



# SNOWGUM

Financial Services

## FINANCIAL SERVICES & CREDIT GUIDE

SNOWGUM FINANCIAL SERVICES

Version | June 2021



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## Contact

### Offices at;

Level 8, 99 Elizabeth St SYDNEY NSW 2000

### Postal Address

Level 8, 99 Elizabeth St, SYDNEY NSW 2000

**T** | 612 9057 9091

**E** | [contact@snowgumfs.com](mailto:contact@snowgumfs.com)



## Introduction

### YOUR ADVISER

Your Adviser is Matthew James Vickers. Your Adviser is the Principal of Snowgum Financial Services Pty Ltd, a Corporate Authorised Representative of Peter Vickers Insurance Brokers Pty Ltd (PVIB). Your Adviser is the “providing entity” for the purposes of the Corporations Law. The Adviser is an Authorised Representative of PVIB.

Your Adviser has many years of experience creating and implementing financial plans to maximise client financial profiles.

### LICENSEE

PVIB, established in 1996, holds the Australian Financial Services Licence (‘AFSL’) Number 229302 and has authorised the creation of this Financial Services & Credit Guide or FSCG. PVIB is a division of Peter Vickers Business Group which was founded in 1979 by Peter Vickers.

PVIB has operated as a licensee for many years and provides high quality advice to clients throughout Australia.

### LICENSED FINANCIAL SERVICES

Snowgum Financial Services Pty Ltd, your Adviser and Peter Vickers Insurance Brokers Pty Ltd may advise on:

- investments (shares, cash and managed investments);
- superannuation (including self-managed superannuation);
- life insurances and other risk insurances;
- debt management;
- cash-flow management; and
- retirement planning.

The Corporations Act 2001 defines various financial products and regulates the way in which consumers can be advised about those products. PVIB maintains a list of approved financial products for authorised representatives. This list of approved financial products dovetails with highly rated Morningstar research and analysis.

## Lack of independence

**We are not independent, impartial or unbiased because- We or our Representatives or Associates may receive remuneration or other gifts or benefit from:**

1. the issuer of the product you buy (e.g. commission that we retain);
2. the scale or volume of advice services; or
3. other third parties for related services provided in connection with the personal advice service.

## FSCG Purpose

This FSCG is an important document that explains how we provide financial product services to you and your responsibilities as a client and this forms part of our contract with you.

You should read this FSCG carefully before using our services. It is intended to give you sufficient information to decide whether to obtain financial services from us.

Most of the content of this FSCG is dictated by the Corporations Act and is mandatory under that law, so bear with us regarding its form and content. Please feel free to contact us by telephone, e-mail or writing should



this FSCG be unclear or should you have any concerns about our services.

This FSCG explains:

1. who we are;
2. how you can contact us;
3. what documents you will receive from us;
4. the financial services we provide;
5. your responsibilities as a client;
6. any potential conflicts of interest;
7. our privacy policy;
8. our internal dispute resolution procedures;
9. our external dispute resolution procedures; and
10. our compensation arrangements, i.e. our professional insurance arrangements.

## PRODUCT DISCLOSURE STATEMENTS

If we recommend a particular product (other than listed securities), a platform, wrap account or master-fund, a managed fund or a similar product we must provide you with a PDS for that product.

The PDS contains the information needed for an informed decision about acquiring a product.

The PDS detail costs and product fees including commissions, and is usually created by the financial institution providing the product.

## Getting Started

### INITIAL MEETING

Getting started with Snowgum Financial Services is easy. Simply contact your Adviser to arrange a meeting. In this initial meeting your adviser will conduct an extensive information review which may take considerable time. We also appreciate a copy of the most recent accounts and tax returns for you and any related entities such as a

trust or a self-managed superannuation fund. Please provide us with any other information that you feel is relevant to your circumstances (like superannuation and insurance statements).

### GETTING TO KNOW YOU

We aim to provide advice that suits your circumstances and is generally appropriate and relevant to you. To do this we must first understand your financial profile. A detailed client questionnaire ('fact finder') is attached to this FSCG. This fact finder is an important document and you should complete it carefully, either before or during our first meeting. The more information you provide the better our advice will be.

