



# Financial Services Guide

Provided by

Allan Meates. Authorised Representative No. 240632

David Kollmorgen. Authorised Representative No. 240637

Matthew Smith. Authorised Representative No. 301211

(together **we, us, our**)

As authorised representatives of MKS Wealth Management Pty Ltd ABN 15 129 312 661, AFSL No. 322207  
(**Licensee**)

Date: **1 June 2022**

The distribution of this financial services guide (**FSG**) is authorised by the Licensee.

## **Purpose of this document**

The purpose of this FSG is to assist you in deciding whether to use our services by giving you information about the type of services we provide, how we are remunerated and your rights when you have a complaint about the services we provide to you.

We recommend that you read and understand this FSG before you engage us to provide you with any financial services. If you have any questions, please get in touch with us.

## **Additional documents you may receive from us**

When we provide you with financial planning services you may receive:

- a Statement of Advice (**SoA**) or Record of Advice (**RoA**). These documents set out the advice we provide to you. If you have not been provided with the ROA, you may request a copy of it free of charge at any time within 7 years after the advice was provided to you, by contacting us;
- a Product Disclosure Statement (**PDS**) which provides details about the significant risks and benefits, costs, charges and other significant characteristics or features of the products we have recommended.

If you enter into an ongoing service agreement with us, you will receive annual fee disclosure statements and we will ask you to renew the agreement and consent to the deduction of advice fees from your account each year.

## **Financial services we are authorised to provide**

The Licensee has authorised Allan Meates, David Kollmorgen and Matthew Smith to provide personal advice and dealing services to both retail and wholesale clients for the following financial products:

- deposit and payment products (basic and non-basic deposit products);
- debentures, stocks or bonds issued or proposed to be issued by a government;
- life risk insurance;
- interests in managed investments schemes including investor directed portfolio services;
- retirement savings accounts products;
- securities; and
- superannuation.

Additionally, the Licensee has authorised Allan Meates and Matthew Smith to provide personal advice and dealing services to both retail and wholesale clients for the following financial product:

- standard margin lending facility.

## **How can you provide us with instructions?**

You can give us instructions by phone, email or any other means that we agree with you from time to time. Please refer to our engagement letter for more information on this.

## **Who does the Licensee act for?**

As authorised representatives, we provide financial services on behalf of the Licensee. In providing those financial services, the Licensee acts on its own behalf.

## **Fees**

All fees are payable to the Licensee. Allan Meates, David Kollmorgen and Matthew Smith are owners of the Licensee and share in the profits that it makes.

## **General advice**

The Licensee may charge you a fee for any general advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with the general advice. The amount of these fees usually range from \$300 to \$350 per hour but may exceed these rates in complex cases. Details of the fee will be agreed with you in an engagement letter or via verbal or email communication. You may request information about these fees within a reasonable time after receiving this FSG but before you are provided with any general advice.

## **Personal advice**

The Licensee will charge you a fee for any personal advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with personal advice.

These fees usually range from \$300 to \$350 per hour or a fixed amount of between \$2,500 to \$7,500 but may exceed these rates and ranges in complex cases. These fees will be agreed with you beforehand as part of an engagement letter and will be disclosed in an SoA or RoA which will be provided to you.

### **Ongoing fees**

Our ongoing advice service fees depend on the ongoing service that we provide to you. They are typically charged as a flat rate and payable monthly.

Alternatively, some ongoing fees may be charged as a percentage based on the value of your portfolio. The flat rate ongoing fees usually vary from \$300 to \$1,250 per month but may change in more complex cases. Ongoing fees are increased annually with reference to CPI. The amount of ongoing fees will depend on your total assets under management and other factors such as the complexity of your portfolio and the associated work we undertake, the regularity of reviews and any additional services we are providing.

The ongoing advice service fee will be agreed with you in our ongoing service agreement.

### **Brokerage fees**

We do not charge brokerage fees. Where direct securities are recommended (whether using the services of an independent full service stockbroker or an on-line broker) we will estimate the likely brokerage fees that are associated with using such a service.

These brokerage fees will be payable to a third party, not the Licensee. The estimated brokerage fees will be set out in the SoA or RoA that we provide to you.

### **Managed fund transaction fees**

We typically do not charge a transaction fee when you buy or sell interests in managed funds. Where we do decide to charge a transaction fee associated with an interest in a managed fund, the fees will be set out in the SoA or RoA that we provide to you and you will be asked to consent to that fee before we charge it.

### **Adviser remuneration**

Allan Meates, David Kollmorgen and Matthew Smith are each paid a base salary and do not receive commissions from product issuers.

### **Associations**

We are required to disclose any associations or relationships between us, our related entities and product issuers that could reasonably be capable of influencing the financial services we provide to you. No such associations or relationships exist.

### **Conflicts of Interest**

Allan Meates, David Kollmorgen and Matthew Smith may recommend investments in shares that they hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

### **Making a Complaint**

We endeavour to provide you with the best advice and service at all times.

