Financial Services Guide

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Cashflow Private Wealth Pty Ltd ABN: 86 700 096 975

Corporate Authorised Representative No. 001322518 of Gill and Co Advisory Pty Ltd (AFSL 551560)

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E: ClientService@cashflowprivatewealth.com.au

This Financial Services Guide has been authorised for distribution by the authorising licensee:

Gill and Co Advisory Pty Ltd

ABN 39 668 498 735

Australian Financial Services Licence No. 551560 ('AFSL')

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This Financial Services Guide ('FSG' or the 'Guide') provides you with important information about Gill and Co Advisory Pty Ltd ('Gill and Co') and its Authorised Representatives, who will provide you with the financial services described in this Guide. It is designed to help you evaluate and make an informed decision about whether to use the financial services described in this Guide. We suggest you retain this Guide for your future reference. If any part of this Guide is not clear, please speak to your financial adviser.

References in this Guide to 'me', 'I', 'us', 'we' and/or 'our' should be read as either Gill and Co Advisory Pty Ltd or your 'Authorised Representatives' of Gill and Co Advisory Pty Ltd, as the context requires.

This Guide consists of two parts. Part 1 of this Guide contains important information about:

- the financial services we are authorised to provide;
- the process we follow to provide financial services;
- how we and our associates are paid;
- any arrangements which may influence us;
- how we protect your privacy; and
- who to contact if you have a complaint or if you are not satisfied with the services provided.

Part 2 of this Guide is an Adviser Profile and includes information on the services your adviser is authorised to provide on behalf of Gill and Co Advisory Pty Ltd.

Not Independent

Gill and Co Advisory Pty Ltd and its Authorised Representatives receive commissions from life risk insurance products held by our clients. As such, we are neither independent, impartial, nor unbiased as defined in Section 923A of the Corporations Act.

PART 1

Part 1 contains the following sections:

- Financial Services Guide (Section 1);
- Privacy Statement (Section 2); and
- Are you satisfied? (Section 3).

You must read each of these sections in conjunction with Part 2, which provides more detail to allow you to make an informed decision about whether to use the financial services we offer.

Together, these documents form the complete FSG, which we, as Authorised Representatives, are required to provide.

ABOUT GILL AND CO ADVISORY PTY LTD

Gill and Co Advisory Pty Ltd was established in 2023 with the aim to provide a fresh approach to the delivery of financial advice to the Australian constituent.

Gill and Co holds an Australian Financial Services Licence ("AFSL") no. 551560, issued by the Australian Securities and Investments Commission (ASIC), that authorises us to provide financial services.

As the AFS Licensee, Gill and Co is responsible for the financial services we, or our representatives, provide to you.

SECTION 1 – FINANCIAL SERVICES GUIDE

What other information should you consider before deciding whether to proceed with our recommendations?

If you receive personal financial advice from our authorised representatives, their recommendations will be documented in a Statement of Advice (SoA), or, in specific circumstances, a Record of Advice (RoA). These are important documents and ones you must read. The SoA confirms the discussions you have had with us, the recommendations we are making and the basis for those recommendations. These documents will also explain how those recommendations will work towards achieving your goals, any relevant fees received by us, and any associations with financial product providers.

When a financial product is recommended to you, you will be provided with a Product Disclosure Statement (PDS) or other disclosure document issued by the product provider. Among other things, the PDS contains information about the risks, benefits, features and fees payable in respect of the product. In combination, these documents will help you make an informed decision about whether to proceed with our recommendations.

Who provides the financial services described in this FSG?

Gill and Co authorises advice professionals to provide advice and services. These Authorised Representatives act for us, or on our behalf, when providing services to you, and we are responsible for their conduct and advice. The people we have authorised to provide advice and services are listed on the Financial Adviser Register.

Part 2 of this Guide contains further details about your financial adviser, including their experience, qualifications, and professional memberships.

Who is responsible for those financial services?

As Licensee, Gill and Co is responsible for the financial services provided to you, and we do not act on behalf of any other person or licensee. Gill and Co is only responsible for the services provided by us.