## Ethics and Integrity

Snowgum Financial Services Pty Ltd, its directors, staff and all authorized representatives of PVIB are actively committed to a code of ethics designed to achieve best practice in financial planning by emphasising your rights and entitlements as a client at all times.

Observing a formal code of ethics is a mark of a professional person. Matthew Vickers is a member of the Financial Planning Association (FPA) of Australia and holds the CERTIFIED FINANCIAL PLANNER™ designation, internationally recognized as the Industry's highest professional qualification. A CERTIFIED FINANCIAL PLANNER™ requires a higher level of ongoing training, education and adherence to far more rigorous ethical standards.



# ETHICS AND INTEGRITY

This code of ethics is an extension that builds on more than simply compliance with the Corporations Act 2001, ASIC's regulatory guidelines and similar laws. Snowgum Financial Services Pty Ltd's, as an employer of only CERTIFIED FINANCIAL PLANNER™ qualified advisers, adheres to a more demanding code of behavior designed to enhance the standing and perception of Snowgum Financial Services Pty Ltd and its licensee PVIB with you, the public and the financial planning profession. Fiduciary duty

We accept a fiduciary duty, or a duty of utmost good faith, to each client. This means your interests are paramount and are the primary focus of the financial planning process. We will do all things necessary to ensure the best possible results for you at all times and we will not be placed in a position where there is an undisclosed or unresolved conflict of interest.

## INTEGRITY AND FAIRNESS

We exemplify integrity and fairness in all client relationships.

We accept your trust, and will honour that trust by displaying integrity, fairness, honesty, candour and personal integrity at all times.

## CONFIDENTIALITY AND PRIVACY

Your client information will be secured and access controlled in accordance with professional standards of complete confidentiality and privacy laws and regulations.

Your adviser will at time provide copies of statements of advice, fact finders and related documents to PVIB to allow it to satisfy the requirements of the Corporations

Act and ASIC's requirements regarding the retention of financial advice records and PVIB compliance requirements.

## KNOWLEDGE STANDARDS

We commit to a high standard of continuing professional education and training including private reading and research, regular attendance at technical and professional training and constant study of the Corporations Act rules and regulations concerning the financial planning process and related fields.

We commit to an on-going process of self-improvement in the preparation and delivery of financial services to you and other clients.

We confirm our on-going professional education and training, including our formal training plans, provided in conjunction with PVIB have been assessed as relevant to our individual practices and the needs of our clients.

We observe all laws and regulations applying to financial planning and in particular the financial planning process and the preparation of statements of advice and similar documents for clients.

We affirm that we will abide by any client complaint procedures and breach reporting procedures. We agree that it is a condition of our contract with PVIB to observe all requirements outlined by PVIB.

We affirm that we have read and understood all written communications provided to us by PVIB and will comply with PVIB's requirements regarding professional standards and the conduct of our practices.



## Advice Delivery

Once we have met and determined a draft plan for you, we will prepare a ‘statement of advice’ or ‘SOA’. The SOA will be in writing and may be delivered via email or via the post, as you prefer. Your SOA contains the information needed to understand our advice and the basis on which it is made. It includes information about:

1. the specific advice;
2. the reasons for the specific advice;
3. any fees;
4. any associations or relationships that may influence the advice;
5. the implementation plan; and
6. any other relevant matters.

We will also provide other documents as needed. These documents may include educational material or PDSs, as discussed earlier.

### RECORD OF ADVICE

Once you have been provided with a SOA further advice may be provided in a form known as a record of advice or ‘ROA’, provided there has been no change in your personal circumstances or the basis of the advice set out in the SOA.

### RETENTION OF SOA AND ROA

We retain all SOAs and ROAs for at least seven years and you may request a copy of the SOA or ROA at any time within that period. This request may be verbal or in writing.

### IMPLEMENTATION OF ADVICE

Our statement of advice will contain instructions on how the advice should be implemented. We will work with you to ensure that the advice is properly implemented.

### MINIMUM HOLDING PERIOD ON INVESTMENTS

All investments recommended should be held for a minimum period of at least ten years or as otherwise stated in the SOA notwithstanding any statement made by the product issuer or any other person in a product disclosure statement or similar document.

