

## Who we are

Your financial advice specialists are Representatives of and offer services on behalf of Godfrey Pembroke Limited.

**Michael Camm** CFP® FCPA FPS

B.Bus (Accounting & Economics)  
Authorised Representative No. 239721

**Daniel Caulfield** CFP®

B.Commerce (Accounting & Economics)  
Authorised Representative No. 239729

**Nicola Chaffe** CPA (FPS)

Graduate Diploma of Financial Planning  
B.Commerce  
Authorised Representative No. 452641

**Pierre Jacques Dykema** AFP®

Advanced Diploma of Financial Services (Financial Planning)  
B.Proc (Law)  
Authorised Representative No. 329312

The Financial Services that the above financial advice specialists offer are provided by Venture Financial Planning Pty Ltd ABN 62 095 194 559 trading as Venture Financial Advisers Corporate Authorised Representative No.289889.

In 2001 Venture Financial Planning Pty Ltd was established by AFS & Associates, Michael

Camm and Daniel Caulfield in Bendigo. Over the years the team has grown to include Andrew Morris and Nicola Chaffe as Directors. Our goal however remains the same; to provide a range of wealth advice and assistance to help people grow, manage and protect their wealth.

Godfrey Pembroke has authorised your advisers to provide you with this Financial Services Guide.

*This document forms part of the Financial Services Guide Version 10 preparation date 03 October 2016 and is designed to clarify who we are, what we do, and aims to help you decide whether to use our services.*



# Representative Profile

Version 11  
20 April 2017

## What we do

We are authorised by Godfrey Pembroke Limited to provide financial advice in relation to:

- Wealth Accumulation
- Income & Asset Protection
- Tax Strategies
- Superannuation
- Retirement & Redundancy Planning
- Estate Planning
- Government Benefits
- Debt Management

and to provide advice and deal in the following financial products:

- Basic Deposit Products
- Non-basic Deposit Products
- Non-cash Payment Facilities
- Life Products – Investment Life Insurance
- Life Products – Life Risk Insurance
- Managed Investment Schemes, including Investor Directed Portfolio Services (IDPS)
- Superannuation including Self Managed Superannuation Funds
- Retirement Savings Accounts
- Derivatives
- Government Debentures, Stocks or Bonds
- Securities
- Standard Margin Lending Facilities

## Contact us

For more information on anything you have read in this document or if there is anything else we can help you with, please contact us at:

61 Bull Street Bendigo Victoria 3550  
P.O Box 928 Bendigo Victoria 3552  
Phone: (03) 5434 7600  
Fax: (03) 5407 1402  
Email: [venture@venturebendigo.com.au](mailto:venture@venturebendigo.com.au)  
Web: [www.venturebendigo.com.au](http://www.venturebendigo.com.au)



## How we charge for our services

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

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<b>Initial consultation</b>	We will meet with you for the first 30 minutes free of charge, after which we will discuss how we can assist and the fees associated with our advice.
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<b>Advice preparation</b>	<p>If you elect to pay us a fee for advice, the initial advice fee covers the cost of researching and preparing your financial plan and is based on a set dollar amount.</p> <p>Before providing you with initial advice we will prepare a Letter of Engagement or Initial Advice Agreement. This document is an agreement that sets out what our initial advice will cover and how much it will cost you.</p> <p>In addition, the initial advice fee will be disclosed in your financial plan.</p> <p>The fees will depend on the complexity of the advice. The minimum fee charged is \$1,100 for a simple advice strategy or insurance only advice and the maximum is \$ 9,900 for a larger portfolio or advice regarding multiple and / or complex strategies.</p>
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<b>Implementation (fee for advice)</b>	<p>If you elect to pay us a fee for advice, the advice implementation fee covers the administrative time spent implementing the recommended strategies and products and is based on either a set dollar amount or an hourly basis.</p> <p>The advice implementation fee will be disclosed in the Letter of Engagement, Initial Advice Agreement or in your financial plan.</p> <p>The fees will depend on the complexity of the advice. The minimum fee charged is \$ 990 and the maximum \$ 5,500.</p>
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<b>Ongoing fee for advice</b>	<p>If you elect to pay us a fee for service, the ongoing advice fee covers the cost to review the strategies and the products recommended in your Statement of Advice. An ongoing review helps you take advantage of opportunities as they become available.</p> <p>The ongoing advice fee will be based on the level of service needed and the complexity of the advice and is calculated as either a set dollar amount or a percentage of your investments. Ongoing advice fees may increase each year in line with the Consumer Price Index (CPI) or by a fixed amount or fixed percentage each year. We will advise you if this fee will increase as a result of CPI.</p> <p>Before providing you with ongoing advice Venture Financial Planning Pty Ltd will prepare an Ongoing Service Agreement. This agreement sets out our ongoing advice offer which includes the advice and services we will provide, as well as the frequency these will be delivered, how much it will cost, your payment method and how the service can be terminated. In addition, the ongoing advice fee will be disclosed in your financial plan.</p>
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## How we charge for our services (cont)

The fees will depend on the complexity of the advice. The minimum fee charged is \$ 990 for a smaller portfolio or straight forward situation and the maximum \$ 9,900 for a more complex service situation involving multiple advices and/or structures.

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

<b>Ad hoc advice</b>	Where you do not wish to participate in an ongoing service fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of \$396 may apply.
<b>Execution only service</b>	Where we provide a financial service to facilitate buying or selling of a specific financial product as instructed by you, an hourly fee of \$396 may apply.
<b>Stamping fees</b>	Where we receive stamping fees from issuer companies for raising capital or debt on behalf of that company, we will offset this payment against the cost of our advice to you.
<b>Insurance products</b>	The relevant insurer will pay initial commission between 0% and 130% and ongoing commission between 0% and 33% of the annual premium for as long as you hold the product. Commissions are paid to us by the product provider and are not an additional cost to you.
<b>Pre-existing arrangements</b>	For existing clients already in an established commission arrangement, we may receive commission on investment products or margin lending products held. For investment products the relevant product issuer will pay initial commission between 0% and 5.5% and ongoing commission between 0% and 0.88% of the value of your investments for as long as you hold the product. For margin loans the relevant product issuer will pay an ongoing commission between 0% and 0.88% of the outstanding loan balance. Commissions are paid to us by the product provider and are not an additional cost to you.

