



AgeWise Financial Planning
Relax. We've got it.

AgeWise Financial Planning

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Susan Elizabeth Cooper Authorised Representative No. 405515
AgeWise Financial Planning ABN 38 722 800 742
Level 1, 103 Grimshaw St
Greensborough VIC 3088
phone 0408 537 061 **email** info@agewisefp.com.au

InterPrac Financial Planning Pty Ltd ABN 14 076 093 680
Australian Financial Services Licence Number: 246638
Level 8, 525 Flinders St Melbourne Vic 3000
Phone: (03) 9209 9777

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 **Susan Elizabeth Cooper (known as Susan Cooper) of AgeWise Financial Planning**, Authorised Representative No. **405515** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage **Susan** to prepare financial advice for you.

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 AgeWise Financial Planning

AgeWise Financial Planning provides expert advice to help clients with retirement living and aged care solutions.

Everyone wishes for their retirement years to be comfortable and to be able to easily afford the things they love to do. We can help you to decide when you can afford to retire, ensure your investments are set up appropriately for this important new stage of life and assist you to keep things on track over time.

Moving homes, into a retirement village or into aged care can be challenging and emotional and we are here to take away the stress of deciding what you can afford and how best to structure things. Decisions you make at this often-difficult time can have far-reaching consequences for your social security payments, your investments and your longer-term cash flow and portfolio values. If you are helping out a family member, you have the added responsibility of making the best decisions in a complex area on someone else's behalf, as well as dealing with other family members who may have different ideas.

We will work to understand your situation, provide objective advice on the best option for you, or your loved one, and ensure that your ongoing finances are simple, easy to manage and affordable. We will also help you to fully implement our advice.

About Your Adviser – Susan Cooper

Susan is passionate about ensuring that clients understand their options and make the best decisions for their retirement living and aged care solutions.

Susan started her career in the corporate sector, working for 20 years as an Engineer, Project Manager and Product Manager. She was then ready for a change and wanted to help people on a one-to-one basis and so re-trained as a Financial Planner. She has worked as a Financial Planner since 2011, specialising in Aged Care and Retirement clients, and launched AgeWise Financial Planning in 2018.

Susan's Financial Planning qualifications include a Diploma of Financial Services (Financial Planning), an Advanced Diploma of Financial Services (Financial Planning) and she also attained her Certified Financial Planner (CFP®) status in 2013. Susan has also successfully passed the FASEA Financial Adviser exam and, just for fun, holds a Bachelor of Engineering degree and a Master of Business Administration (MBA).

Susan Cooper

Authorised Representative No.405515

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Financial Services Susan Cooper Provides

The financial services and products which **Susan Cooper** 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

Susan Cooper 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 2020, Life Insurance commissions are capped at 66% (including GST). 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 **Susan Cooper's** advice fees are \$330 per hour (including GST) for any work undertaken on an hourly basis.

AgeWise Financial Planning works on a flat fee, fee-for-service basis, with the following fees applying:

Initial consultation fee:

Ranges from \$550 to \$1,100 in our office or via Zoom, or \$750 to \$1,500 at your home

Situation analysis report fee:

Ranges from \$440 to \$1,500

Strategy Paper fee:

Ranges from \$1,650 to \$2,970

Statement of Advice fee:

Ranges from \$3,850 to \$9,900

Implementation fee:

Ranges from \$550 to \$2,000

Ongoing advice fee:

Ranges from \$3,300 per annum to \$9,900 per annum

All prices include GST.

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