

Getting financial advice



Getting financial advice

We are often faced with important decisions about money and our future. Sound financial advice from a financial adviser may improve your financial security and leave you better prepared for your retirement.

Types of advice

You may be provided with:

- general advice: and /or
- personal advice

Personal advice takes into account your objectives, financial situation or needs. It is likely to involve goals and strategies being recommended following an appraisal of your individual circumstances. General advice is general in nature and does not take account of your individual circumstances.

Do you need personal advice?

Some people handle personal finances well. This can range from organising a monthly budget to managing super, insurance and investments. It's important to remember good financial management takes time and a willingness to learn. There are a range of resources available to help people to educate themselves on financial matters.

As a Plum member, you have access to a broad range of tools and resources on the Plum website – www.plum.com.au – including a *Financial checklist* to assess your attitude to money, along with a *Budget planner* and superannuation and insurance calculators, to name a few.

Other handy sites include:

The Australian Securities & Investments Commission (ASIC) consumer website

- <http://www.fido.asic.gov.au/fido/fido.nsf> – providing an array of tools, information and resources about managing your money, finding a financial adviser, and learning about investment products.

The Australian Government has also established the *Financial Literacy Foundation*, which aims to improve consumer and financial literacy.

The *Understanding money* website

- <http://www.understandingmoney.gov.au> – a key part of the financial literacy initiative, provides you with further information and assistance to set you on your way.

Who can give you personal financial advice?

Generally, the only people qualified to provide personal financial advice should work for, or represent, a financial advisory business that holds an Australian Financial Services Licence (AFSL). An advisory business that provides personal advice must:

- give personal advice that suits your circumstances; and
- act efficiently, honestly and fairly.

Choosing a financial adviser

Choosing a financial adviser is an important personal matter. Do some research and aim to talk with a few financial advisers before you decide. Generally there are plenty of financial advisers available, so look for someone:

- you can trust;
- that puts your needs first;
- who works with people in your situation regularly; and
- who is a good personal fit.

Shopping around for a financial adviser may seem time-consuming or feel awkward, but given that the relationship may be a lifelong one, it's important to take your time and adopt a thorough approach.

Have your circumstances changed?

At different stages of your life, your personal goals and your financial situation may change. You may wish to speak with a financial adviser when, for example you are;

- getting married;
- planning a family;
- inheriting money;
- paying off your mortgage;
- making your final mortgage payment;
- experiencing redundancy;
- changing jobs;
- separating from your partner; or
- planning to retire.

Advice you may need

A financial adviser can help assess your current financial situation and provide advice about suitable strategies and recommendations about your next financial steps.

Good financial advice can help you to take control and make the most of your money, as well as helping you manage the important financial decisions in your life.

Advice through the Plum Superannuation Fund

As a member of the Plum Superannuation Fund ABN 20 339 905 340 you can access financial advisers through *Momentum Financial Advice*. This service is provided by GWM Adviser Services Limited ABN 96 002 071 749 AFSL 230692 (GWMAS) through an agreement with PFS Nominees Pty Ltd as trustee of the Plum Superannuation Fund.

The *Momentum Financial Advice* service provides general financial advice over the phone – at no cost to you, in addition to personal face-to-face advice if you require more in-depth advice about your personal financial circumstances.

Selection criteria

Each financial adviser on the *Momentum Financial Advice* panel has been carefully selected according to strict criteria and must continue to comply with this criteria, as part of an ongoing evaluation process. In particular:

- they are required to have attained a minimum of Certified Financial Adviser (CFP) status (in metropolitan areas) or a Diploma of Financial Planning (DFP) (in non-metropolitan areas);
- employ a fee-for-service model for superannuation and investment advice (an outline of the potential costs are provided overleaf);
- submit to an annual review of their advice on a random basis;
- adhere to Plum Trustee guidelines for providing advice to Plum members.

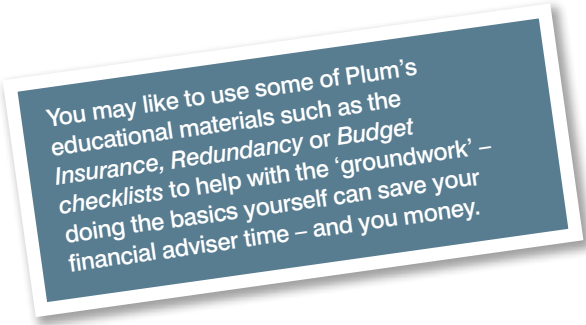
All *Momentum Financial Advice* financial advisers operate under Australian Financial Services Licences (AFSLs), and are equipped to provide advice on a wide range of financial circumstances.

Through *Momentum Financial Advice* you have access to a no-obligation initial consultation with a *Momentum Financial Advice* adviser at no cost to you. The initial financial plan is only the starting point. *Momentum Financial Advice* financial advisers can provide financial advice, education, regular reviews and coaching throughout your life. They can revisit your goals and your financial situation and, if required, recommend changes to your financial strategies.

