



AFFINITY
WEALTH ADVISERS



Provided by

Affinity Wealth Advisers Pty Ltd
ABN 25 600 358 923
Authorised Representative No. 461662 (**Affinity Wealth Advisers**)

Davide Greci, Authorised Representative No. 461661 (**David**)
Ben Ayris, Authorised Representative No. 1265579 (**Ben**)
Giuseppe Papalia, Authorised Representative No. 1003350 (**Joe**)

(together **we, us, our**)

As authorised representatives of Affinity Group Advisers Pty Ltd
ABN 16 657 794 860
AFSL No. 539748 (**Licensee**)

The distribution of this financial services guide (**FSG**) is authorised
by the Licensee.

Issued: 01 December 2023

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Financial Services Guide

Purpose of this document

The purpose of this FSG is to assist you in deciding whether to use our services by giving you information about the type of services we provide, how we are remunerated and your rights when you have a complaint about the services we provide to you.

We recommend that you read and understand this FSG before you engage us to provide you with any financial services. If you have any questions, please get in touch with us.

Not Independent

Affinity Group Advisers Pty Ltd, Affinity Wealth Advisers Pty Ltd and our advisers are unable to describe themselves as 'independent', 'impartial' or 'unbiased' because:

we receive commissions on the sale of life risk insurance products that are not rebated in full to clients;

See below for further details.

Additional documents you may receive from us

When we provide you with financial planning services you may receive:

- a Statement of Advice (**SoA**) or Record of Advice (**RoA**). These documents set out the advice we provide to you. If you have not been provided with the ROA, you may request a copy of it free of charge at any time within 7 years after the advice was provided to you, by contacting us;
- a Product Disclosure Statement (**PDS**) which provides details about the significant risks and benefits, costs, charges and other significant characteristics or features of the products we have recommended.

If you enter into an ongoing service agreement with us, you will receive annual fee disclosure statements and we will ask you to renew the agreement and consent to the deduction of advice fees from your account each year.

Financial services we are authorised to provide

Affinity Wealth Advisers is authorised to provide personal advice and dealing services to retail and wholesale clients for the following financial products:

- deposit and payment products
- debentures, stocks or bonds issued or proposed to be issued by a government
- life products including:
 - investment life insurance products
 - life risk insurance products
- interests in managed investment schemes including investor directed portfolio services
- interests in managed investment schemes limited to MDA services
- retirement savings accounts products
- securities
- standard margin lending facilities
- superannuation

Affinity Wealth Advisers is a corporate authorised representative of the Licensee. Any financial services will be provided by Affinity Wealth Advisers and its sub-authorised representatives, who are listed in the Adviser Profile section of this FSG. More details about them, including the financial services they are authorised to provide is included in the Adviser Profile Section.

How can you provide us with instructions?

You can give us instructions by phone, email or any other means that we agree with you from time to time. Please refer to our engagement letter for more information on this.

Who does the Licensee act for?

As authorised representatives, we provide financial services on behalf of the Licensee. In providing those financial services, the Licensee acts on its own behalf.

Fees

All fees are payable to Affinity Wealth Advisers. Affinity Wealth Advisers is owned by Davide Domenico Greci, Dragan Perac & Paul Coppola.

General advice

We may charge you a fee for any general advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with the general advice. The amount of these fees usually ranges from \$550 to \$3,300 but may exceed this range in complex cases. Details of the fee will be agreed with you beforehand. You may request information about these fees within a reasonable time after receiving this FSG but before you are provided with any general advice.

Personal advice

We will charge you a fee for any personal advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with personal advice. The amount of these fees usually ranges from \$1,100 to \$3,850 but may exceed this range in complex cases. These fees will be agreed with you beforehand and will be disclosed in a SoA or RoA which will be provided to you.

Ongoing fees

Our ongoing fees depend on the ongoing service that we provide to you. They are typically charged as an agreed fixed price with a minimum charge \$1,650 per annum and are paid either directly from your product, or via direct debit. The amount of ongoing fees will depend on your total assets under management and other factors such as the complexity of your portfolio, the regularity of reviews and any additional services we are providing.

Any ongoing fees will be agreed with you in our service agreement.

Brokerage fees

We do not charge you for brokerage but brokerage fees may be payable to third parties who execute transactions on your behalf.

The services and fees will be set out in the SoA or RoA that we provide to you.

Insurance commissions

We receive a one-off upfront commission when you take out an insurance policy we recommend. The upfront commission will be between 66% and 0% of the first year's annual premium.

We also receive an ongoing commission payment of between 22% and 0% of the annual premium for as long as you continue to hold the policy.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays us an upfront commission of 60%, we will receive \$1,200. The issuer will pay us 10% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$200 per year.

You will be advised of the exact amount of these commissions in the SoA or RoA.

Other Benefits

We may also receive additional benefits by way of sponsorship of education seminars, conferences or training days. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

Adviser remuneration

Our representatives are paid a base salary and do not receive commissions from product issuers. However, in addition as a shareholder of Affinity Wealth Advisers and Affinity Group Advisers, David is entitled to a share of dividends and profits.