The law requires Gill and Co to have arrangements in place to compensate certain persons for loss or damage they suffer from certain breaches of the Corporations Act by Gill and Co and/or its Authorised Representatives. Gill and Co has internal compensation arrangements as well as professional indemnity insurance that satisfy these requirements.

What financial services do we offer?

Gill and Co is licensed to provide financial product advice and to deal in a wide range of products including:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor-directed portfolio services;
- Retirement savings account products;
- Securities (e.g. shares); and
- Superannuation products.

Some of the services our representatives can provide (unless otherwise stated in Part 2 of this Guide) are:

- Financial planning advice;
- Wealth accumulation advice;
- Superannuation advice, including self-managed superannuation funds;
- Redundancy advice;
- Retirement advice;
- Gearing strategies;
- Cash flow advice;
- Social security benefits advice;
- Life and disability insurance advice;
- Estate planning services (financial planning).

What products are available?

Generally, our representatives can only provide advice in respect of those products contained on our Approved Product List ("APL"). The APL is a curated, researched and monitored list of the financial products that we have approved for use by our representatives. Our APL is broad, but it does not include every financial product available in Australia. If you require advice on a product that is not on our APL or wish to acquire a product that is not on our APL, your adviser can either apply for approval to deal with that product or decline to provide you with advice. Likewise, if your adviser reasonably believes that you require a financial product that is not on our APL, they can apply for approval to recommend that product. Your adviser is not required to tell you about products that are not on the APL, but they can provide you with a copy of our Approved Product List.

When providing personal advice to you, our advisers may only recommend a product to you if it's in your best interests to do so. They can only recommend a financial product to you if they consider it is appropriate and only after considering your objectives, financial situation and needs.

How do we ensure that the personal advice we give you suits your needs and objectives?

To ensure your adviser provides personal advice that is appropriate, your adviser first needs to understand your objectives, financial situation and needs. Your adviser will generally follow a step-by-step process as outlined below:

- They will meet with you for an initial consultation. During this meeting, we will discuss your expectations and provide you with details of the services they can offer.
- They will collect all the information they need from you, including your objectives, financial situation and needs. If you do not wish to provide the information we require, they will advise you of the possible consequences of not disclosing all of this information and the impact on the recommendations given. This may include not being able to provide advice on the subject matter you request.
- They will help you identify your goals and may discuss your attitude towards investment risk.
- They may consider strategies and areas such as income, social security, insurance, cash flow and estate planning requirements. Where they recommend a financial product, they will also conduct a reasonable investigation of the financial products that may be suitable to implement the strategies as part of the recommendations.
- Based on these and other considerations, they will prepare and present you with a written SoA, or in some cases depending on the circumstances, an RoA. They will explain in the SoA (or RoA) the basis for the advice, and any remuneration, benefits or associations which could have influenced the advice. Where they recommend financial products, they will also provide you with a PDS

or other disclosure document containing information about each product recommended, to help you make an informed decision about whether to invest in or acquire that product.

- They will discuss our recommendations with you, make any changes you require and ask you whether you would like them to implement those recommendations on your behalf.
- If you agree, they will then implement those recommendations.
- They will meet with you periodically to review your financial circumstances if we agree to an ongoing advice service arrangement which includes a regular review component. If an ongoing advice service arrangement is entered into, this will be documented in your Ongoing Advice Service Arrangement Letter and/or SoA. Where you have entered into an ongoing fee arrangement after 1 July 2013, they will renew your arrangement with you at a minimum of every two years.

They will also explain to you any significant risks of the financial products and strategies that they recommend to you. If you are unclear about the risks, do not hesitate to question us further.

In certain circumstances, they may not provide you with personal advice via a SoA or RoA, as outlined above. These circumstances may include:

- Where they provide you with only general advice, such as through seminars and newsletters;
- Further advice or verbal advice – if you previously received advice recorded in a SoA, any further personal advice provided by them may be recorded in a RoA. They will not necessarily provide you with a copy of the RoA unless you request it (see below).

What documents do you get if we provide further advice?

