

PARC

WEALTH MANAGEMENT

Financial Services Guide

Provided by

Parc Wealth Management Pty Ltd ACN 615 859 277 trading as Parc Wealth Management
ABN 29 847 516 024 Authorised Representative No. 1250859 (**Parc Wealth Management**)

- Pinchas Lebovits Authorised Representative No. 1250860 (**P.C. Lebovits**)
- Ashley Davidson Authorised Representative No. 342680
- Michelle Bryant Authorised Representative No. 1300825
- Kerri Davey Authorised Representative No. 278010

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

As authorised representatives of Parc Wealth Group Pty Ltd ABN 24 652 326 915
AFSL No. 535090 (**Licensee**)

Date: 13/05/2024

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

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

Because:

- we receive commissions on the sale of life risk insurance products that are not rebated in full to clients; and
- we offer our own Separately Managed Account (SMA) products alongside other financial products. We may recommend these SMAs to clients, but only if they are a suitable investment option based on the client's individual circumstances and investment objectives.

we are not able to refer to ourselves or our advice as 'independent', 'impartial' or 'unbiased'.

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

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

- Deposit and Payment Products - Non-basic Deposit Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes, including IDPS and MDA Services
- Retirement Savings Account Products
- Securities
- Superannuation

Parc Wealth Management is a corporate authorised representative of the Licensee. Any financial services will be provided by Parc Wealth Management and its sub-authorised representatives, who are listed in the Adviser Profile section. 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 Parc Wealth Management. P.C. Lebovits is one of the owners of Parc Wealth Management and shares in the profits that are made.

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 \$350-\$400 per hour incl GST. However, 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 (incl GST)

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:

\$3,950 to \$9,950 for Advice Production

\$1,150 to \$5,450 for Advice Implementation

These amounts may exceed these ranges 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 (incl GST)

Our ongoing fees depend on the ongoing service that we provide to you. They are typically charged as an agreed fixed price of between \$5,950 and \$17,950 annually and are paid monthly. 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 may charge a brokerage fee of between 0.5% and 1%, (Incl GST) when you buy or sell listed investments. This fee will typically be applied to each transaction as a set percentage of the investment amount.

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

Managed fund transaction fees

We may charge a transaction fee of up to 1% (Incl GST) when you buy or sell interests in managed funds. This fee will typically be applied to each transaction as a set percentage of the investment amount. 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 capped at 66% of the first year's annual premium.

We also receive an ongoing commission payment capped at 22% 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

P.C Lebovits, Michelle Bryant and Kerri Davey are paid a base salary and do not receive commissions from product issuers. Ashley Davidson is remunerated via client fees and commissions received from product issuers.

Referrals

Parc Finance & Lending Pty Ltd (Parc Finance & Lending) is our trusted partner for mortgage broking and financing needs. We may provide you with a referral to Parc Finance & Lending should you require mortgage broking or financing services.

We have a referral agreement in place with the Ladies Finance Club. Referrals received that lead to a client relationship may result in a fee of \$550 being paid to the Ladies Finance Club.

There may be occasions when we receive Stamping Fees from Institutions Placement Brokers. All referral benefits and Stamping Fees received will be disclosed to you at the time of making the referral or issuing Advice.

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 relationships or associations with the following entities to disclose:

- Green and Sternfeld Pty Ltd
- Parc Finance & Lending

Conflicts of Interest

While no referral fees are received when we refer you to Parc Finance & Lending, the owners, or entities associated with the owners of the Licensee and Parc Wealth Management also own Parc Finance & Lending. This means that where you engage the services of Parc Finance & Lending, the owners, or associated entities of the owners will derive a benefit from the commissions received by Parc Finance & Lending.

Ashley Davidson provides financial services on behalf of the Licensee and Parc Wealth Management and also provides Mortgage Broking and Financing services on behalf of Parc Finance & Lending.

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.parcwealth.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.parcwealth.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.

Contact us

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

Parc Wealth Group

Level 1, 1133 Malvern Road

Malvern, VIC 3133

03 9527 1600

pwg@parcwealth.com.au

Parc Wealth Management

Level 1, 1133 Malvern Road

Malvern, VIC 3133

03 9527 1600

info@parcwealth.com.au



Adviser Profile

P.C. Lebovits

Financial Adviser

Managing Director

About P.C. Lebovits Authorised Representative No. 1250860

P.C. has worked in the financial services industry for over 20 years providing business advisory, taxation, and superannuation consulting services as well as financial planning and family office services. P.C. works with a diverse client base, including executives of listed companies, SME business owners, super fund trustees and individuals requiring holistic wealth management advice. P.C.'s extensive business and industry expertise together with his international network of contacts enable him to develop comprehensive financial strategies to achieve clients' lifestyle and financial goals. This creates a clear vision for his clients' financial future. During his years in the industry, P.C. has developed strong industry relationships with a diverse range of stakeholders and market participants allowing him to specialise in providing services to high-net-worth individuals and families. P.C. has a keen interest in the management, protection, and transfer of intergenerational wealth.

