Adviser Profile

Dated: 1st January 2019

Jacques Hugo

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Introduction	My name is Jacques Hugo and I am an Authorised Representative of Wealth Today Pty Ltd.
My educational qualifications and experience	<u>Educational Qualifications:</u> 1. I have a Diploma in Financial Services (Financial Planning) 2. Diploma of Financial Services (Finance/Mortgage Broking Management) 3. Honours Bachelor of Accounting Science from the University of South Africa. <u>Experience</u> I have been involved in the financial industry since 1999 as an accountant, tax practitioner and business consultant. I am currently a financial advisor, specialising in assisting and coaching my clients on how to become financially independent. I am also a registered Tax (Financial) Adviser.
The advice and products I can offer you	I am authorised by Wealth Today under its AFSL to provide financial product advice for and deal in the following classes of financial products: Basic and non-basic deposit products Debentures, stocks and or bonds issued or proposed to be issued by a government. Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company Interests in managed investment schemes including investor directed portfolio services. Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997) Superannuation
How my company and I are paid	Wealth Today initially receives all fees received from my clients and product providers and distributes them to me or my company after their fees and other expenses are deducted. Wealth Today generally retains a percentage of fees paid under its arrangements with me or my company. These may vary and will be disclosed in advice documents such as a Statement of Advice or Record of Advice. For details of other possible benefits, please refer to the FSG and/or Advice Documents. All fees and commissions outlined below are inclusive of GST.
Advice preparation	You may be charged a Statement of Advice preparation fee depending on the complexity and the time spent. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The minimum SOA fee is not set as this is dependent on the unique circumstances of each client.
Implementation	Your Terms of Engagement (ToE) will detail all Implementation Fees and will be signed by you, before any work is carried out. Implementation fees are dependent on the following:

	• Level of complexity of the strategies to be implemented • Level of complexity of the implementation process • The hours required to complete the implementation process • The level of experience and qualifications required of the person responsible for the implementation process.
Pre-existing arrangements	For existing clients already in an established commission arrangement, we may receive commission on investment products held. For investment products the relevant product issuer will pay initial commission between 0% and 10% and ongoing commission between 0% and 1% of the value of your investments for as long as you hold the product.
Insurance products	Our fees for insurance advice and products are listed below. We will explain your fees in detail in your statement of advice detailing the implication of each fee option on your specific circumstances. You have the final say in which fee structure you wish to opt for. 1. <u>Commissions</u> Effective 1 January 2019, my company or I may receive up-front commission of up to 70% (exclusive of GST) of your first annual insurance premium for arranging your cover. This amount is reduced to 60% from 1 January 2020. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply. These commission payments are made by the relevant product issuers and are not an additional cost to you. 2. <u>Fee for service with no commission</u> We forgo all commissions which results in a reduction in your insurance premium. Insurance advice and implementation fees are dependent on the following: • Level of complexity of the strategies • Level of complexity of the implementation process • The hours required to complete the advice and implementation process • The level of experience and qualifications required of the person responsible for the advice and implementation process. The hourly rate may therefor range from $65p/h to $330p/h. 3. <u>Combination of 1 and 2 above.</u> Depending on your circumstances a combination of 1 and 2 above may be more suitable and the details will be explained in your statement of advice.

Ongoing fee for advice	If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided. The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged. We do not charge a fee based on a % of the value of your portfolio. You will always be required to agree to our fee in writing before any ongoing advice services are provided. The fees will be dependent on; • Your specific circumstances, requirements and instructions • Level of complexity of the services • The hours required to deliver your required ongoing advice services The level of experience and qualifications required of the person/s responsible for the ongoing advice services. The hourly rate may therefor range from $65p/h to $330p/h.
Ad hoc advice	FEE FOR SERVICE Fees for Adhoc advice and services will be dependent on: • Your specific circumstances, requirements and instructions • Level of complexity of the services • The hours required to deliver the required adhoc advice services The level of experience and qualifications required of the person/s responsible for the adhoc advice services. The hourly rate may therefor range from $65p/h to $330p/h.
Other Benefits, interest or associations	LUDA Financial solutions Pty Ltd also provide the following services: 1. Mortgage Broking 2. Cashflow and budget mentoring and coaching LUDA Financial Solutions Pty Ltd is a member of the Finance Brokers Association of Australia
How to find me	If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 08 9300 2553 or 0488 119 307 or via email at jacques@luda.com.au. Alternatively, you can book an appointment directly via our website: www.luda.com.au.

This document, the Adviser Profile, should be read in conjunction with the Wealth Today Pty Ltd Financial Services Guide (FSG).

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