Where a further review is conducted and personal advice is provided, in some circumstances, your adviser is not required to provide you with a SoA for this further advice. Where this is the case, if you have not already been provided with a RoA, you may request a copy of the RoA by contacting them (on any of the contact details set out in Part 2 of this Guide) for a period of seven years from when the further advice was first provided to you.

How can you instruct us?

You may specify how you would like to give instructions, for example, by phone or email, using any of the contact details set out in Part 2 of this Guide. Alternatively, you may provide instructions to your adviser in person. Where instructions are provided by telephone, these must be confirmed in writing.

Other services

Our advisers may provide services other than financial planning services. For example, they may also act as your accountant or legal adviser or advise you on real estate investments or your finance needs. Where they provide these other services, you should understand that these other services are not provided on behalf of Gill and Co and we do not train, support or supervise the provision of these other services and have no responsibility in relation to these services.

Examples of the services which Gill and Co is not responsible for include:

- general insurance services (e.g. car insurance);
- real estate and direct property advice;
- taxation services, such as completion of tax returns;
- accounting and audit services;
- legal services;
- credit activities;
- consulting services; and
- administration and compliance of Self-Managed Superannuation Funds.

How are we paid for our services?

We, and our representatives, may receive:

- fees paid by clients;
- commissions paid by product providers;
- other payments by product providers; and
- other benefits.

Fees and commissions are payable to Gill and Co who may pay up to 100% of any fees and commissions to your financial adviser.

Details of any fees, commissions or other benefits that we, Gill and Co or other associated persons are entitled to receive, will be disclosed to you in your SoA or RoA when personal advice is given.

What type of fees, commissions, payments and other benefits do we receive for our services?

If the fees, commissions or other benefits are not calculable at the time our representatives provide personal advice, they will describe how they are calculated at the time the advice is given or as soon as practicable after. If you receive general advice, you may request particulars of the fees, commissions and other benefits that we may receive, within a reasonable time after this FSG is given to you.

The types of fees, commissions and other benefits that may be received by us or our representatives include the following:

Service fees

Your adviser will discuss and agree on the fee structure with you before they provide you with services. The types of fees you can be charged are listed below. You may be charged a combination of, or part of, any of these fees.

Fees for advice

You may be charged fees for the preparation, presentation and implementation of the advice provided to you. These fees will be based on your individual circumstances, the complexity of your situation, and the time required to prepare personal financial advice for you. Your adviser will discuss these fees with you and obtain your agreement on the fees before providing you with advice.

Ongoing advice fees

Your adviser may charge a fee to provide ongoing portfolio reviews and/or for the provision of ongoing services. This fee will be agreed upon with you and is either a set amount or an amount based on the amount of funds under advice, and/or the time involved in reviewing your portfolio and circumstances.

Referral fees

Neither we nor our representatives receive referral fees for referring you to other service providers.

Payment methods

Fees are either invoiced to you directly, or deducted from your investments, or a combination of these methods. Where it is debited from your investments, it is normally referred to as the Adviser Service Fee.

In most cases, you will be able to choose the payment method that suits you best. Your adviser will discuss and agree on the method of payment with you before we provide you with services.

Commissions from Life Insurance Products

Initial and ongoing commissions from insurance providers may be received by Gill and Co. These commissions are paid to Gill and Co by the company that issues the product held or acquired by you, and they are included in what you pay for the product. The commissions vary and are based on the policy cost, which is the sum of the premiums you pay and may include other fees related to the product.

The initial commission is paid in the first year by the product issuer to Gill and Co. Ongoing commissions are payments paid by product issuers to Gill and Co in the years after the first year. These commissions may be passed on to your adviser.

If you initiate an increase to your cover, Gill and Co may receive an initial commission and ongoing commissions on the annual increase to your policy cost. The ongoing commission on a client-initiated increase is only paid in respect of the period that starts from the first anniversary of the increase.

