



JBS FINANCIAL STRATEGISTS FINANCIAL SERVICES GUIDE



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Version 3.2, 19th April 2022

JBS Financial Strategists Pty Ltd

ABN 34 088 771 528

Australian Financial Services

Licence Number 486674

P O Box 7441, Melbourne VIC 3004

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JBS Financial Strategists

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STATEMENT OF NON-INDEPENDENCE

JBS Financial Strategists Pty Ltd and its Authorised Representatives, for the purposes of s923A of the Corporations Act 2001 (Cth), are unable to call ourselves “independent”, “unbiased”, or “impartial” or a variation of these, such as “independently owned”, as we receive commission payments when we recommend you purchase Life Insurance products eg income protection.



HOW CAN WE HELP YOU?

This Financial Services Guide (FSG) is an important document. The purpose of this FSG is to help you make an informed decision about the services we offer and whether they are suited appropriately to meet your needs. This FSG provides you with important information on how to engage with our advisers.

- 1) Advice Documents
- 2) Who we are
- 3) Your financial adviser
- 4) Services we can offer
- 5) How we are paid
- 6) Our Privacy Policy
- 7) If you have a complaint
- 8) Our relationships

If you need more information or clarification, please contact us.

1 ADVICE DOCUMENTS

We will also provide you with a Statement of Advice (SoA) or relevant advice document whenever we provide you with any advice which takes into account your objectives, financial situations and or needs. The SoA or relevant document will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice.

If we give you further advice, or when no financial product is recommended, a Record of Advice (RoA) may be provided to you instead of an SoA.

You can request a replacement copy of any advice document that you have received by contacting us within 7 years of that advice being given.

In the event we make a recommendation to acquire a particular financial product (other than securities) or offer to issue or arrange the issue of a financial product, we must also provide you with a Product Disclosure Statement containing information about the particular product which will enable you to make an informed decision in relation to the acquisition of that product.

Please note that our main form of communication with our clients is electronically, via email or links to websites etc. This includes correspondence and disclosure notices (including Financial Services Guides and Product Disclosure Statements) as well as advice documents and other notifications. If you have provided your email address to JBS we may use that email address for correspondence and disclosure notices. Should you not wish to be sent disclosure documents electronically please advise us and we will update our records accordingly.

2 WHO WE ARE

JBS Financial Strategists Pty Ltd is a boutique financial services business that offers personalised and customised advice to our clientele family. JBS Financial Strategists holds its own Australian Financial Services Licence (AFSL Number 486674).

JBS concentrates on wealth creation and preservation by providing personalised financial planning strategies for all situations. These tailored plans all reinforce our three key ideals:



to create long-term wealth for our clients;



to protect our clients, their family and their investments; and



to position our clients to be able to enjoy their success.

Unlike most financial planning companies, we are not linked to any financial institution, bank or insurance company. We are free to select our own Approved Product List (APL) and recommend products that we feel best suit our clients' needs.

Our aim is to foster a long term relationship with our clients to assist them in achieving whatever life goals they have.

3 YOUR FINANCIAL ADVISER



Jenny Brown

Is an Authorised Representative (250844), CEO, Founder and Director of JBS Financial Strategists Pty Ltd ("JBS").

Jenny is a CERTIFIED FINANCIAL PLANNER®, a Fellow Chartered Financial Practitioner (FChFP), holds the Graduate Diploma of Financial Planning and is a Fellow SMSF Association Specialist (FSSA). Jenny has graduated from the Australian Institute of Company Directors (GAICD) and also holds a Certificate of ASX Securities for providing advice in direct equities, a Certificate of Margin Lending and Certificate IV Finance and Mortgage Broking.

Jenny has worked in the financial services industry since 1992 and specialises in Self-Managed Superannuation Funds and Trusts. Jenny is a Fellow member of the Self-Managed Superannuation Fund Association, the Financial Planning Association of Australia (FPA), the Million Dollar Round Table (MDRT) and a graduate member of the Australian Institute of Company Directors (GAICD).

In 2013 Jenny received the Association of Financial Advisers (AFA) Adviser of the Year award. Jenny is also currently the Oceania Chair of MDRT.



Warren Hanna

Is an Authorised Representative (306070), partner and director of JBS. Warren has worked in the financial services industry since 2003 and is a Pre-Reirement and Retirement specialist with extensive experience in Self-Managed Superannuation Funds.

Warren holds a Bachelor of Business (Financial Planning), certificate of ASX Securities for providing advice in direct equities, holds the SMSF accreditation, Certificate IV in Finance & Mortgage Broking and a certificate of Margin Lending. Warren is a member of the Self-Managed Superannuation Fund Association (SMSFA).



Peter Folk

Is an Authorised Representative (1264658) and employee of JBS. Peter has worked in the financial services industry since 2012 and loves assisting with your Super and Investments and in the Aged Care area of JBS.

