

Saffron Plan

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FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Harsh Makadia Authorised Representative No. 1255940

Saffron Business Advisers, Corporate Authorised Representative No. 1255913

Trading as Saffron Plan ABN 69 164 690 091

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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 **Harsh Makadia**, Authorised Representative No.1255940 of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage **Harsh** to prepare financial advice for you.

Harsh operates under Saffron Business Advisers, Corporate Authorised Representative No. 1255913, trading as Saffron Plan. 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 Saffron Business Advisers and Saffron Plan

Incorporated in 2013, Saffron Business Advisers works closely with businesses across Australia to help clients through their business ownership journey and beyond.

At Saffron Business Advisers we are enthusiastic, energetic and believe in innovative Business advisory, Accounting and Taxation services, with a focus on technology and progression to solutions. We understand that no individual client or business is identical and thus require tailored solutions.

Saffron Plan is the Financial Planning arm of Saffron Business Advisers.

Our passion, proactivity and thorough understanding of clients let us provide personalised quality service which instigates growth in their businesses.

With the combination of our expertise and experience, our motto is to "SEE BEYOND THE NUMBERS"

About Your Adviser

Harsh established Saffron Business Advisers in 2013. He brings over ten years' experience working in and owning a West Australian based accounting firm along with senior management roles in accounting firms. Over this time Harsh has advised family businesses both large and small to enter, manage and exit their businesses. His experience covers various industries and stages of business life.

Clients appreciate Harsh's ability to convert finance and tax legislation into non-technical speak for business owners and his strategy development which enables them to survive and prosper in today's competitive business world.

Harsh is a member of the Chartered Accountants Australia and New-Zealand (CAANZ) and a member of CPA Australia. Harsh is also a registered Tax Agent, Registered SMSF Auditor and holds a Master of Professional Accounting, in addition to his Diploma of Financial Planning.

Harsh Makadia

Authorised Representative No. 1255940.

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Financial Services Your Adviser Provides

The financial services and products which **Harsh** 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

Harsh 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 Harsh's advice fees are \$180 per hour including GST.

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