If the initial commission is equal to the ongoing commissions (as a percentage of your policy cost), Gill and Co may receive up to 38.5% (excl. GST) of your annual policy cost. If the initial commission is higher than the ongoing commissions, the maximum commission that Gill and Co may receive is set out in the table below:

Date a new product is issued	Initial commission (% of annual policy cost or increase excl. GST)	Ongoing commission pa (% of annual policy cost or increase excl. GST)
Before 1 January 2018 (or before 1 April 2018 where the application was received prior to 1 January 2018)	0 – 140%	0 – 38.5%
1 January 2018 – 31 December 2018*	0 – 80%	0 – 20%
1 January 2019 – 31 December 2019*	0 – 70%	0 – 20%
From 1 January 2020*	0 – 60%	0 – 20%

* Gill and Co Advisory Pty Ltd may receive the pre-1 January 2018 commission rates above from the product issuer if:

- your policy was issued before 1 January 2018, and you exercise an option or apply for additional cover under your policy after 1 January 2018; or
- your policy was issued before 1 January 2018 and was replaced after 1 January 2018 to correct an administrative error.

Example

Your adviser recommended an insurance product to you on 2 February 2019. The annual policy cost is $450. Gill and Co may receive up to $315 (70% excl. GST) as an initial commission and may pass up to $315 to us. Assuming the policy cost stays the same each year, Gill and Co may receive up to $90 pa (20% excl. GST) as an ongoing commission and may pass up to $90 pa to us.

On 2 April 2019, you decided to increase your insurance cover. The cost of this increased cover is $100. The initial commission payable to Gill and Co in respect of this increase will be $70 (70% excl. GST) as the increase occurred in 2019. The ongoing commission payable to Gill and Co in respect of this increased policy cost will be $20 pa (20% excl. GST), payable in respect of the period starting from the first anniversary of the date on which you increased your insurance cover (i.e. 2 April 2020). These commissions may be passed on to us.

On 2 April 2020, you decided to increase your insurance cover again. The cost of this increased cover is $100. The initial commission payable to Gill and Co in respect of this increase will be $60 (60% excl. GST). The ongoing commission payable to Gill and Co in respect of this increase will be $20 pa (20% excl. GST), payable in respect of the period starting from the first anniversary of the date on which you increased your insurance cover (i.e. 2 April 2021). These commissions may be passed on to us.

Note – where commission rates are expressed elsewhere in this Guide (including in Part 2) as including GST, the GST-inclusive rate and its GST-exclusive equivalent are both stated so that the figures can be reconciled with the table above (for example, 60% excluding GST is equivalent to 66% including GST, and 20% excluding GST is equivalent to 22% including GST).

You'll find details of how your insurance policy cost is calculated in the relevant PDS that we provide to you. Where personal advice is provided to you, you'll also find details of the commission that Gill and Co and we are entitled to receive if you decide to purchase a life insurance product, in your SoA or RoA.

Does Gill and Co charge any fees?

Gill and Co will not charge you any additional fees. However, it may retain up to 100% of all fees and commissions generated by its Authorised Representatives.

Other benefits

From time to time, we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support related to our professional development (e.g., training or sponsorship to attend conferences). We maintain a register detailing any benefits we receive, which are valued at between $100 and $300, and other benefits related to information technology software or support provided by a product issuer, or those related to educational and training purposes.

Will any other parties benefit from the financial services offered in this FSG?

Gill and Co and its shareholders may benefit from remuneration paid in respect of the financial services offered in this FSG.

What arrangements may influence our advice to you?

Gill and Co's Approved Product List includes financial products from product providers not associated with Gill and Co. Gill and Co does not require its Authorised Representatives to recommend only certain products.

Any other relationships or associations we have that may influence our advice to you will be disclosed in Part 2 of this FSG.

What fees do we pay to someone who refers you to us?

We do not pay referral fees to anyone who refers you to us.

SECTION 2 – PRIVACY STATEMENT

Why we collect your personal information

We collect personal information, including sensitive information (e.g. health information), from you to provide you with services including financial advice.

We may also use your information to comply with legislative or regulatory requirements in any jurisdiction, to prevent fraud, crime or other activity that may cause harm in relation to the particular products or services provided, and to help us run our business.

If you do not provide all the information we request, we may no longer be able to provide a product or service, including financial advice, to you.

Collecting and disclosing your personal information

We may disclose your personal information to anyone we engage to do something on our behalf such as a service provider, and other organisations that assist us with our business. We may also disclose your personal information to third parties such as a complaints body to whom a complaint relating to a product or service is referred, your past and present employers, any party acquiring an interest in our business and anyone acting on your behalf.