Cost of advice

As a general rule, you should always check fees and any possible commissions (payable to advisers) that may apply. Make sure the financial adviser provides you with a *Financial Services Guide*, which explains their fees. Be prepared to ask advisers to explain the benefits you'll receive for your money. Don't feel obligated if you're not comfortable with their offer or approach. After all, it is your money and your future.

It's important to prepare for your initial meeting with a financial adviser. And remember, the more your financial adviser understands about your circumstances, the more tailored and more valuable their advice will be.



You may like to use some of Plum's educational materials such as the *Insurance, Redundancy or Budget checklists* to help with the 'groundwork' – doing the basics yourself can save your financial adviser time – and you money.

As an example, *Momentum Financial Advice* recognises that you may seek different levels of advice depending on whether you need advice related to a specific matter, or broader, more comprehensive advice. Knowing this, a transparent, flexible fee-for-service model for superannuation and investment advice enables you to choose and pay for the level of advice you require. Remember, your initial consultation is at no cost to you and you are under no obligation. Any ongoing financial planning advice is charged for on a fee-for-service¹ basis, with all fees discussed and agreed by you at the start of the process.

Commissions may be payable for insurance and lending services. Financial advisers must disclose any commissions payable at the first meeting.²

Note: All fees and commissions quoted are inclusive of GST.

1 The fee charged will depend on the complexity of your individual situation, and what aspects you want your adviser to consider.

2 A renewal commission may also be paid when you renew your policy. The rate of commission in the form of an up front payment is between 2.2 per cent and 121 per cent and is calculated as a percentage of the insurer's base premium.

How to find a financial adviser

To be put in touch with a *Momentum Financial Advice* financial adviser:

- contact a Plum Member Services Consultant on **1300 55 7586**;
- log on to the Plum website – **www.plum.com.au** and complete an *Advice request form*; or
- send an email to **service@plum.com.au**

Alternatively – ask others

Talking with family, friends or work colleagues who have used the services of a financial adviser may teach you more about what to look for. Ask about their experiences and whether they were happy with their advice. It may help you understand what you might expect and gain from meeting with a financial adviser.

Make sure you only speak to financial advisers who are employed by, or act as an authorised representative of, a licensed advisory business. ASIC licences and regulates the financial advisory industry so it operates efficiently, honestly and fairly. To check licence details contact ASIC on **1300 300 630** or visit their consumer website – **www.fido.gov.au**.

Where to from here?



**Thinking about your next steps
you may want to consider:**

Your financial goals and current expenses

Consider using some of Plum's *Checklists* such as the *Insurance*, *Redundancy* or *Budget checklists* to help give you and your adviser a better initial understanding of your needs.



Did you know...

As a member of the Plum Superannuation Fund you can access the services of financial advisers through *Momentum Financial Advice*. This service provides general advice over the phone – at no cost to you, in addition to personal face-to-face advice if you require more in-depth advice about your personal financial circumstances.

If you would like more information about *Momentum Financial Advice* or would like to access this service, contact a Plum Member Services Consultant on **1300 55 7586**.

Momentum Financial Advice is a service provided by GWM Adviser Services Limited (GWMAS) ABN 96 002 071 749 AFSL 230692 through an agreement with PFS Nominees Pty Ltd as trustee of the Plum Superannuation Fund. GWMAS, the Trustee and Plum Financial Services Limited are part of the National Australia Group of companies. GWMAS and the financial advisers may receive a commission when applications are lodged for certain financial products. Further information on commissions can be obtained from the financial adviser's *Financial Services Guide*. Neither Plum nor the Trustee endorses or guarantees any advice provided by GWMAS or any financial adviser referred through the *Momentum Financial Advice* services. The Trustee, through its administrator, Plum, merely facilitates members' access to these services and does not accept any liability for the services provided.

Contact us for more information

If you would like further information, visit the *Member* section of the Plum website:



www.plum.com.au, or



or speak with a Plum Member Services Consultant on **1300 55 7586**.

Important information

An interest in the Plum Superannuation Fund ABN 20 339 905 340 (Fund) is issued by PFS Nominees Pty Ltd ABN 16 082 026 480 AFSL 243357 (Trustee). The Fund administrator is Plum Financial Services Limited ABN 35 081 812 731 AFSL 243356 (Administrator). This material has been prepared by the Administrator and it contains information that is general in nature. The information does not take into account your objectives, financial situation or needs. Before acting on the information you should consider whether it is appropriate having regard to your personal circumstances and seek professional advice. The Administrator recommends that you consider the Fund's *Product Disclosure Statement (PDS)* before you make any decisions about your superannuation. To obtain a copy of the Fund's *PDS*, please contact a Plum Member Services Consultant on **1300 55 7586**. Neither the Administrator, the Trustee, nor any other company in the National Australia Group of companies accepts liability whatsoever for any decision that is made on the basis of or in reliance of the information contained in this material. Please note that the information contained in this material is current as at November 2008. Any changes in the law or policy subsequent to this date have not been incorporated.