

Financial Services Guide (FSG)

of Winestone and Associates Pty Ltd
aff Winestone & Associates Unit Trust
(Authorised Representative No: 235569)
Version November 2012 – 15 November 2012
Part One of Two.



The purpose of this guide

This guide is designed to assist you in understanding how we can help you achieve your financial and lifestyle goals by explaining:

- The advice and services we can provide to you either directly or in association with other professionals,
- Our fees and charges,
- The influences and arrangements that you need to consider when assessing our recommendations, and
- How best to raise any issues you may have with our advice or services.

This is a very important document and we recommend that you read it carefully. If you need further explanation or you are unsure about any part of this guide we encourage you to ask us any questions you may have.

Millennium3 has approved this document and authorised us to provide it on their behalf.

Privacy Statement

As professional advisers, we are committed to ensuring the confidentiality and security of your personal information. Millennium3 Privacy Policy, which details how your personal information is managed and protected, is available on their website at www.millennium3.com.au. If you don't have access to the internet, please ask us for a copy.

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Our Services

We provide financial advice and services as an authorised representative of Millennium3 Financial Services Pty Ltd (Millennium3). Millennium3, which is part of the ANZ Banking Group, is one of Australia's largest financial services licensees (AFSL No. 244252). We act on behalf of Millennium3 and, as the authorising Licensee, Millennium3 is responsible for the financial services we provide to you.

As an authorised representative of Millennium3 we can provide you with services including

Personal and Business Risk Management Advice.

We can also provide you with advice and support on a range of financial products such as: Life Insurance cover including, Accident/Sickness/Disability Insurance, Trauma Insurance, Permanent & Total Disability Insurance and Income Protection Insurance and Business Expense Insurance;

Specific information about your adviser, their experience and specialisation is provided in Part Two of this guide titled "Adviser Profile".

We can act on your instructions

After you engage us as your adviser we can act on your instructions whether you provide them by telephone, email, fax or other means of communications. Should you prefer us to communicate with you via email please understand that you are responsible for monitoring the email account nominated for this purpose. We'll treat any communication to us from this address as instructions from you and we'll continue to use this account until you tell us otherwise.

We maintain information about you

In order to continue to provide you with advice that is appropriate for your needs and suitable for your circumstances we will retain information about you including your financial and lifestyle objectives and your current financial situation. We are also legally required to store this information and records of any advice and services we provide to you. Generally, this information is used to provide you with appropriate advice and services, and suitable recommendations. We are committed to maintaining the security, currency and confidentiality of your information and we will only release it to other parties with your consent or as required by law. You can choose not to provide us with the information we require but, if you do so, we may not be able to provide you with the advice or services you need. You have a general right to examine our records. If you want to see what personal information we hold about you please let us know and we will make arrangements for you to do so. If we can't provide you with access to our records we will let you know the reasons why.

Important documents you can expect to receive

If we provide you with personal financial planning advice, we will confirm our recommendations in writing so that you can make an informed decision about the appropriateness and suitability of our advice. Our recommendations can be documented in a **Statement of Advice (SoA)**. A **Record of Advice (RoA)** may be used to record our advice to you where we have provided you with subsequent advice and your personal circumstances have not changed. The **ROA** may be provided to you or added to your file and if you would like a copy of this document, or our initial SoA, we will make it available to you on request.

Where we recommend specific financial products to you, we will provide you with a **Product Disclosure Statement (PDS)** which contains specific and important information on the financial product. It is very important for you to read and understand the **PDS** which must be provided to you before you can take any action in relation to a financial product recommended.

The interests, associations and relationships that may influence or affect my advice.

Our recommendations to you will be based on our assessment of your personal circumstances, needs and objectives. These factors underpin our advice but it is important for you to appreciate that our interests, associations and relationships and the benefits we receive – such as commission, corporate hospitality or marketing support for example - may give rise to an actual or potential conflict of interest. However, where any interest might reasonably be capable of influencing our advice or creating a conflict of interest, we will clearly disclose our interest or the nature of the conflict to allow you to make an informed decision about our advice. We manage, and will clearly disclose, any conflicts that we think may influence our advice and we would also like to highlight the following interests, associations and relationships:

Where Winestone and Associates Pty Ltd attains a predetermined level of inforce risk business relating to OnePath or CommInsure products or services they may be entitled to receive an additional financial benefit from Millennium3 which is derived from the payments and commissions received by Millennium3 from these product issuers. The amount Winestone and Associates Pty Ltd and your adviser may receive is not able to be quantified at this time.

How you pay for our services

Operating a financial services business involves substantial costs. Fees and commission assists us to afford the infrastructure, personnel and systems required to provide you the professional services our clients have come to expect. In many cases you are able to negotiate how you pay for the professional services we provide to you. You may choose to pay our fees directly or have our professional costs paid to us by the product provider or from the products we've recommended to you. We may receive a salary, fees and/or commission payments and may also be eligible for an annual performance payment for meeting service and sales targets. Where it is necessary to refer you to another specialist we may also receive a referral payment from them. If you are referred to us by a third party we may pay a referral fee, commission or a non-monetary benefit as a consequence of products or services you purchase. The remuneration we receive will be clearly disclosed in the advice documents we provide to you.

