

# Financial Services Guide

Date: 24 January 2025

**Provided by:**

Pursue Wealth Pty Ltd ABN 95 602 183 773 Authorised Representative No. 469120 (**Pursue Wealth**)

Samantha Robinson Authorised Representative No. 422102 (Sam)

Joshua Wingrove Authorised Representative No. 421889 (Josh)

Julia Armstrong Authorised Representative No. 1299627

Alexander Stempel Authorised Representative No. 1310373 (Alex)

(together we, us, our)

Shakthi Hewawasam Authorised Representative No. 1313437 (Provisional Financial Adviser) (Shak)

As authorised representatives of Achieving Your Dreams Pty Ltd ABN 19 669 760 561 AFSL No. 552419  
(Licensee)

The distribution of this financial services guide (FSG) is authorised by the Licensee.

## **Purpose of this document**

The purpose of this FSG is to assist you in deciding whether to use our services by giving you information about the type of services we provide, how we are remunerated and your rights when you have a complaint about the services we provide to you.

We recommend that you read and understand this FSG before you engage us to provide you with any financial services. If you have any questions, please get in touch with us.

### **Not Independent**

Because:

- we receive commissions on the sale of life risk insurance products that are not rebated in full to clients;
- our advisers have interests in financial products that may also be recommended to our wholesale clients;
- we recommend financial products issued by us or our associates which are referred to as “in house products

we are not able to refer to ourselves or our advice as ‘independent’, ‘impartial’ or ‘unbiased’.

## **Additional documents you may receive from us**

When we provide you with financial planning services you may receive:

- a Statement of Advice (SoA) or Record of Advice (RoA). These documents set out the advice we provide to you. If you have not been provided with the ROA, you may request a copy of it free of charge at any time within 7 years after the advice was provided to you, by contacting us;
- a Product Disclosure Statement (PDS) which provides details about the significant risks and benefits, costs, charges and other significant characteristics or features of the products we have recommended.

## **Financial services we are authorised to provide**

Pursue Wealth is authorised to provide personal advice and dealing services to retail and wholesale clients for the following financial products:

- Deposit and Payment Products

- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes including IDPS and MDA Services
- Securities
- Superannuation
- Standard Margin Lending Facilities

Pursue Wealth is a corporate authorised representative of the Licensee. Any financial services will be provided by Pursue Wealth and its sub-authorised representatives, who are listed in the Adviser Profile section. More details about them, including the financial services they are authorised to provide, is included in the Adviser Profile section.

### **How can you provide us with instructions?**

You can give us instructions by phone, email or any other means that we agree with you from time to time. Please refer to our engagement letter for more information on this.

### **Who does the Licensee act for?**

As authorised representatives, we provide financial services on behalf of the Licensee. In providing those financial services, the Licensee acts on its own behalf.

### **Fees**

All fees are payable to Pursue Wealth. Samantha and Josh are the owners of Pursue Wealth and share in the profits that are made.

### **General advice**

We may charge you a fee for any general advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with the general advice. The amount of these fees usually ranges from \$695 to \$2,200 but may exceed this range in complex cases. Details of the fee will be agreed with you beforehand. You may request information about these fees within a reasonable time after receiving this FSG but before you are provided with any general advice.

## **Personal advice**

We will charge you a fee for any personal advice we provide to you. That fee may be either a fixed fee or based on the amount of hours it takes us to prepare and provide you with personal advice. The amount of these fees usually ranges from \$3,300 to \$7,700 but may exceed this range in complex cases. These fees will be agreed with you beforehand and will be disclosed in a SoA or RoA which will be provided to you.

## **Ongoing fees**

Our ongoing fees depend on the ongoing service that we provide to you. They are typically charged as an agreed fixed price of between \$249 and \$1,667 and are paid monthly. The amount of ongoing fees will depend on your total assets under management and other factors such as the complexity of your portfolio, the regularity of reviews and any additional services we are providing.

Any ongoing fees will be agreed with you in our service agreement.

## **Insurance commissions**

We receive a one-off upfront commission when you take out an insurance policy we recommend. The upfront commission will be between 0% and 66% of the first year's annual premium.

We also receive an ongoing commission payment of between 0% and 22% of the annual premium for as long as you continue to hold the policy.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays us an upfront commission of 60%, we will receive \$1,200. The issuer will pay us 10% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$200 per year.

You will be advised of the exact amount of these commissions in the SoA or RoA.

## **Other Benefits**

We may also receive additional benefits by way of sponsorship of education seminars, conferences or training days. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

## **Adviser remuneration**

Our representatives are paid a base salary and based on a balanced scorecard approach, a bonus and do not receive commissions from product issuers. However, we are owned by Samantha and Josh and they share in the profits that we make.

## **Associations**

We are required to disclose any associations or relationships between us, our related entities and product issuers that could reasonably be capable of influencing the financial services we provide to you.