Peter holds a Bachelor of Business (Financial Planning), Certificate IV in Finance & Mortgage Broking, Certificate of ASX Securities for providing advice in direct equities, SMSF Accreditation and is an Accredited Aged Care Professional.

Peter is a member of the Self-Managed Superannuation Fund Association (SMSFA)



Daniel Santopietro

Commenced his Professional Year with JBS on 28th September 2021 which will see him complete the new industry entrant requirement prior to becoming a qualified Financial Adviser. Mid-way through the Professional Year and after passing the FASEA exam, he will be authorised by JBS Financial Strategists as a Provisional Financial Adviser.

As part of the requirement, Daniel will undertake 1500 hours of supervised work experience with an additional 100 hours of structured training. During his Professional Year, he will be supervised and supported by Peter Folk who will be accountable for the advice Daniel provides.

Daniel Santopietro

FASEA Representative No. 20202384

of JBS Financial Strategists Pty Ltd

Supervised by Peter Folk Authorised Representative (1264658)

As per the Corporations Amendment (Professional Standards of Financial Advisers) Act 2017, all JBS Authorised Representatives have passed the Financial Adviser Standards and Ethics Authority (FASEA) exam.

All Authorised Representatives are members of at least one relevant industry organisation such as the Financial Planning Association (FPA) or Self Managed Superannuation Fund Association (SMSFA) and are bound by their relevant code of conduct.

This FSG is given to you by your adviser with the authority of JBS Financial Strategists Pty Ltd. When a member of our team provides financial services to you, they will be acting for you on behalf of JBS Financial Strategists Pty Ltd.

4 SERVICES WE CAN OFFER

JBS can provide financial advice and deal in financial products in relation to the following areas

- Financial Planning
- Business Succession including risk insurance
- Risk Insurance
- Direct Equities
- Wealth Creation & Investments
- Superannuation & Retirement planning strategies
- Self-Managed Superannuation Fund Advice (including compliance and administration management)
- Cash Flow Management (including budgeting)
- Gearing Strategies
- Social Security advice
- Estate Planning
- Tax Consequences of our financial advice

In addition, we can offer you an ongoing periodic review service for your investment portfolio or life insurance program.

Our AFSL is licenced (individual advisers may not be) to provide financial product advice and deal the following financial products:

- Basic Deposit products
- Derivatives limited to old law securities options contracts and warrants
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Risk Insurance Products, including life, trauma, income protection, total and permanent disability insurance and Investment Bonds
- Managed Investment Schemes
- Retirement Savings Accounts
- Securities
- Standard Margin Lending Facilities
- Superannuation

JBS Financial Strategists Pty Ltd maintains an Approved Product List (APL) and your adviser is able to recommend any product on this APL. There may be instances where your adviser will need to consider products outside of the APL. In these cases, your adviser may apply to the JBS Financial Strategists Research Committee to obtain a one-off product approval.

If we provide personal advice to you, we are required under the law to act in your best interests and prioritise your interests ahead of our own.

You may give your instructions to your adviser during meetings, by phone or other means such as email. In some cases written confirmation may be required. You may also be required to complete and return certain documents.



5 HOW WE ARE PAID

Initial & Ongoing Commissions and Fees

We only receive commissions from risk insurance financial products, and are otherwise a fully Fee-For-Service practice.

Effective from 1 January 2020, the upfront commission for risk insurance financial products can range between 0% and 66% including GST depending on the product provider, while ongoing commission may range between 0% and 22%. For example, on an insurance premium of \$1,000 paying 66% initial commission and 22% ongoing commission including GST, the upfront commission would be \$660 and the on-going commission \$220 per year including GST. In the event that there is no upfront and only a level ongoing commission this may range between 0% and 33% including GST. This is not an additional cost to you and in the majority of times the premiums are the same as if you went directly to the insurer.

Fee for Service

We may charge a fee for our service in conjunction with, or instead of, commission. We charge an hourly rate of \$330 per hour inclusive of GST or alternatively we may charge a fee for service on a project basis.

You may also be charged a Statement of Advice (SoA) preparation and implementation fee. This can range between \$2,500 and \$25,000 (inclusive of GST) depending on the complexity of advice and time and research required to assist you with your financial affairs, however most upfront fee for service ranges from \$4,000 to \$10,000.

Any fee for service must be paid within seven (7) days of the date of the tax invoice being issued to you.

Ongoing Fees

We may charge an ongoing fee for the advice and management of your financial affairs.

The way we charge is via a flat fee for service determined at the time of presentation of your advice document.

We will provide you with a Terms of Engagement which provides you with an estimated cost before commencing any work. Further details about insurance commissions and or other benefits your adviser receives for recommending investments will be available to you when specific recommendations are made in your Statement of Advice (SoA) or Record of Advice (RoA). You will always know what fees and charges apply before they become payable so that you can assess the associated costs.

