

Robert Gibson

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



Introducing your financial adviser

Robert Gibson and ASA Financial Advisers Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

Unit 6/1 Sigma Drive, Croydon South VIC 3136

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Rob is a Financial Adviser of ASA Financial Advisers Pty Ltd. He has over 10 years' experience within the finance industry, specialising in superannuation and retirement income streams. With a career path forged on providing clients with financial guidance and quality service, his primary role is to provide clients with advice and strategies to help them achieve their lifestyle and financial goals.



Authorisations

- Robert Gibson ASIC Authorisation Number 001257386.
- ASA Financial Advisers Pty Ltd ASIC Authorisation Number 316067.



Qualifications and memberships

- Advanced Diploma of Financial Planning
- Diploma of Financial Planning
- Bachelor of Computing (Deakin University)
- Accredited Listed Product Adviser Program
- Financial Planning Association of Australia (FPA)



Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

Deposit products

Life products including:

- investment life insurance products
- life risk insurance products

Managed investment products, including:

- master trusts, wrap facilities, property funds
- tax-effective investments

Government debentures, stocks and bonds

Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds

Retirement savings accounts

Securities

- Active direct shares and securities advice

Managed Discretionary Account (MDA) investment programs

Robert Gibson is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



How is your financial adviser paid?

The fees and commissions payable to ASA Financial Advisers Pty Ltd are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to ASA Financial Advisers Pty Ltd, which engages your adviser to provide financial services. Of the amount received by ASA Financial Advisers Pty Ltd from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



Other benefits?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

Date of completion of Adviser Profile

1 December 2020, Version 5



Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Robert Gibson will explain how ASA Financial Advisers Pty Ltd operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

Statement of Advice (SoA)

A Statement of Advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$550 to \$3,300 depending on complexity.

Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service Agreement. This fee may be up to 1.1 per cent per annum of assets under advice or charged as a flat dollar fee of up to \$5,500, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

Commission for life risk insurance products – Policies issued from 1 January 2020

Initial commission payable under an upfront structure is capped at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure is 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.