

Belfast Wealth  
MANAGEMENT

# Financial Services Guide

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# Financial Services Guide

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Licensee: BELFAST WEALTH ADVICE Pty Ltd

ABN: 93 648 353 360

Australian Financial Services Licence (AFSL): No. 531587

Website: [www.belfastwealth.com.au](http://www.belfastwealth.com.au)

Address: 4/22 Bank St, Port Fairy VIC 3284

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## **Not Independent**

Because Belfast Wealth Advice Pty Ltd, and its Corporate Authorised Representative, receive commissions from life insurance companies, neither financial services businesses are independent, impartial, or unbiased. The Corporations Act states that if a licensee or an Authorised Representative receives commissions from a product issuer it cannot claim to be independent, impartial, or unbiased.

# Why am I receiving this document?

This Financial Services Guide (FSG) will help you decide whether to use the services that we offer.

\*In this document “we” refers to Belfast Wealth Advice and your Financial Adviser.

## **This FSG contains information about:**

1. Belfast Wealth Advice
2. The Services We Provide
3. Your Financial Adviser
4. What We Need From You
5. How To Make a Complaint
6. Privacy
7. Our Fees
8. Conflicts of Interest
9. Contact Details

## **When we provide you with financial advice services you may receive:**

- A Statement of Advice (SoA) which explains the basis of our advice, the implications of our recommendations, and information about fees and remuneration.
- A Record of Advice (RoA) From time to time, an RoA may be used to record our advice to you where we have provided you with subsequent advice, and you have been given an SoA initially, 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.
- A Product Disclosure Statement (PDS) Where we recommend specific financial products to you, we will provide you with a 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.

# Belfast Wealth Advice

Belfast Wealth Advice Pty Ltd holds an Australian Financial Services Licence (531587) which has been issued by the Australian Securities and Investments Commission (ASIC).

Belfast Wealth Advice Pty Ltd is required to comply with the obligations of the Corporations Act and the conditions of its licence.

This includes the obligation to act in your best interest and make recommendations that are appropriate for your personal circumstances.

## The Services We Provide

We are authorised to provide personal advice and dealing services in the following areas:

- Cash flow management
- Cash accounts
- Term deposits and government bonds
- Managed investments
- Securities (direct shares)
- Superannuation
- Self-managed superannuation
- Retirement planning
- Government benefits
- Personal insurances
- Debt management
- Tax (Financial) advice
- Estate planning

As part of the advice process, we may refer you to other professionals including accountants, mortgage brokers and property specialists. Belfast Wealth Advice Pty Ltd and its authorised representatives accept no responsibility or liability for the advice given by the other professionals.

# Your Financial Adviser

The Cutter Pty Ltd, ABN: 51 611 629 817 trading as Belfast Wealth Management has been appointed as a Corporate Authorised Representative (CAR No. 1241384) of Belfast Wealth Advice Pty Ltd.

The following Financial Advisers have been appointed as Authorised Representatives of Belfast Wealth Advice Pty Ltd. We act on behalf of Belfast Wealth Advice Pty Ltd, who is responsible for the services that we provide.



## Shane Lenehan

ADV.DIP FS (FP) AFP®

**DIRECTOR & SENIOR FINANCIAL ADVISER**

(Authorised Representative No. 327394)

After a successful Dairy farming career, Shane made the move into financial services in 2007, working for a Big 4 bank in Perth. After further boutique Financial Planning roles in WA, Shane moved back home to Victoria in 2010, and spent six years with a local firm before co-founding Belfast Wealth Management with Brad Blain in 2016, where he is the Director of Advice & Strategy.

Working with a smaller group of key clients than a typical Advice firm, Shane dedicates time to exploring all available strategies for his clients, to improve their financial wellbeing, and ensure they remain on track to achieve all of their goals.

Shane is a previous recipient of both the Financial Planning Association of Australia (FPA) Best Practice AFP Award, and the Charter Financial Planning National Value of Advice Award.

Shane holds an Advanced Diploma of Financial Services (Financial Planning) and is a member of the Financial Planning Association of Australia. Outside of work, Shane is kept busy with his family, and volunteering for local community groups. Shane is a member of both the Moyne Shire Economic Development Advisory Committee as well as the Port Fairy Folk Festival Committee.

# What We Need from You

It's important that you provide us with accurate and complete information about your personal and financial circumstances, goals and objectives so that we can provide advice that is in your best interests.

We also need you to inform your financial adviser if there are any changes that may influence your future goals or have an impact on your financial plan.

You have the right not to provide us with the above information. However, if you do not, the advice you receive may not be appropriate to your objectives, financial situation, and needs.

We will ask you to present identification documents such as passports and driver's license, to meet our obligations under the Anti-Money Laundering and Counter Terrorism Finance Act to verify your identity and the source of any funds.

We will retain copies of this information securely.

You can provide instructions to us in writing, via phone or via email. In some cases, we may require you to provide signed instructions.

At all times you are able to contact us and ask questions about our advice and the products we recommend.

# Making A Complaint

We will provide you with advice that is in your best interest and a professional service at all times. If you are not satisfied with our services, then we encourage you to contact us.

