



Financial Services Guide

Part Two

This document is part two of a Financial Services Guide and should be read in conjunction with part one.

This Financial Services Guide (FSG) Contains Important information about:

- Your Authorised Representative/s;
- The Financial Products and Services provided by your Authorised Representative;
- How your Authorised Representative charges for their services; and
- How Australian Finance Group Financial Planning Pty Ltd (the Licensee, 'AFGFP') and its Authorised Representatives are paid.

1. Authorised Representative Profile

Authorised Representative Name		Sean Sullivan
Authorised Representative ASIC Number		238668
Address		BUNDABERG Shop 4A Royal Arcade 155 Bourbong Street Bundaberg QLD 4670
	Postal Address	PO Box 357 Bundaberg QLD 4670
Telephone		(07)4152-0858
Cairns Call		(07)4084-0222
Brisbane Call		(07)3103-0113
Perth Call		(08)9467-4719
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Sydney Call		(02)8004-9823
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Mobile		0413 892 531
Email		sean@ourbroker.com.au

Sean Sullivan is an Authorised Representative of AFGFP Australian Financial Services Licensee Number 247105.

Representative Background

Sean has 19 years of experience starting in March 1988 with National Mutual for four years before joining West Australian Insurance Services as a Multi Agent then becoming an authorised representative with Australian Life Brokers Pty Ltd, joining Australian Finance Group Financial Planning Pty Ltd in July 2005.

2. Products and Services

2a. Financial Products Offered

The representative named in this Financial Services Guide has been authorised by AFGFP to provide Financial Product Advice & Deal in the following products:

- Life Products – Life Risk Insurance Products;
- Life Products – Investment Life Insurance Products;
- Superannuation;
- Managed Investments;
- Securities;
- Deposit & Payment Products;
- Government Debentures, Stocks and Bonds; and
- Retirement Savings Accounts.

Only products researched and approved by AFGFP can be recommended by your Authorised Representative.

2b. Services Offered

The representative named in this Financial Services Guide is able to offer you the following services:

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|---|--|
| <input checked="" type="checkbox"/> Risk & Insurance Analysis | <input checked="" type="checkbox"/> Guidance on Budgeting |
| <input checked="" type="checkbox"/> Investment Strategies | <input checked="" type="checkbox"/> Socially Responsible Investments |
| <input checked="" type="checkbox"/> Superannuation Strategies | <input checked="" type="checkbox"/> Salary Packaging |
| <input checked="" type="checkbox"/> Debt Management | <input checked="" type="checkbox"/> Pre-Retirement Strategies |
| <input checked="" type="checkbox"/> Wealth Accumulation Strategies | <input checked="" type="checkbox"/> Estate Planning Strategies |
| <input checked="" type="checkbox"/> Business Succession Planning | <input checked="" type="checkbox"/> Gearing Strategies |
| <input checked="" type="checkbox"/> Tax Minimisation / Agribusiness | |

2c. Services and Products NOT Offered

Your Authorised Representative is unable to provide advice on the following financial strategies and products; we may have referral arrangements in place for a service or financial product listed below. Please inform us if you wish to receive advice in these areas and we will be happy to refer you to a suitably qualified adviser.

It is important for you to understand that we do not endorse, recommend or accept responsibility for the services, strategies and/or products provided by external referral service providers.

- | | |
|---|---|
| <input checked="" type="checkbox"/> Securities | <input checked="" type="checkbox"/> Centrelink & Veteran Affairs Planning |
| <input checked="" type="checkbox"/> Government Debentures, Stocks and Bonds | <input checked="" type="checkbox"/> Derivatives |
| <input checked="" type="checkbox"/> Self Managed Superannuation Funds | <input checked="" type="checkbox"/> Direct Property |

3. Remuneration

AFGFP receives all remuneration upon implementation of the products and services provided by your adviser.

AFGFP then pays Sean Sullivan 90% of all commissions and fees received.

From this Sean Sullivan fund the costs associated with operating his business.

Following is a guide as to how commissions and/or fees may be charged. If you choose to receive personal advice, the Statement of Advice you receive will detail the specific payments in relation to the products recommended.