The performance of the investment will not be known and will not be able to be measured until the end of the minimum holding period and that no claim should be made regarding investment performance until the end of the minimum holding period.

## Client Responsibilities

We will ensure that our advice is in your best interests and is appropriate to you at the time it is provided. However, certain aspects of our advice are largely outside our control and are mainly within your control. Therefore responsibility for these matters largely remains with you.

You are responsible for ensuring that our advice remains in your best interests and appropriate to you over time. You must notify us in writing immediately should your personal circumstances change or should general economic conditions or legislation change in a way that affects our advice to you.

You are responsible for ensuring your bank account and investment account details including account numbers,



# CLIENT RESPONSIBILITIES | DISPUTE RESOLUTION

passwords and personal identification numbers are kept confidential, are stored safely and not recorded in a form that can be accessed by other persons including access by hacking computers, are not provided to any person, including your adviser, and are changed on a regular basis and at least once a month. You are solely responsible for any losses caused by a misuse of this data by any person, including cyber fraud or any other form of fraud.

## TIME LIMITS AND RESPONSIBILITY FOR IMPLEMENTING OUR ADVICE

You should not act on any recommendation after thirty days of the date of the statement of advice without our written confirmation that our recommendations are still suited to you.

No responsibility will be taken for any advice acted on after thirty days without our separate written confirmation that the advice is still suited to you.

We will not be responsible for any losses connected to our advice if it is not implemented by us, if you do not engage us as your adviser or if you cease to engage us as your adviser.

## REGULAR REVIEW OF OUR ADVICE

Economic and legislative environments constantly change and personal circumstances constantly change. This means our advice must be reviewed on, and if necessary, changed on an on-going basis to ensure it remains appropriate and in your best interests.

You are responsible for ensuring our advice remains appropriate to you and is in your best interests.

You should undertake to request in writing for an updated statement of advice from us whenever your

personal circumstances, including your attitude to risk, change.

You should notify us in writing immediately should your personal circumstances change. We will not be responsible for any losses incurred by you should you fail to notify us of any change in your personal circumstances or should you cease to engage us as your adviser.

## COOLING OFF PERIOD

There may be a cooling off period of 14 days on any financial products including insurance products we may recommend and you may change your mind without penalty during this period if you acquire such a product.

## Dispute resolution

PVIB and Snowgum Financial Services provides a dispute resolution services to its clients. This obligation is a key tenet of the consumer protection principles of the Australian Financial Services Licensing system.

If you have a complaint about any services you should take the following steps:

1. contact your Adviser by telephone to explain your situation and let him/her know of your concerns. Your Adviser will do everything possible to resolve your complaint promptly;
2. if this does not resolve your complaint, put your complaint in writing addressed to Peter Vickers Insurance Brokers Pty Ltd at Suite 2, 345 Pacific Highway, Lindfield NSW 2070 where it will be objectively considered and discussed with you and your Adviser with a view to being settled as soon as possible to your satisfaction; and



# DISPUTE RESOLUTION | HOW WE CHARGE

3. Peter Vickers Insurance Brokers Pty Ltd and Snowgum Financial Services are members of the Australian Financial Complaints Authority Limited (AFCA). If your complaint cannot be resolved to your satisfaction by us, you have the right to refer the matter to the AFCA. AFCA can be contacted at:

Mailing address- Australian Financial Complaints Authority Limited, GPO Box 3, Melbourne, VIC 3001

Ph- 1800 931 678

Email- [info@afca.org.au](mailto:info@afca.org.au)

Website- [www.afca.org.au](http://www.afca.org.au)

## How We Charge

### OUR FEES AND OTHER CHARGES: WHO RECEIVES THE FEES?

PVIB may receive payments from your Adviser in respect of licensee services but will not receive additional payments or any other payment from any person in respect to the services provided to you by the Adviser.

Commission or revenue received by PVIB is passed on to your Adviser.

Your Adviser will provide you with full details of all fees before doing any significant work for you. Fees will be explained in your meeting and detailed in a statement of advice. Your adviser will also provide you with a detailed breakdown of ongoing fees on an annual basis in a fee disclosure statement.