If you are not satisfied with our services then we encourage you to contact the Licensee. We accept complaints over the phone, in person, via email or by letter. The best option is to call the Licensee or put your complaint in writing to the Licensee's office. The Licensee will endeavour to resolve your complaint in 5 business days.

If you still do not receive a satisfactory outcome or the Licensee does not respond to you within 30 days after you make the initial complaint, you have the right to complain to the Australian Financial Complaints Authority (AFCA) at the following address:

GPO Box 3  
Melbourne VIC 3001  
Ph: 1800 931 678  
Fax: 03 9613 6399  
Website: [www.afca.org.au](http://www.afca.org.au)  
Email: [info@afca.org.au](mailto:info@afca.org.au)

You may only contact AFCA once you have followed the above procedure.

Our Complaints Handling Procedure is available on request, on our website ([www.mkswealth.com.au](http://www.mkswealth.com.au)), or by clicking on the following link: [Complaints Handling Procedure](#).

### **Your Privacy**

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request, on our website ([www.mkswealth.com.au](http://www.mkswealth.com.au)), or by clicking on the following link: [Privacy Policy](#).

### **Compensation arrangements**

The Licensee holds professional indemnity insurance in respect of the financial services we provide. This professional indemnity insurance complies with the requirements of the Corporations Act 2001 (Cth). The professional indemnity insurance covers all of the financial services we are authorised to provide to you.

### **Contact us**

If you have any queries about our financial services, please do not hesitate to contact us:

#### *Licensee's contact details*

MKS Wealth Management  
6/651 Canterbury Road, Surrey Hills Vic 3127  
Postal Address: PO Box 385 Mont Albert Vic 3127 or  
Email Address: [contact@mkswealth.com.au](mailto:contact@mkswealth.com.au) or  
Phone Number: 03 9899 2671

# Adviser Profile - Allan Meates

This adviser profile forms part of the FSG dated 1 June 2022.

Allan Meates is a Certified Financial Planner™ who entered the financial planning Industry in 1988 and consults to clients from varying backgrounds. In addition to investment advice, Allan provides specific strategic advice on superannuation (including self-managed superannuation funds), wealth accumulation, taxation, estate planning and risk management.

## Qualifications

- Certified Financial Planner (Financial Planning Association)
- Financial Adviser Standards & Ethics Authority (FASEA) (former) Exam Qualified

## Memberships

- Financial Planning Association

## Authorised financial services

The Licensee has authorised Allan Meates to provide personal advice and dealing services to both retail and wholesale clients for the following financial products:

- deposit and payment products (basic and non-basic deposit products);
- debentures, stocks or bonds issued or proposed to be issued by a government;
- life risk insurance;
- interests in managed investments schemes including investor directed portfolio services;
- retirement savings accounts products;
- securities;
- superannuation; and
- standard margin lending facility.

# Adviser Profile - David Kollmorgen

This adviser profile forms part of the FSG dated 1 June 2022.

David Kollmorgen has been working as an accountant since 1992 and specifically, in the financial services sector since 2000. David's experience in financial services includes superannuation, self-managed superannuation funds, investments, taxation, financial planning, estate planning and general accounting. David is a Certified Financial Planner™ and Chartered Accountant.

## Qualifications

- Bachelor of Business (Accounting) RMIT
- Chartered Accountant (Financial Planning Specialist)
- Certified Financial Planner (Financial Planning Association)
- Financial Adviser Standards & Ethics Authority (FASEA) (former) Exam & Education Qualified

## Memberships

- Chartered Accountants Australia & New Zealand
- Financial Planning Association
- Tax Practitioners Board (registered)

## Authorised financial services

The Licensee has authorised David Kollmorgen to provide personal advice and dealing services to both retail and wholesale clients for the following financial products:

- deposit and payment products (basic and non-basic deposit products);
- debentures, stocks or bonds issued or proposed to be issued by a government;
- life risk insurance;
- interests in managed investments schemes including investor directed portfolio services;
- retirement savings accounts products;
- securities; and
- superannuation.

# Adviser Profile - Matthew Smith

This adviser profile forms part of the FSG dated 1 June 2022.

Matthew Smith has been involved in the financial services industry since 2002 and has experience in developing strategies involving superannuation, wealth accumulation, tax planning, investments, risk management and overall financial planning.

## Qualifications

- Bachelor of Commence (Accounting & Finance)
- Graduate Diploma Applied Investment & Finance
- Graduate Diploma Financial Planning
- Financial Adviser Standards & Ethics Authority (FASEA) (former) Exam & Education Qualified

## Authorised financial services

The Licensee has authorised Matthew Smith to provide personal advice and dealing services to both retail and wholesale clients for the following financial products:

- deposit and payment products (basic and non-basic deposit products);
- debentures, stocks or bonds issued or proposed to be issued by a government;
- life risk insurance;
- interests in managed investments schemes including investor directed portfolio services;
- retirement savings accounts products;
- securities;
- superannuation; and
- standard margin lending facility.