Referrals

During the course of your relationship with your adviser, you may want to be referred to another professional to assist with areas outside our expertise. The professional you choose to consult is responsible for the advice they provide to you. JBS may receive a fee or other benefit as a result of that referral or alternatively we may pay a fee to other professionals for your referral, however this is not an additional fee to you. Any referral fees will be disclosed in your Statement of Advice (SoA).

If in connection with our financial advice you obtain a financial (or loan restructuring) facility from JBS Financial Pty Ltd (Australian Credit Licence 393950) JBS Financial Strategists Pty Ltd (486 674) may receive a commission.

Other Benefits

From time to time, your adviser may also receive other benefits which may include:

- Educational conferences and seminars - attendance may be fully or partially subsidised by the product providers.
- Non-monetary benefits such as business lunches, tickets to sporting and cultural events, promotional merchandise or other minor benefits from product providers.

These benefits are discretionary in nature and relate to future events. It is therefore not possible to provide an estimated dollar value on these benefits

at this point in time. Any other benefits that any adviser of JBS may receive will only be accepted to a value of less than \$300 per provider per year.

JBS maintains a register of all other benefits advisers receive. If you would like to see a copy of these registers, you can contact JBS.

How your Adviser is Paid

Peter is an employee of JBS Financial Strategists Pty Ltd and is paid a salary and does not earn any fees, commissions or brokerage, but may receive bonuses and other benefits.

Jenny and Warren are both directors and own equity in JBS Financial Strategists Pty Ltd and may receive capital and profits related benefits including salary.

6 PRIVACY

We will need to find out your individual objectives, financial situation and needs before we recommend any financial product to you. You have the right not to divulge this information to us, if you do not wish to do so. In that case, we may have to refuse our services to you due to a lack of relevant information to be able to satisfy our requirement to 'know our client' or alternatively, we may be able to provide advice however are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

We keep a record of the personal information, which may include details of your investment objectives, financial and personal situation and particular needs, you provide to us. On your request, we can provide you with a copy of your personal information and advice documents, which we keep on record for no less than 7 years. Please note that a fee for this service may apply.

JBS Financial Strategists uses software systems that may store your data in servers across Australia and Philippines.

We are committed to implementing and promoting a Privacy Policy which will ensure the privacy and security of your personal information. A copy of our Privacy Policy is available on our website www.jbsfinancial.com.au

We respect the confidentiality of your information and take your privacy seriously, abiding by the Australian Privacy Principles contained in the Privacy Act 1988 (Cth). When we request personal information, we will normally explain why we need it, how it will be used and who we may share it with.

7 IF YOU HAVE A COMPLAINT

We are committed to providing quality advice to you. This commitment extends to providing accessible complaint resolution mechanisms for you.

If you have any complaint about the service provided to you, you should contact Jenny Brown – Founder and CEO at JBS Financial Strategists Pty Ltd on 03 8677 0688 about your complaint. We aim to investigate and resolve your complaint within 30 days.

If after this period we cannot reach a satisfactory resolution to your complaint, we are a member of the **Australian Financial Complaints Authority** and you can raise your concerns with them through the contact details below:

Australian Financial Complaints Authority

P: 1800 931 678

E: info@afca.org.au

W: www.afca.org.au

M: GPO Box 3 MELBOURNE VIC 3001

Furthermore, the Australian Securities and Investments Commission (ASIC) has a free of charge infoline on 1300 300 630, which you may use to obtain information about your rights and to make a complaint.

Your adviser's individual details will be displayed on your Statement of Advice that you received as part of the advice process.

We hold professional indemnity insurance cover for the activities conducted under our AFS licence which we believe satisfies the requirements of section 912B of the Corporations Act 2001 for compensation arrangements. The insurance will cover claims in relation to the conduct of authorised representatives, representatives and employees who no longer work for the Licensee (but who did at the time of the relevant conduct).

8 OUR RELATIONSHIPS

Neither your Adviser nor the Licensee have any association or relationship with the issuers of financial products that might reasonably be expected to be capable of influencing them in the provision of financial services. JBS maintains a Conflicts of Interest register for circumstances where some or all of your interests may be inconsistent or diverge from some or all of your advisers interests or those of JBS, which you can view at any time.

JBS are proud members of the Most Trusted Adviser (MTA) network and were invited to join this elite group of advisers in 2012. We are part of the MTA network thanks to our clients who have rated us on our client service and adviser-client relationship.



The JBS team is an engaged and connected bunch. We're all keen social media addicts, and love sharing, tweeting, updating and posting all the exciting things that happen in JBS land, as well as in our own lives. We've won awards for our engagement, including the Centrepoint Alliance Client Engagement Award for four years running, Jenny was the 2013 Financial Standard Smileys Scholarship, and was also a finalist for the same award program in 2012. We love it!