If your Adviser is employed by a Corporate Authorised Representative your Adviser may be paid a salary or

receive profit share from fees and commission paid to that Corporate Authorised Representative.

In the following paragraphs we will refer to your Adviser receiving all fees, for simplicity.

### OUR FEES AND OTHER CHARGES: HOW ARE THEY CALCULATED?

Our agreed advice fees may include charges for:

1. Initial advice; and/or
2. Ongoing advice,

Your Adviser may receive:

1. fees paid directly by you, based on time, the amount invested or some other agreed criteria; and/or
2. a set dollar amount or percentage-based fee that is agreed between you and us and paid via your product; and/or
3. For services in relation to life insurance, banking deposit products, some loan products and commissions may be paid by the product provider as follows:
  - I. Initial commission as a percentage of the value of your loan balance or insurance premiums; and/or
  - II. Ongoing commission – a percentage of the value of outstanding loan amount of premiums, usually calculated at the end of each month in which you hold the loan or on renewal of insurance products.



# HOW WE CHARGE | ADDITIONAL INFORMATION

*(For example, for life insurances and other risk insurances: between 28% - 66% of the initial annual premium as an initial commission and between 0% - 33% of the ongoing annual premium as a trailing commission. If the annual premium for a life insurance policy is \$1,000.*

*Your Adviser may receive \$280-\$660 in the first year and then \$0-\$330 each year thereafter)*

Your adviser may also provide you with a personally tailored service agreement or letter of engagement. This agreement or letter may contain details in relation to the initial and/or ongoing service offering and fees and should detail the actual remuneration arrangement between you and your Advisor. Your Adviser will provide you with further details where relevant.

Your Adviser will agree a basis for charging fees before providing any chargeable services to you.

Your Adviser does not receive 'soft dollar' (ie non-cash) payments for amounts greater than \$300 from any third party.

Fees will be advised in detail in writing in your SOA. Fees will also be advised in detail in the PDSs for recommended financial products.

If any fees are paid to a third person for referrals these fees will be detailed in your SOA.

## SALARIES TO STAFF AND OTHER SERVICES TO YOU

The payment of staff salaries does not influence our advice in any way. The provision of accounting services and other business services to you for a fee does not influence our advice in any way.

## Additional Information

## COMPENSATION ARRANGEMENTS

Snowgum Financial Services in conjunction with PVIB operates a compensation arrangement to compensate retail clients for losses connected to any breach of the Corporations Act or other law by your Adviser, Snowgum Financial Services Pty Ltd, PVIB or other relevant persons.

These arrangements comprise comprehensive and extensive professional indemnity insurance.

The insurance covers claims in relation to the conduct of former employees.

## PROTECTION OF PERSONAL INFORMATION

Your personal information is protected by Snowgum Financial Services Pty Ltd Ethics, and the privacy laws. This information will not be provided to anyone or used for any other purpose unless this is necessary to comply with the law.

If you are not satisfied with our approach to privacy you are entitled to contact the Office of the Privacy Commissioner who may investigate any complaints you may make.

The Corporations Law requires your personal information to be retained by Snowgum Financial Services for seven years.

You can also visit the Australian Information Commissioner's website at <http://www.oaic.gov.au> for more information about your privacy.

## ANTI-MONEY LAUNDERING AND TERRORISM LEGISLATION

Snowgum Financial Services Pty Ltd must verify your identity before we provide any financial services. This will be discussed at our meeting.



## CONFLICTS OF INTEREST

Snowgum Financial Services Pty Ltd is wholly owned by employees of Snowgum Financial Services Pty Ltd. No financial product issuer has any interest in our practice, nor do we in any of their business (other than ad-hoc arms-length investments in listed shares).

## Risk Warnings

### A WORD OF WARNING ON RISK

All investments have risks. "Risk" means the value of an investment may fall, or even disappear.

