

## Deanne Eriksen

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

Deanne Eriksen and Sphere Financial Services Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Deanne has been working in paraplanning and administration roles in the financial services industry since 2005 within both large institutions and boutique advisory firms. During this time, Deanne has developed specialised knowledge in superannuation, retirement planning, Centrelink and insurance. Having now moved into an advice based role in 2018, Deanne strongly believes in establishing ongoing relationships so clients can continue to stay on track to achieve their goals and objectives.

Deanne has completed a business degree in Financial Planning at RMIT.



## Authorisations

- Deanne Eriksen ASIC Authorisation Number 1267592.
- Sphere Financial Services Pty Ltd ASIC Authorisation Number 402582



## Qualifications and memberships

- Bachelor of Business (Financial Planning)



## 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

- As a referral service through an approved broker only

Deanne Eriksen is authorised to provide a tax (financial) service under supervision, 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 Sphere Financial Services 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 Sphere Financial Services Pty Ltd, which engages your adviser to provide financial services. Of the amount received by Sphere Financial Services Pty Ltd from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



## Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Deanne Eriksen will explain how Sphere Financial Services 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:

### Fee for service – once-off

The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee may be up to 1.16% of the amount invested and the total fee will depend on complexity and time involved. Alternatively you may elect to pay the once off fee for service by direct payment.

### 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 \$1,650 to \$11,000 depending on complexity. This fee will be charged whether or not you choose to proceed with our advice.

### Fee for service – implementation - initial

An initial fee for service represents the cost of implementing the advice contained in the SoA. This fee may be charged as a percentage of up to 2 per cent of assets under advice or charged as a flat dollar amount up to \$11,000.

### Fee for service - ongoing

An ongoing fee for service represents the cost of providing our ongoing professional services to you. A summary of the services which you receive for this fee is contained in the SoA or in our services agreement. This fee may be up to 2.1 per cent per annum of assets under advice or charged as a flat dollar fee of up to \$14,000, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided.

### Commission for life risk insurance products – Policies issued from 1 January 2018

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 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.

### Increases to Policies issued before 1 January 2018

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.



## 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

14 September 2018, version 1