We have the following relationships or associations to disclose:

Samantha & Josh are the owners of Pursue Property and Pursue Wealth Accounting which offer mortgage broking and accounting services and they share in the profits of those companies.

## **Conflicts of Interest**

Our representatives may recommend investments in shares that they hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

## **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 the Licensee. We accept complaints over the phone, in person, via email or letter or on our social media channels. The best option is to call the Licensee or put your complaint in writing to the Licensee's office. The Licensee will endeavour to resolve your complaint in 5 business days.

If you still do not receive a satisfactory outcome or the Licensee does not respond to you within 30 days after you make the initial complaint, you have the right to complain to the Australian Financial Complaints Authority (AFCA) at the following address:

GPO Box 3

Melbourne VIC 3001

Ph: 1800 931 678

Fax: 03 9613 6399

Website: [www.afca.org.au](http://www.afca.org.au)

Email: [info@afca.org.au](mailto:info@afca.org.au)

You may only contact AFCA once you have followed the above procedure.

Our Complaints Handling Procedure is available on request and at our website at [www.pursuewealth.com.au](http://www.pursuewealth.com.au)

## **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 at <https://pursuewealth.com.au/pw-privacy-policy/>.

## **Compensation arrangements**

The Licensee holds professional indemnity insurance in respect of the financial services we provide. This professional indemnity insurance complies with the requirements of the Corporations Act. The professional indemnity insurance covers all of the financial services we are authorised to provide to you.

## **Contact us**

If you have any queries about our financial services, please do not hesitate to contact us:

### **Licensee's contact details**

Ground Floor 101 Moray St, South Melbourne VIC 3205

[advice@pursuewealth.com.au](mailto:advice@pursuewealth.com.au)

03 9686 1784

### **Pursue Wealth's details**

Ground Floor 101 Moray St, South Melbourne VIC 3205

[advice@pursuewealth.com.au](mailto:advice@pursuewealth.com.au)

03 9686 1784

## Adviser Profile

This adviser profile forms part of the FSG dated 24 January 2025.

About Samantha Robinson, Authorised Representative No. 422102

### Qualifications & Accreditations

- Fellow Chartered Financial Practitioner
- Advanced Diploma of Financial Planning
- Diploma of Financial Services
- Accredited Listed Product Adviser (ASX ALPA)
- Margin Lending and Geared Investments
- Principles in Self-Managed Super Fund

### Memberships

- Financial Advice Association Australia (FAAA)

### Authorised financial services

The Licensee has authorised Samantha to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes including IDPS and MDA Services
- Securities
- Superannuation
- Standard Margin Lending Facility

## Adviser Profile

This adviser profile forms part of the FSG dated 24 January 2025.

About Joshua Wingrove, Authorised Representative No. 421889

### Qualifications & Accreditations

- Bachelor of Commerce
- Fellow Chartered Financial Practitioner
- Diploma of Financial Services
- Accredited Listed Product Adviser (ASX ALPA)
- Margin Lending and Geared Investments
- Principles in Self-Managed Super Fund

### Memberships

- Financial Advice Association Australia (FAAA)

### Authorised financial services

The Licensee has authorised Joshua to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes including IDPS and MDA Services
- Securities
- Superannuation
- Standard Margin Lending Facility



## Adviser Profile

This adviser profile forms part of the FSG dated 24 January 2025.

About Julia Armstrong, Authorised Representative No. 1299627

### Qualifications

- Bachelor of Business (Financial Planning)
- Diploma of Financial Services (Financial Planning)

### Memberships

- Financial Advice Association Australia (FAAA)

### Authorised financial services

The Licensee has authorised Julia as a provisional adviser to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes including IDPS and MDA Services
- Securities
- Superannuation (excluding SMSFs)

## Adviser Profile

This adviser profile forms part of the FSG dated 24 January 2025.

About Alexander Stempel, Authorised Representative No. 1310373

### Qualifications

- Bachelor of Business (Economics and Finance)
- Graduate Diploma of Financial Planning

### Memberships

- Financial Advice Association Australia (FAAA)

### Authorised financial services

The Licensee has authorised Alex as a provisional adviser to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes including IDPS and MDA Services
- Securities
- Superannuation (excluding SMSFs)

## Provisional Adviser Profile

This adviser profile forms part of the FSG dated 24 January 2025.

About Shakthi Hewawasam, Authorised Representative No. 1313437

### Qualifications

- Bachelor of Business (Financial Planning)

### Memberships

- Financial Advice Association Australia (FAAA)

### Authorised financial services

The Licensee has authorised Shak as a provisional adviser to provide personal advice and dealing services for the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes including IDPS and MDA Services
- Securities
- Superannuation (excluding SMSFs)

As a provisional adviser, Shak is undertaking supervised work and training.

Shak's supervisor is Joshua Wingrove, and his contact details are 03 9686 1784

[josh@pursuewealth.com.au](mailto:josh@pursuewealth.com.au). Josh is responsible for any personal advice provided to you by Shak.