Snowgum Financial Services Pty Ltd will take a conservative, cautious or balanced approach on behalf of investors unless the client specifically states otherwise or has strong investor directed preferences or risk appetite. If a client does demonstrate a higher than balanced risk tolerance, the statement will only be accepted if a reasonable financial planner is satisfied that this is appropriate, with regard to income, wealth, age, work experience and/or academic training of the client.

We have adopted this conservative assumption to reduce your risk.

Snowgum Financial Services Pty Ltd does not recommend investments that have significant internal gearing, or that clients borrow significant amounts to acquire investments. This removes structured products from our investment universe unless the client specifically requests these style of products and (in the opinion of the adviser) the client fully understands that these style of products significantly increase the risk that their net equity will fall, or even disappear, if the value of the investment falls.

Clients should not acquire investments other than those suited to conservative, cautious or balanced investors unless they understand and accept the risk that their equity will fall, or even disappear, if the value of the investment falls.

### INCOMPLETE OR INACCURATE ADVICE

Our advice will only be as good as the information you provide to us. We are required to warn you if the advice may be based on incomplete or inaccurate information relating to your relevant personal circumstances. Hence, before acting on any advice, you should consider the appropriateness of the advice, having regard to your objectives, financial situation and needs. You should not rely on our advice and you should contact us immediately to provide complete and accurate advice if the information you have provided to us is incomplete or inaccurate. We will then prepare a further statement of advice for you.

### WHAT YOU SHOULD DO IF YOU ARE NOT HAPPY WITH OUR ADVICE

If for any reason you are not sure what we are recommending, or why, you should not rely on our advice and you should seek clarification and further explanations from us.

### APPROVED PRODUCT LIST (APL)

The financial products that will be recommended are limited to those on the PVIB approved product list and do not include all available financial products. APL research is primarily outsourced to Morningstar, who provide research on managed funds and equities.



# RISK WARNINGS

We will not provide advice on direct equities outside the ASX 20 but are free to act on clients behalf if exposures beyond this threshold are requested.

## RISK DISCLOSURE AND NO GUARANTEE OF PERFORMANCE

All investments, including products presented as “capital stable” or “conservative” contain some risk. So do investments that are not financial products, such as businesses and properties. “Risk” means there is a possibility that you will lose capital value and/or the income from the financial product or other investment will be less than expected or performance will otherwise fall below expectations. This risk derives from the general economic environment as well as the specific circumstances of the product provider.

Accordingly we do not guarantee the performance of any investment in any way and we are not responsible if you lose capital value or the income from the investment is less than expected.

## INTERNET FRAUD OR OTHER FRAUD IS THE RESPONSIBILITY OF THE CLIENT

Internet fraud and other fraud is a significant risk that cannot be eliminated and you as the client are solely responsible for minimising this risk and are solely liable for any loss connected to internet fraud or other fraud or negligence by any person other than you.

You are solely responsible for:

1. any losses connected to and/or suffered as a result of an internet fraud or other fraud

- including the accessing of bank accounts and investments by any person other than you;
2. indemnifying the adviser and its directors and staff against any claim for financial compensation connected to internet fraud or other fraud or negligence including the accessing of bank accounts and investments by a person other than you; and
3. indemnifying PVIB and its directors and staff against any liability or claim for financial compensation connected to internet fraud or other fraud or negligence including the accessing of bank accounts and investments by a person other than you. This includes any liability or claim attributed to PVIB Advisers under the Corporations Act, the law of agency, the law of partnership or any similar law.

You are not to make:

1. any claim against Snowgum Financial Services Pty Ltd, its directors, the adviser and staff for financial compensation connected to internet fraud or other fraud or negligence including the accessing of bank accounts and investments by a person other than you; and
2. any claim against PVIB and its directors and staff for financial compensation connected internet fraud or other fraud or negligence including the accessing of bank accounts and investments by a person other than you. This includes any liability or claim attributed to PVIB under the Corporations Act, the law of agency, the law of partnership or any similar law.



# CLIENT ACKNOWLEDGEMENT

## Acknowledgment of Receipt

I/We ..... acknowledge receipt of this  
Financial Services and Credit Guide Date \_\_\_\_/\_\_\_\_/\_\_\_\_.

Client signature 1: .....

Client name: .....

Date: .....

Client signature 2: .....