We may also collect from the parties listed above any personal information they may hold about you that relates to our provision of financial advice.

We may disclose your personal information to an entity that is located outside Australia. Details of the countries where the overseas recipients are likely to be located are in our privacy policy.

As a provider of financial services, we have obligations to disclose some personal information to government agencies and regulators in Australia, and in some cases offshore. We are not able to ensure that foreign government agencies or regulators will comply with Australian privacy laws, although they may have their own privacy laws. By using our products or services, you consent to these disclosures.

Gill and Co is also required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF Act) and its corresponding rules and regulations, to implement certain client identification processes. We may be required to obtain information about you at the time of providing financial services to you, and from time to time in order to meet our legal obligations.

We have certain reporting obligations pursuant to the AML/CTF Act and information obtained from or about you may be provided to external third parties and regulators in accordance with the requirements imposed on us.

Other important information

We are required or authorised to collect personal information from you by certain laws. Details of these laws are in our privacy policy.

Our privacy policy is available on our website. It covers:

- how you can access the personal information we hold about you and ask for it to be corrected;
- how you may complain about a breach of the Privacy Act 1988 (Cth), or a registered privacy code, and how we will deal with your complaint; and
- how we collect, hold, use and disclose your personal information in more detail.

We will update our privacy policy from time to time.

Where you have provided information about another individual, you must make them aware of that fact and the contents of this privacy statement.

We will use your personal information to contact you or send you information about other products and services offered by us or our preferred suppliers. If you do not wish to receive marketing communications from us, please contact us.

SECTION 3 – ARE YOU SATISFIED?

What to do if you have any concerns about our services

Both Gill and Co and our representatives endeavour to provide you with quality financial advice. If you have a complaint or concern about the service provided to you, we encourage you to take the following steps:

1. Contact us first about your concern.

Writing to: Complaints Manager – Gill and Co Advisory Pty Ltd, PO Box 711, Sutherland NSW 1499.
Email: phillip@gillandcoadvisory.com.au
We will review your concerns and provide a full written response within 30 days of receiving your complaint, unless the matter is complex or circumstances beyond our control delay the management of your complaint. If this occurs, we will notify you within 30 days of the reason for the delay and provide you with the option to escalate the matter to AFCA if you are dissatisfied. If you disagree with our final response to your complaint, you may also escalate your concerns to AFCA at no cost to you. The contact details for AFCA are outlined below.

2. If your concern is not resolved, or if you are not satisfied with the decision, you may contact the Australian Financial Complaints Authority (AFCA).

Writing to: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

Email: info@afca.org.au
Website: www.afca.org.au
Phone: 1800 931 678

3. The Australian Securities & Investments Commission (ASIC)

ASIC is Australia's corporate, markets and financial services regulator. ASIC contributes to maintaining Australia's economic reputation by ensuring that Australia's financial markets are fair and transparent and is supported by informed investors and consumers alike. ASIC seeks to protect consumers against misleading or deceptive and unconscionable conduct affecting all financial products and services. You may contact ASIC by:

Writing to: Australian Securities & Investments Commission, GPO Box 9827, Your Capital City, or PO Box 4000, Gippsland Mail Centre, Victoria 3841

Website: www.asic.gov.au
Phone: 1300 300 630

4. The Financial Advice Association Australia (FAAA)

The FAAA is the peak professional body for financial planning in Australia. The FAAA provides the leadership and professional framework that enables members to deliver quality financial advice to their clients. All FAAA members are bound by professional, technical and ethical standards as provided in the FAAA Professional Code. The FAAA has effective and appropriate policies and procedures in place to assist you with your complaint and ultimately help protect consumers and those planners doing the right thing. You may contact the FAAA by:

Website:
https://faaa.au/professionalism/complaints-for-consumers/

Phone: 1300 337 301
Email: professional.standards@faaa.au
Before you send your concern to any of these respective bodies, please contact them first to understand the process of lodging your concern with them.

