Adviser Profile – Renae Vercoe

Money Mode Advice Pty Ltd
ABN 29 627 492 791 is a Corporate Authorised Representative of

First Financial Pty Ltd (First Financial)
ABN 15 167 177 817
Australian Financial Services Licence (AFSL) Number 481098

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Version 4.0 – Issue Date: 1 January 2020

Financial Services Guide – Part 2

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About this Guide

The Financial Services Guide (FSG) provides you with important information about First Financial Pty Ltd ('First Financial' or 'Licensee') and its Representatives, who will provide you with the financial services described in this FSG. It is designed to help you evaluate and make an informed decision about whether to use the financial services described in this FSG.

References in this FSG to 'me', 'I', 'us', 'we' and/or 'our' should be read as either First Financial or your Representatives of First Financial, as the context requires.

This FSG consists of two parts:

Part 1 is a Financial Services Guide dated 1 January 2020. It contains information about First Financial and the financial services offered under the First Financial AFSL, fees and benefits received by First Financial, and privacy and complaints handling processes.

Part 2 is an Adviser Profile and contains important information about:

- me as your adviser and as a Representative of First Financial
- the financial services that I provide
- our fee structure and the fees and benefits I receive
- how you can contact me

Together, the above documents form the complete FSG which we, as Representatives, are required to provide. We suggest you retain both parts of the FSG for your future reference. If any part of the FSG is not clear, please speak to your financial adviser.

SECTION ONE:
ABOUT YOUR ADVISER: RENAE VERCOE

I am authorised by First Financial to provide the financial services described in Part 1 and Part 2 of this FSG, and I have also been authorised by First Financial to distribute this FSG.

My Representative number is 001267532 and the Corporate Authorised Representative number for Money Mode Advice Pty Ltd is 001267522.

Adviser experience

I have been in the financial services industry for more than 15 years. In addition to having worked as an Adviser, I have had a range of roles, from Accountant to Management and Strategic Leadership roles in large financial services firms.
My background enables me to take a holistic view of my client's financial situations when assessing their lifestyle and financial needs, goals and objectives.

Adviser qualifications and professional memberships

- Bachelor of Commerce (Accounting and Finance, Financial Planning)
- Member of Financial Planning Association of Australia
- SMSF Specialist (Kaplan)

Adviser associations or relationships

I have an association with Money Mode Advice Pty Ltd (627 492 791) as a Director. Fees and commissions are paid to Money Mode Advice Pty Ltd by First Financial for distribution to me. Money Mode Advice Pty Ltd is also a Corporate Authorised Representative of First Financial and is not a related company of First Financial.

SECTION TWO:
SERVICES THAT I PROVIDE

Areas I am authorised to provide advice on

I am authorised by First Financial to provide financial services, including advice or services, in the following areas:

- Life Products
- Managed Investments
- Retirement Savings Accounts
- Superannuation
- Self-Managed Superannuation Funds
- Securities

I deal in the following kinds of products:

- Managed investments
- Superannuation
- Deposit taking facilities
- Personal insurance (e.g. life insurance)
- Portfolio administration services
- Retirement savings accounts
- Securities
- Structured products
- Government debentures, stocks and bonds

Areas I am not authorised to provide advice on

I am not authorised by First Financial to provide advice or services in the following areas:

- Consumer Credit Advice and Assistance
- Margin Lending
- Finance Broking

Please ask me if you would like a referral for these services. If I receive a specific fee for this referral, it is disclosed below in Section Three 'Fees and Benefits'. It may also be disclosed in an advice document such as a Statement of Advice (SOA), if I provide you with personal advice.

How you can provide your instructions to me

You may provide instructions to me, for example by phone, fax or email, by using any of the contact details provided in Section Four 'Contact Details & Acknowledgment'.

SECTION THREE:
FEES AND BENEFITS

How I am paid for services provided

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to First Financial.

First Financial receives all fees and commissions payable for the services we provide, and pays these fees and commissions to Money Mode Advice Pty Ltd. Up to 7% of all the fees and commissions Money Mode Advice Pty Ltd receives per annum, is payable to First Financial.

I receive director fees and profit share as a director of Money Mode Advice Pty Ltd.

Our fee structure

As part of detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, I will discuss and agree the fees with you. Advice fees are inclusive of GST and payable by you at the following stages:

Recommendation: For having a personalised financial plan (SoA) prepared, a plan preparation fee (minimum of $2,200) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you. For risk insurance advice, upfront commissions will not exceed 88% of the first years premium.

Implementation: I may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and will be agreed on before an SoA is prepared.

Ongoing Service and Reviews: Our ongoing fees are based on the client service level selected and in some cases, the asset value you require us to manage. The service offerings are:

Fee for Service:	$220 per hour.
Comprehensive Service:	Minimum fee of the higher of 1.10% p.a. or $1,100 p.a.
Premium Service:	1.10% p.a. on the first $1,000,000 and a maximum of 0.77% thereafter. (Minimum fee of $4,400 p.a.). This fee is per entity.
Risk Insurance Service:	Depending on the product you purchase, we may receive between 0% and 66% of the annual premium as initial commission, and between 0% and 27.5% p.a. of the annual premium for ongoing (trail) commission. These commissions may be in addition to investment service fees noted above.

Where a placement fee and/or implementation fee is charged, I may rebate all or part of the initial commissions and/or ongoing commissions received from a product issuer, by way of an increase in your investment amount.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SOA), or Record of Advice (ROA) and Product Disclosure Statements at the time of receiving any recommendation.

Other benefits I may receive

In addition to the remuneration detailed above, I am eligible to qualify for other benefits and entitlements as detailed below:

- From time to time we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). First Financial as licensee maintain a register detailing any benefit we receive which is valued at more than $100 and other benefits that relate to information technology software or support provided by a product issuer, or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

Any benefits that we receive that are relevant to your consideration of our advice to you will be disclosed in the advice document.

Fees paid to someone who refers you to me

If you have been referred to me by an external party and you accept the services I provide, I may make a payment to the external party for that referral. Any amount payable will be disclosed in the SOA provided to you. This will be paid by me to the external party and will be at no additional cost to you.

SECTION FOUR:
ADVISER CONTACT DETAILS

Adviser contact details

Your financial adviser:	Renae Vercoe T | 03 9481 2660 E | renae@moneymode.com.au
Practice details:	Money Mode 19 Spensley Street Clifton Hill VIC 3068 T | 03 9481 2660 E | renae@moneymode.com.au moneymode.com.au

Client Acknowledgement

I/We acknowledge that I was/we were provided with the First Financial FSG Part 1 dated 1 January 2020 and Part 2 (Adviser Profile) dated / / as follows:

Client name: ______________________________

Client signature: ______________________ Date received: __________

Client name: ______________________________

Client signature: ______________________ Date received: __________