With the establishment of Parc Wealth Management in 2016 P.C. has assembled an experienced and dedicated team of specialists to support all facets of his client's financial and lifestyle requirements.

This adviser profile forms part of the FSG dated 13/05/2024.

Qualifications

- Bachelor of Business (Accounting)
- Bachelor of Business (Banking & Finance)
- Adv. Diploma of Financial Planning

Memberships

- Member of CPA Australia
- AFP® Practitioner Member of Financial Advice Association of Australia (FAAA)
- Member of SMSF Association

Authorised Financial Services

The Licensee has authorised P.C. Lebovits to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products - Non-basic Deposit Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes, including IDPS and MDA Services
- Retirement Savings Account Products
- Securities
- Superannuation



Adviser Profile

Ashley Davidson

Financial Adviser

Head of Insurance

About Ashley Davidson Authorised Representative No. 342680

Experience

Ashley Davidson is Head of Insurance at Parc Wealth Management. Ashley has a strong technical knowledge of the Risk and Protection landscape, having worked as a Financial Adviser and Risk Specialist in a number of Financial Planning practices, including running his own Financial Planning business over the last 20 years. His experience also includes Financial Services roles in large banking institutions. Ashley is an industry expert, specialising in the provision of personal and business insurance and formulating effective client wealth protection solutions.

Qualifications

- Graduate Diploma - Applied Finance and Investment
- Diploma of Financial Services
- Ethics and Professionalism in Financial Advice – Bridging Unit
- Diploma of Finance and Mortgage Broking Management

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Memberships

- AFP® Practitioner Member of Financial Advice Association of Australia (FAAA)
- MFAA Finance Broker Member

Authorised Financial Services

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

- Deposit and Payment Products - Non-basic Deposit Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes, including IDPS and MDA Services
- Retirement Savings Account Products
- Securities
- Superannuation



Adviser Profile

Michelle Bryant

Financial Adviser

Head of Operations and Compliance

About Michelle Bryant Authorised Representative No. 1300825

Experience

Michelle is a highly experienced Financial Professional with over 20 years of industry experience. She began her career in boutique Financial Planning practices, before spending several years at BT Financial Group. Michelle then returned to Financial Planning, where she has held a variety of roles, including Business Development, Client Services, Paraplanning, Practice Management and Financial Advisory.

She has a strong marketing and business strategy background, and a proven track record of using qualitative and quantitative analytics to drive company growth. In her current role as Head of Operations and Compliance for Parc Wealth Management and Parc Wealth Group, Michelle is responsible for overseeing the day-to-day running of the company, including team recruitment and management, process development and improvement, and compliance. She is also a Financial Adviser, where she provides expert financial advice and guidance to clients.

Michelle is a valuable asset to the Parc team and is passionate about helping her clients achieve their financial goals.

This adviser profile forms part of the FSG dated 13/05/2024.

Memberships

- AFP® Practitioner Member of Financial Advice Association of Australia (FAAA)
- MFAA Affiliate Member

Qualifications

- Bachelor of Commerce with Distinction
(Financial Planning and Marketing) Deakin University
- Associate Diploma of Business – Swinburne University
- Ethics and Professionalism in Financial Advice – Kaplan Professional

Authorised Financial Services

The Licensee has provided Authorisation to Michelle Bryant to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products - Non-basic Deposit Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes, including IDPS and MDA Services
- Retirement Savings Account Products
- Securities
- Superannuation



Adviser Profile

Kerri Davey

Financial Adviser

Centrelink & Aged Care Specialist

About Kerri Davey Authorised Representative No. 278010

Experience

Kerri has been working in financial services for 20 years and was first authorised to provide advice in 2004. Kerri has extensive experience with Centrelink and Aged Care Advice, paired with a genuine desire to help clients achieve their financial goals. Kerri enjoys using her experience and strong technical knowledge to develop strategies that work for clients' day-to-day lives and for their financial future. Kerri is a Certified Financial Planner® (CFP) Professional and has completed the Self-Managed Superannuation Fund specialised education.

Qualifications

- Certified Financial Planner® (CFP)
- Advanced Diploma of Financial Planning (Tribeca)
- Diploma of Financial Planning (Tribeca)

Memberships

- CFP® Professional Member of Financial Advice Association of Australia (FAAA)

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Authorised Financial Services

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

- Deposit and Payment Products - Non-basic Deposit Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes, including IDPS and MDA Services
- Retirement Savings Account Products
- Securities
- Superannuation