PART 2 – ADVISER PROFILE

Wealth Advisor at Cashflow Private Wealth

James Meehan



Authorised Representative No. 001270432 of Gill and Co Advisory Pty Ltd, AFSL 551560.

James operates under **Cashflow Private Wealth Pty Ltd**, Corporate Authorised Representative No. 001322518.

About Cashflow Private Wealth

Cashflow Private Wealth is the trading entity through which James provides financial advice as an Authorised Representative of Gill and Co Advisory Pty Ltd.

About your adviser

James has been a dedicated financial adviser since 2018, helping clients pursue and achieve their financial goals. Beginning his career in financial services in 2010, he gained invaluable experience at major international firms including Ord Minnett, J.P. Morgan, BT, and Macquarie Bank, before stepping away from corporate life to make a more meaningful impact.

Guided by a strong client-first philosophy, James collaborates closely with clients to define clear objectives and develop tailored strategies. James has extensive experience in retirement planning, cash flow management, gearing & investments, tax-efficient strategies, aged care, and estate planning. At Cashflow Private Wealth, James delivers clear and practical advice, crafted to meet each client's unique needs.

Outside of work, James treasures time with his Ecuadorian wife, family, and friends. He's also a devoted Cronulla Sharks fan who enjoys attending games at Shark Park.

Education and Qualifications

BA Commerce majoring in Financial Planning; Diploma in Financial Planning.

Professional Associations

Association of Independently Owned Financial Professionals.

Financial Services Your Adviser is Authorised to Provide

James is authorised by Gill and Co Advisory Pty Ltd to provide financial product advice and dealing services in relation to the following classes of financial products:

- Deposit products;
- Managed investment schemes, including investor-directed portfolio services;
- Securities (e.g. shares);
- Superannuation products, including self-managed superannuation funds;
- Retirement savings account products;
- Life investment and life risk (insurance) products.

Fees and Charges

All fees and charges will be transparent and agreed on prior to commencing work.

Ongoing Adviser Service Fee

You can opt into an ongoing advice agreement for ongoing service to your portfolio and an annual review. This is capped at 2.2% of funds under management. Typically, this is a fixed fee and starts at $200 per month. This will vary based on complexity of your circumstances and level of advice required.

Initial or Ad hoc fees

The actual fee is based on the scope and complexity of advice provided to you.

- Ad hoc consultancy – Financial planner: $550 per hour
- Ad hoc consultancy – Administration work: $110 per hour
- Research, Implementation & Financial Planning Advice Fee – from $2,200

Insurance Commission

An upfront commission may be payable to Cashflow Private Wealth by the insurer when you purchase an insurance product. The commission is calculated as a percentage of the insurance premium paid by you.

Upfront (initial) commission is a one-off payment and can range up to 66% of the premium you pay, including GST (equivalent to up to 60% excluding GST, consistent with the post-1 January 2020 cap set out in Part 1 of this Guide).

Ongoing commission is payable by the insurer to Cashflow Private Wealth for the life of your policy – up to a maximum of 22% per annum of the renewal premium, including GST (equivalent to up to 20% excluding GST).

Other Fees

We may also charge other fees for the ad hoc provision of advice or services, including if you instruct us to complete a transaction on your behalf such as buying or selling specific financial products.

How is James Paid?

Cashflow Private Wealth receives 100% of all fees and initial or ongoing commissions received as a result of James's recommendations to you. James is paid via salary plus bonus plus equity & dividends from the business.

Benefits

James may receive other benefits including attendance at professional development programs, conferences and other incentives such as allowances and other related entertainment benefits.

Digital Recording – Client Interaction

Cashflow Private Wealth and its employees may record client interactions for note-taking purposes. If you do not consent to being recorded, please let the employee know at the start of the interaction.

Gill and Co Advisory Pty Ltd – Licensee Details

Gill and Co Advisory Pty Ltd

ABN 39 668 498 735

Australian Financial Services Licence No. 551560

14 Derribong Crescent, Bangor NSW 2234

Email: phillip@gillandcoadvisory.com.au

Contact Details

James Meehan

P: 0430 785 780

E: james@cashflowprivatewealth.com.au

Cashflow Private Wealth

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