Initial Consultation Fees: Range from \$0 - \$500.00 (inclusive of GST)

Commissions, which are paid from the product costs and are not an additional cost that needs to be paid by you, vary according to the nature of the specific financial product. For example

Product	Commission Range
Life Insurance products including Risk Insurance and Life Investment	Up front 0% to 140% of the premium paid or amount invested. On going 0% to 45% of the premium paid or amount invested.
Superannuation and Investment products	Up front 0% to 15% of the amount or contribution invested. On going 0% to 6% of the amount or contribution invested

Providing feedback

As a professional financial services business, we are committed to acting efficiently, honestly and fairly. We value your support and appreciate any feedback that will help us to meet your expectations and needs. If at any time you have any questions or concerns about our advice or our service, we encourage you to contact us directly and we will try to resolve the issue immediately.

If we can't respond to your feedback or effectively resolve your issues within three (3) business days – or if you don't feel comfortable talking with us about your issues - you should contact Millennium3 directly.

If Millennium3 don't provide you with a satisfactory response, you have the right to refer your concerns to the Financial Ombudsman Service Limited ("FOS"). FOS is the independent dispute resolution service that deals with complaints about financial services including banking, credit, loans, general insurance, life insurance, financial planning, investments, stock broking, managed funds and pooled superannuation trusts. FOS can be contacted at GPO Box 3, Melbourne Vic 3001 or by phone on 1300 78 0808.

The Australian Securities and Investment Commission (ASIC) also has a Freecall Infoline on 1300 300 630 which you may use to make a complaint and obtain more information about your rights.

The law requires Millennium3 to maintain a level of Professional Indemnity Insurance appropriate for their size and the scale and complexity of their operations. Millennium3's insurance covers claims made against Millennium3 and both its current authorised representatives and former authorized representatives. Their policy is annually reviewed for currency and suitability and is a key element of Millennium3's licence obligations.

About Millennium3

AFSL No. 244252.
ABN 61 094 529 987

Millennium3 Financial Services Pty Ltd (Millennium3) is ultimately owned by the ANZ Banking Group. As a result, Millennium3 is related to all companies within this group including ANZ Wealth Australia Limited, which offers financial products and platforms to retail clients. As a result of this relationship, actual and potential conflicts of interest may arise when our authorised representatives provide services to you and recommend OnePath products.

However, where this relationship might reasonably be capable of influencing our advice or creating a conflict of interest, we will clearly disclose our interest or the nature of the conflict to allow you to make an informed decision about our advice. We will manage, and will clearly disclose, any conflicts that we think may influence our advice.

Because of their scale and size, Millennium3 also receives payments and/or sponsorship from product issuers. These contributions, which range between \$0 and \$40,000 per product issuer, are used for our operational, development and promotional purposes and are not provided to our authorised representatives.

In addition, Millennium3 may receive payments from superannuation and investment product providers based on new inflows for general administrative and training purposes. A proportion of these payments may be passed onto your adviser. The amount your adviser may receive is not able to be quantified at this time.

Millennium3 also has controlling interest in some of its corporate authorised representatives.

Millennium Master Trust

If your adviser recommends the Millennium Master Trust you should be aware that they may be entitled to an additional financial benefit if the Millennium Master Trust is later sold. You should recognise their beneficial interest as a potential conflict when you assess their recommendation. Their potential entitlement will be disclosed in their advice documentation where they recommend the Trust to you.

EmPlus Superannuation Fund

Millennium3 Financial Services Pty Ltd is the Administrator of the EmPlus Superannuation Fund and is entitled to remuneration in relation to its administration role.

Contacting Millennium3:

Millennium3 Financial Services Pty Ltd
PO Box 377,
CANNON HILL QLD 4170

P: 07 3902 9800

F: 07 3902 9801



Part Two of two



Adviser Profile: Morris Winestone

Your Adviser is Morris Winestone, ASIC Authorised Representative No: 276275

Morris has a Diploma of Financial Services (Financial Planning), and is an Associate Member of the Financial Planning Association

Morris has been involved in the Financial Services industry since January 2004.

As your Adviser I am authorised to provide advice and deal in the following specific products:

Life Insurance, Accident/Sickness/Disability Insurance, Trauma Insurance, Permanent & Total Disability Insurance, Income Protection Insurance, Business Expense Insurance.

Morris is remunerated by fees, charges and commissions paid by clients, and pay all business costs from this income.

Adviser Profile: Len Winestone

Your Adviser is Len Winestone, ASIC Authorised Representative No: 235967

Len has been involved in the Financial Services industry since 1972.

As your Adviser I am authorised to provide advice and deal in the following specific products:

Life Insurance, Accident/Sickness/Disability Insurance, Trauma Insurance, Permanent & Total Disability Insurance , Income Protection Insurance, Business Expense Insurance

Len is remunerated by fees, charges and commissions paid by clients, and pay all business costs from this income.

Winestone & Associates offer leading risk management solutions for businesses, families and individuals.

We tailor our plans, taking into account your individual needs and circumstances to ensure you're looked after when you need it most.

Your interests and wellbeing are at the heart of everything we do.

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Important Notice: These Adviser Profiles must be accompanied with an approved Financial Services Guide issued by the Licensee Millennium3 Financial Services Pty Ltd AFSL 244252.