

COX PARTNERS ACCOUNTANTS PTY LTD

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Margaret Merle Rennie Authorised Representative No. 391158

Cox Partners Accountants Pty Ltd ABN 43 092 908 659

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About Your Adviser Profile

We understand how important financial advice is and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Margaret Merle Rennie (Margaret Rennie)**, Authorised Representative No. **391158** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage **Cox Partners Accountants Pty Ltd** to prepare financial advice for you.

Margaret operates under Cox Partners Accountants Pty Ltd, Corporate Authorised Representative No 241246

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About Cox Partners Accountants

Cox Partners Accountants has serviced the local and surrounding community for over 45 years and remains committed to providing up to date professional advice with the view to being the “business” partner of our clients and to ‘add value’ to our clients’ financial situation.

We, the staff at Cox Partners pride ourselves on our commitment to continuous professional development to ensure we can better meet the needs of our clients. In today’s competitive and constantly changing environment, the right advice is critical to the success of our clients.

Let us provide you with the professional advice and support that you deserve to help you achieve your goals.

With the benefit of the knowledge base of our staff, and with the assistance of the technical resources of our dealer group, we strive to provide professional advice that is in the best interests of our clients, at all times.

Cox Partners Accountants has been operating for over 45 years providing accounting and taxation services to its clients. Founding partner, Don Cox became an Authorised Representative of a Financial Planning Dealer Group in 2003 with the purpose of providing beneficial financial planning services to our client base.

This additional service offering allows our firm to offer our clients a holistic service offering with different staff

members working together, providing different services to the same client, all working together to obtain the most efficient financial outcomes.

About Your Adviser

Margaret has been working in the financial planning industry since 1996. She first became a financial planner in 2001 and has since worked for NAB, Westpac, Winchcombe Carson Financial Planning and Mercer Financial Advice in advice roles. She has also held roles in compliance, training and technical services within the industry. Margaret joined Cox Partners Accountants in May 2019.

Margaret holds the following qualifications and registrations:

- Bachelor of Laws (Monash University)
- Bachelor of Economics (Monash University)
- Graduate Diploma in Applied Finance & Investment (Securities Institute of Australia)
- Certified Financial Planner (and member of the Financial Planning Association)
- Accredited SMSF Specialist with the Self-Managed Superannuation Fund Association

When Margaret is not working, she is planning her next holiday overseas. Margaret likes adventure and her holidays usually involve one of her two passions – cycling or hiking. She has climbed up Mt Kilimanjaro in Tanzania, hiked and around Jeju Island (South Korea) and has cycled Vietnam. Thus, most of her spare time is spent training for these events.

Margaret is extremely close with her family. She has three sisters and a brother and five nieces and nephews with another on the way! Whilst she has no children of her own, she enjoys spoiling the young ones and taking them to shows and musicals – something that they don’t get to see with their own parents!

Margaret Rennie

Authorised Representative No. **391158**

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Financial Services Your Adviser Provides

The financial services and products which **Margaret** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Margaret is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2019, Life Insurance commissions are capped at 77% (including GST) of the premium for the first year of the policy, reducing to a maximum upfront commission of 66% (including GST) from 1 January 2020. Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide **Margaret's** advice fees are \$330 per hour including GST.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.