You can contact us by using the details below:

Complaints Manager  
Belfast Wealth Management  
4/22, Bank St  
PORT FAIRY VIC 3284

Email: [fp@belfastwealth.com.au](mailto:fp@belfastwealth.com.au)  
Phone: 03 5568 2940

If you are not satisfied with our response to your complaint, you may lodge a complaint with the Australian Financial Complaints Authority (AFCA) for an independent review of your matter.

AFCA is a free and independent external dispute resolution service. Their details are as follows:

Australian Financial Complaints Authority  
GPO Box 3, Melbourne VIC 3001

Email: [info@afca.org.au](mailto:info@afca.org.au)  
Website: [www.afca.org.au](http://www.afca.org.au)  
Phone: 1300 931 678

# Compensation

Belfast Wealth Advice Pty Ltd holds professional indemnity insurance that satisfies the requirements of the Corporations Act. This insurance also covers the conduct of current and past advisers who were authorised by Belfast Wealth Advice Pty Ltd.

# 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.

We will collect personal information from you so that we can understand your personal situation and provide you with advice which meets your needs and objectives.

We will also collect information from you to meet our obligations under the Anti-Money Laundering and Counter-Terrorism Financing Act.

We will generally collect this information directly from you however in some cases we will seek your authority to collect it from other parties such as your accountant or your superannuation fund.

If you do not provide us with all the information that we request, we may not be able to provide our services to you.

We will hold and use your personal information so that we can continue to provide our services to you. We will only disclose your personal information to external parties where:

- The law requires us to do so
- You consent for us to do so

Our Privacy Policy contains further information on 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 full Privacy Policy is available on our website at [www.belfastwealth.com.au](http://www.belfastwealth.com.au)



# Our Fees

All fees and commissions disclosed in the SOA or ROA are payable to Belfast Wealth Advice Pty Ltd. Belfast Wealth Advice Pty Ltd pays 100% of all fees received to Belfast Wealth Management. Your Financial Adviser is an employee of Belfast Wealth Management and is paid a salary. They may also receive a bonus payment which is dependent on a range of factors including client satisfaction and revenue they generate from their advice. We may receive non-monetary benefits from product providers. These benefits may be up to \$300, and those that relate to genuine education or training and technology software or support. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

## Initial advice fee

We will provide you advice to get you financially organised and a strategy in place, over the first few months of working together. The Initial advice fee includes meetings with you, the time we take to determine our advice, the preparation of the SoA and the implementation of the advice. The Initial advice fee is based on the scope and complexity of advice provided to you. We will agree on the fee with you before commencing this work.

Initial advice fees range from  
**\$4,400 to \$13,200.**

## Ongoing advice fee

Our ongoing advice services helps you adapt your strategy, manage your financial life and guide the choices you make. Ongoing advice fees are typically an agreed fixed amount which is paid monthly. Fees may be paid by invoice or where authorised by you, deducted from your superannuation or investment account. The exact services and fees will be set out in the Ongoing Engagement Agreement that we provide to you.

Ongoing advice fees range from  
**\$4,400 p.a. to \$55,000 p.a.**



# Commissions we may receive

Where we recommend risk insurance products to you, rather than charging a fee for service, we may receive commissions directly from the insurance company. These commissions are paid from the product costs and are not an additional cost incurred by you. The commission payable will depend on the product recommended, and on the amount of the premium paid.

Initial or up-front commissions will be paid to us by the insurance company when your policy is implemented. The amount of commission payable will range from 0%-66% of the premium paid.

Ongoing commissions will be paid to us on a yearly basis, for as long as you hold the policy, on the anniversary of your policy and will range from 0% to 22% of the premium paid.

For example,

If your initial premium was \$1,000, we will receive \$660. If the premiums for the second and subsequent years was \$1,000, we will receive \$220.

Our fees are based on revenue expected to be received from any insurance policies. If you cancel your policy within 2 years we, and your adviser reserve the right to invoice you and claim back any pro rata loss of commission income incurred as a result during that period.

# Conflicts of Interest

Belfast Wealth Advice Pty Ltd has no ownership or contractual links with any financial product manufacturer that may influence the service or advice you receive. Your adviser has no particular incentive to recommend the product of one institution over another.

When receiving referrals from other professional firms, we do not provide any incentive payment to the referring party nor do we receive any payment from other professional firms to whom we refer our clients.

Shane Lenehan is an owner and director of Belfast Lending Pty Ltd. Should you require mortgage or other loan services Shane may recommend Belfast Lending Pty Ltd to you.

If this is the case, Shane will give you a 'Credit Guide' which will provide all relevant Information, including services that can be provided and service costs.

Belfast Wealth Advice Pty Ltd is not responsible for any mortgage or loan services provided by Belfast Lending Pty Ltd. Please refer to the Credit Guide for information about these services.

## **Port Fairy Office**

4/22 Bank St  
PORT FAIRY VIC 3284

## **Warrnambool Office**

2/223 Koroit Street  
WARRNAMBOOL VIC 3284

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