Associations

We are required to disclose any associations or relationships between us, our related entities and product issuers that could reasonably be capable of influencing the financial services we provide to you.

We have the following relationships or associations to disclose:

David Greci is a Director & Shareholder of Affinity Business Advisers Pty Ltd. Affinity Business Advisers Pty Ltd provides Taxation & Accounting services. As a Director & Shareholder, David will receive financial benefit when these services are used.

Conflicts of Interest

Our representatives may recommend investments in shares that they hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

Making a Complaint

We endeavour to provide you with the best advice and service at all times.

If you are not satisfied with our services then we encourage you to contact the Licensee. We accept complaints over the phone, in person, via email or letter or on our social media channels. The best option is to call the Licensee or put your complaint in writing to the Licensee's office. The Licensee will endeavour to resolve your complaint in 5 business days.

If you still do not receive a satisfactory outcome or the Licensee does not respond to you within 30 days after you make the initial complaint, you have the right to complain to the Australian Financial Complaints Authority (**AFCA**) at the following address:

GPO Box 3

Melbourne VIC 3001

Ph: 1800 931 678

Fax: 03 9613 6399

Website: www.afca.org.au

Email: info@afca.org.au

You may only contact AFCA once you have followed the above procedure.

Our Complaints Handling Procedure is available on request and at our website at www.affinityadvisers.com.au

Your Privacy

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and on our website at www.affinityadvisers.com.au

Compensation arrangements

The Licensee holds professional indemnity insurance in respect of the financial services we provide. This professional indemnity insurance complies with the requirements of the Corporations Act. The professional indemnity insurance covers all of the financial services we are authorised to provide to you.

If you have any queries about our financial services, please do not hesitate to contact us:

Contact us

Affinity Wealth Advisers Pty Ltd

L1, 458 Morphett Street

Adelaide SA 5000

P: 08 8332 5044

E: enquiries@affinityadvisers.com.au

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L1, 458 Morphett Street

Adelaide SA 5000

P: 08 8332 5044

E: enquiries@affinityadvisers.com.au

Adviser Profiles

This adviser profile forms part of the FSG dated 01 December 2023.

About David Greci

Qualifications

- Graduate Diploma Financial Planning - GDipFin
- Bachelor of Commerce – Accounting Major
- Professional Year – CA
- Cert IV Mortgage Broking & Margin Lending & Gearing
- Self Managed Super Fund (SUB 51548)

Memberships

- Institute of Chartered Accountants
- Fellow Financial Services Institute of Australia

Authorised financial services

The Licensee has authorised David Greci to provide personal advice and dealing services for the following financial products:

- deposit and payment products
- debentures, stocks or bonds issued or proposed to be issued by a government
- life products including:
 - investment life insurance products
 - life risk insurance products
- interests in managed investment schemes including investor directed portfolio services
- interests in managed investment schemes limited to MDA services
- retirement savings accounts products
- securities
- standard margin lending facilities
- superannuation

Contact

You can contact David as follows:

E david@affinityadvisers.com.au

T (08) 8332 5044

M 0413 521 053

Adviser Profiles

This adviser profile forms part of the FSG dated 18 November 2022.

About Ben Ayris

Qualifications

- Graduate Diploma Financial Planning - GDipFin
- Master of Financial Planning - MFinPlan
- Diploma of Financial Services
- Tax Commercial Law TASA

Memberships

- Financial Planning Australia - FPA

Authorised financial services

The Licensee has authorised Ben Ayris to provide personal advice and dealing services for the following financial products:

- deposit and payment products
- debentures, stocks or bonds issued or proposed to be issued by a government
- life products including:
 - investment life insurance products
 - life risk insurance products
- interests in managed investment schemes including investor directed portfolio services
- interests in managed investment schemes limited to MDA services
- retirement savings accounts products
- securities
- superannuation

Contact

You can contact Ben as follows:

E ben@affinityadvisers.com.au

T (08) 8332 5044

M 0433 525 334

Adviser Profiles

This adviser profile forms part of the FSG dated 18 November 2022.

About Joe Papalia

Qualifications

- Graduate Diploma Financial Planning - GDipFinPlanning
- Bachelor of Accountancy – BAcc | CPA
- Accredited Derivatives Adviser Level One
- Self Managed Super Fund

Memberships

- CPA Australia - CPA

Authorised financial services

The Licensee has authorised Joe Papalia to provide personal advice and dealing services for the following financial products:

- deposit and payment products
- debentures, stocks or bonds issued or proposed to be issued by a government
- life products including:
 - investment life insurance products
 - life risk insurance products
- interests in managed investment schemes including investor directed portfolio services
- interests in managed investment schemes limited to MDA services
- retirement savings accounts products
- securities
- superannuation

Contact

You can contact Joe as follows:

E joe@affinityadvisers.com.au

T (08) 8332 5044

M 0411 478 225