeness, all fees and commissions will be clearly and fully disclosed in your SoA.

Consulting Service

We can provide consulting services which encompass any financial advice need that are not otherwise covered by the above services. These may include cashflow budgeting, claims, estate planning, Centrelink assistance, Investing and additional reviews

The Detail
Investment advice and any related services

In the normal cours**e of providing investment advice and any related services, se**rvice fees and charges rendered by Peter Carlino as Ascend Financial Solutions, shall be invoiced on a "fee-for-service" basis, pursuant to a pre-agreed 'scope of works' and fixed fee, as per the schedule below.

Peter Carlino, through Ascend Financial Solutions, offers an ongoing Monitoring and Review Service of **investment products (including platforms).** The fee for this service shall be an agreed to periodic fixed fee, as per the schedule below.

Fees charged for the following Investment Services are: -

Service	**Fee Range (including GST)**
Initial Meeting (nominal charge)	$0 - $275
Preparation and Presentation of a Statement of Advice (SOA)	From $1,500*
Plan Implementation	$0 - $2,200
Review (monitored)	From $275 per month
Review (periodic)	From $1,100 per review

*Please note, due to the personalised nature of each plan to the individual client, the 'Preparation and Presentation (Plan Fee)' will vary in cost from client to client. Once the scope of advice has been established in the initial meeting, Peter will provide (if needed), a 'Terms of Engagement Letter' which details the quoted price, to engage the services of Peter and proceed to the advice stage.

There is no obligation to proceed to the advice stage, however once accepted, you are responsible for the full cost of producing the plan, irrespective of your decision to proceed or not.

Life insurance and other risk management products advice

For life insurance and other risk management products advice, fees and charges rendered in the normal course of business can be invoiced on a "fee-for-service" basis. However, where it is in the best interest of the client, Peter Carlino may seek remuneration for the services rendered, solely by way of a Regulated upfront commission (paid by the product provider). He may also seek remuneration by way of a Regulated upfront commission, in combination with an invoiced 'fee-for-service'.

Ascend Financial Solutions, through Peter Carlino, can provide ongoing monitoring and review of **life insurance and other risk management products.** The fee for this service can be an agreed to periodic fixed fee (monthly; quarterly; half yearly or annually); a Regulated trailing commission (paid by the product provider), or a combination of both.

Fees charged for the following Risk Management Services are: -

Service	Fee/Comm Range (incl. GST)
Initial Meeting (nominal charge)	$0 - $275
Preparation and Presentation of a Statement of Advice (SOA)	$550 - $6,600
Preparation and Presentation of a Statement of Advice (SOA) • Upfront Commission (may include Implementation cost)	0% to 66% of Year 1 Premium
Plan Implementation	$0 - $2,200
Review (ongoing monitored/ review) – i.e. Fee-for-Service	From $183.33 per month (per person)
Review (ongoing monitored/ review) – i.e. Trail Commission	0% to 22% of Next Year's Premium
Review (periodic) – i.e. Fee-for-Service	From $1,100 per review

Hourly Rate (non fee-for-service)

The fee charged is primarily based on time taken, however, this can vary from client to client, depending on the complexity of the advice and services sought and rendered. Before commencement of any services, a schedule of estimated fees accompanying a proposed 'Scope of Services' shall require your written acceptance.

The current hourly rates are as follows: -

Role	Hourly Rate (including GST)
Financial Adviser	$440
Assistant Adviser/Paraplanner	$220
Client Relationship Manager	$110

Adviser remuneration

The only remuneration received by Peter Carlino is by way of a salary, dividend or a combination of both from Ascend Financial Solutions.

Neither Peter Carlino, Ascend Financial Solutions or Foundation Management (WA) Pty Ltd receive any form of 'conflicted remuneration' including but not limited to – asset based fees, brokerage or referral fees. Where such remuneration is provided to Ascend Financial Solutions by life product providers, and the benefit/commissions satisfies Regulations as to the maximum commission cap for upfront and trail commissions, and the commissions paid are subject to "clawback", the remuneration is not 'conflicted remuneration'.

My Referral Arrangements

If a third party refers you, the referrer may receive a fee or a percentage of my fees and commission. This is not an additional cost to you. Any referral payments made it will be disclosed in the SOA document that is provided to you.