To better serve our clients needs and deliver superior service, AFGFP offer two ways of charging fees and commissions:

- (a) Pay As You Go (3a)
- (b) Service Packages (3b)

If you choose a service package, the pay as you go option does not apply.

All fees/commissions are inclusive of GST.

3a. Remuneration Schedule One (Pay As You Go)

3a.i Initial Discussion Fees

Item	Time Allowed in Fixed Cost	Fixed Cost	Additional Hourly Rate	Inclusions
Initial Consultation	1hr	Nil	Nil	<ul style="list-style-type: none"> • Discuss Needs • Collect Data • Establish Scope Of Advice
Additional Consultations	1hr	N/A	\$110	<ul style="list-style-type: none"> • As required

3a.ii Advice Preparation Fees

Scope of Advice	Time Allowed in Fixed Cost	Fixed Cost	Strategy Inclusions
Standard SoA	3hrs	NIL	<ul style="list-style-type: none"> • Personal Insurance Analysis & Strategy
Superannuation SoA	3hrs	\$330.00	<ul style="list-style-type: none"> • Retirement Analysis
Complex SoA (Multiple Strategies Across Different Tax & Investment structures)	15hrs	\$1,650.00	<ul style="list-style-type: none"> • Complete Financial Planning Advice • Wealth Protection (Insurances) • Investment Strategies including but not limited to Savings Plans and Managed Funds • Cash Flow Analysis & Budgeting • Debt Structuring • Retirement & Superannuation Analysis • Centrelink Analysis

Note: The fees outlined above could be greater than the cost shown and, in these instances; you will be informed in writing of the exact fee payable prior to the commencement of the provision of the financial service.

3a.iii Advice Implementation Fees/Commissions - Investment

Investment Of Superannuation & Non Superannuation Funds (1 st year only)	1 st \$100,000	4.4%
	\$100,001 - \$250,000	1.1%
	\$250,001 - \$500,000	1.1%
(E.g. if you invested \$250,000 AFGFP would receive \$6,050 in the first year)	> \$500,001	1.1%

3a.iv Advice Implementation Fees/Commissions – Life Insurance (Risk Products)

Implementation Of Personal Insurance Recommendations (1 st year only)	Range From 0% To 130%
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The commission is a percentage of the base premium you pay i.e. premium excluding stamp duty, GST, modal loadings or any other government charges, taxes, fees or levies. (E.g. if your annual premium were \$500 AFGFP would receive up to \$650 in the first year based on the maximum).

3a.v Review/Ongoing Advice Fees/Commissions - Investment

Based On An Account Balance Of Superannuation & Non Superannuation Funds	1.1% per annum
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(E.g. if your account balance were \$250,000 AFGFP would receive \$2,750 per annum)

3a.vi Review/Ongoing Advice Fees/Commissions – Life Insurance (Risk Products)

Review/Ongoing Advice Personal Insurance	Range From 5% to 15% per annum
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AFGFP will also receive a renewal commission from the product provider each year while your policy is in force. This is a percentage of the annual premium you pay. (E.g. if your annual premium is \$500 AFGFP would receive up to \$150 per annum based on maximum).

Tax Effective Implementation Commissions (1st Year only)

From 0% to 13.2% Max

Tax effective product providers pay up 13.2% commissions. (Example, if you invest \$100,000 AFGFP would receive \$13,200).

** N.B. The fees and commissions shown above may be described as a fee or commission in the SoA. This depends on the product that is recommended to you and whether commission is paid by the product provider**

3b. Other Remuneration I may receive.

Pride 2007 Rewards Program

As an adviser of AFGFP I am eligible for the *Pride of 2007 Rewards Program*. This Program is an incentive based conference program running over the 12 month period from 1 January 2007 to 31 December 2007 and is based on the profitability of each adviser (or corporate representative/business entity) over the period, to AFGFP. Pride 2007 provides for up to 2 tickets per adviser (or corporate representative/business) to attend the Pride Conference in South Africa (to be held in 2008) to the approximate maximum value of \$30,000.

Profitability to AFGFP is based on the retained revenue from each adviser including assessment of the value of override payments from various investment or risk platforms related to each adviser, as outlined in this FSG. Any override payments are at no additional cost to you beyond those fees and charges disclosed in this FSG, the SoA or relevant Product Disclosure Statement(s).