

# Financial Services Guide

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## Licensee:

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(AFSL# 499958 ABN 61 612 984 193)

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## Authorised Representatives:

Advisory Partners Financial Services Pty Ltd (ASIC# 460097 ABN 41 168 499 929)

Cameron White (ASIC # 460706)  
Jesse Purser (ASIC # 1000468)  
Sam Dunbabin (ASIC # 1003423)  
Che Durran (ASIC # 1305293)  
Jennifer Morris (ASIC # 1313512)

Authorised Representatives act on behalf of AP Licence who is responsible for the services that they provide.

## Contact Details

15 Pakington St, Geelong West, VIC, 3218  
[www.advisorypartners.com.au](http://www.advisorypartners.com.au)

## Purpose of this FSG

This FSG will help you decide whether to use the services that we offer. It contains information about:

- The services we offer and their cost
- Any conflicts of interest which may impact the services
- How we are remunerated
- How we deal with complaints if you are not satisfied with our services.

In this document 'we' refers to the Authorised Representatives set out above.

## Not Independent

We do not charge you a fee for our advice on risk insurance policies as we are paid a commission by the product provider. Our advice on risk insurance is therefore not independent, impartial or unbiased. In all other cases, we charge a fee for our advice services and do not receive commissions or other payments from product providers.

## Our services

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

- Superannuation including SMSF
- Retirement planning
- Portfolio management
- Managed investments
- Securities (direct shares)
- Personal risk insurance

## The financial advice process

We recognise that the objectives and personal circumstances of each client are different.

Where we provide personal advice, we will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we provide advice which is in your best interests.

When we first provide personal advice to you it will be explained thoroughly and documented in a Statement of Advice (SoA) which you can take away and read.

The SoA will explain the basis for our advice, the main risks associated with the advice, the cost to you of implementing the advice, the benefits we receive and any conflicts of interest which may influence the advice.

We will provide you with a Product Disclosure Statement (PDS) where we recommend a financial product other than securities. This contains information to help you understand the product being recommended.

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

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

We may provide further advice to you to keep your plan up to date for changes in your circumstances, changes in the law and changes in the economy and products.

If we provide further advice, it will be documented in a Record of Advice (RoA) which we retain on file. You can request a copy of the RoA document at any time up to 7 years after the advice is provided.

## **Fees**

### **Initial Advice Fees**

Our initial advice fees include meeting with you, the time we take to determine our advice and the production of the SoA. They will be based on the scope and complexity of advice provided to you. We will agree the fee with you before providing you with advice.

If you decide to proceed with our advice, we may charge an implementation fee for the time we spend assisting you with implementation. We will let you know what the fee will be in the SoA.

### **Annual Advice Fees**

Our annual fees depend on the services that we provide to you. They are an agreed fixed fee and are paid monthly. Our services and fees will be set out in an agreement with you.

### **Insurance Commissions**

We receive a one-off upfront commission when you take out an insurance policy that we have recommended. We also receive a monthly commission payment for as long as you continue to hold the policy. The commission will vary depending on the recommended product and will be documented in the SoA or RoA.

### **Other Benefits**

We may receive other benefits from product providers such as training, meals and entertainment. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

### **Adviser Remuneration**

Cameron White and Jesse Purser are owners of the practice and they are remunerated through the profits that the practice makes.

Sam Dunbabin, Che Durran & Jennifer Morris are employees of the practice and are paid a salary.

### **Overseas Staff**

We do now directly employ overseas staff to assist with administration for our team. The recruitment process of overseas staff is undertaken directly by a Partner of Advisors to ensure the recruitment of high quality of staff is achieved. All overseas staff are employed by Advisory Partners (not via an Agent) to ensure the level of control over staff is maintained by Advisory Partners. Like domestic staff, all overseas

staff must provide satisfactory police checks.

## **Associated Services**

We may refer you to Advisory Partners for tax, accounting, business advisory and SMSF services. Advisory Partners and Advisory Partners Financial Services have common ownership.

### **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 us. Please call us, send us an email or put your complaint in writing to our office.

If you are not satisfied with our response, you can lodge a complaint with the Australian Financial Complaints Authority. You can contact AFCA on 1800 931 678 or via their website [www.afca.org.au](http://www.afca.org.au). AFCA provides fair and independent financial services complaint resolution which is free to consumers.

AP Licence is required to hold adequate Professional Indemnity insurance for the financial services that it and its current and past representatives provide.

### **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.

If you engage our services, you consent to sharing your information with external businesses that support us in providing services to you. This includes an AI provider in which we use to transcribe and record meeting notes