Client name: .....

Date: .....



# ABOUT YOUR ADVISER

## About your Adviser

### WHO IS MY ADVISER?

Snowgum Financial Services is a Corporate Authorised Representative of Peter Vickers Insurance Brokers Pty Ltd. Their details are below:

### SNOWGUM FINANCIAL SERVICES PTY LTD

ACN 603 703 859

Corporate ASIC AR No. 001001581

#### Business Address

Level 8, 99 Elizabeth St, SYDNEY NSW 2000

#### Postal Address

Level 8, 99 Elizabeth St, SYDNEY NSW 2000

T | 612 9057 9091

E | matt@snowgumfs.com

### BUSINESS PROFILE

As a Corporate Authorised Representative of Peter Vickers Insurance Brokers Pty Ltd, Snowgum Financial Services Pty Ltd offers you a wide range of services to assist you in planning towards achieving your financial goals. We are committed to providing you with the highest level of advice by offering you a complete solution to your needs and have authorised the individuals listed below to provide you with general and personal financial advice.

**MATTHEW VICKERS** 

Matt is an Authorised Representative and Credit Representative of Peter Vickers Insurance Brokers Pty Ltd.

He holds the following educational qualifications and membership of Professional Associations:

- CERTIFIED FINANCIAL PLANNER™
- Masters of Applied Finance {Financial Planning} | Kaplan
- Bachelor of Economics {Finance and Economics} | University of Sydney
- Diploma of Mortgage & Finance Broking | Kaplan
- An Accredited Finance Broker with the Mortgage and Finance Association of Australia (MFAA)
- A member of the Financial Planning Association (FPA) of Australia
- A Justice of the Peace

His Australian Securities and Investments Commission (ASIC) AR and Credit Representative numbers are: 432194 and 474564 respectively. Matthew is principal of Snowgum Financial Services Pty Ltd which in turn is a principal agreement holder and Corporate Authorised Representative of Peter Vickers Insurance Brokers Pty Ltd.



# ABOUT YOUR ADVISER

## SNOWGUM FINANCIAL SERVICES PROVIDES FINANCIAL ADVICE IN THE FOLLOWING AREAS:

- Personal and Corporate Superannuation
- Pre-Retirement Planning & Retirement Planning
- Personal Life Insurance (Life, Total & Permanent Disablement, Trauma, Income Protection)
- Gearing
- Shares
- Business Life Insurance (Key Man, Business Expenses, Buy Sell)
- Saving / Investment Plan
- Debt Management
- Estate Planning
- Self Managed Superannuation Funds (SMSF)

Peter Vickers Insurance Brokers Pty Ltd Representatives are also able to provide Credit Assistance advice in relation to loans regulated by the National Consumer Credit Protection Act.

What types of Financial Products is Snowgum Financial Services Pty Ltd as corporate authorised representative of Peter Vickers Insurance Brokers Pty Ltd authorised to provide advice on?

- Provide general advice and personal advice
- Arrange to deal in financial products by applying for; acquiring, varying or disposing of the following financial products:
  - Managed investments including investor directed portfolio services
  - Superannuation
  - Retirement savings accounts (RSA)
  - Debentures, stocks or bonds issued or proposed by governments
  - Basic and other deposit products

- Securities
- Life products including investment and risk
- Standard Margin Lending Facilities
- Credit Assistance

If you do not wish to receive advice, Matthew may deal on your behalf by carrying out your instructions. If you do not obtain advice, you face the risk that the Financial Product/s you select may not fully take into account your objectives, financial situation or needs.

Peter Vickers Insurance Brokers Pty Ltd is responsible for the financial services provided including the distribution of this Financial Services & Credit Guide (FSCG).

Peter Vickers Insurance Brokers Pty Ltd (ABN 68 074 294 081) Australian Financial Services and Australian Credit Licensee License No. 229302. If you have any further questions about the financial services PVIB and Snowgum Financial Services Pty Ltd provides, please contact our office on 612 9057 9091. Please retain this document for your reference. It may assist you when you deal with Snowgum Financial Services Pty Ltd or Peter Vickers Insurance Brokers Pty Ltd in the future.

