



**ASVW** | FINANCIAL SERVICES

# ABOUT YOUR ADVISER

**Deanne Eriksen**  
AUTHORISED REPRESENTATIVE  
NUMBER 1267592

Version 2.6 | 13/07/2022

**SPHERE FINANCIAL SERVICES PTY LTD**

Corporate Authorised Representative Number  
402582

**BUSINESS CONTACT DETAILS**

Suite 6, 74 Doncaster Road, North Balwyn VIC 3104

Phone: 03 9859 7600

Mobile: 0414 541 383

Email: [deanne@spherefs.com.au](mailto:deanne@spherefs.com.au)

Web: [spherefs.com.au](http://spherefs.com.au)

ASVW Financial Services Pty Ltd  
(ABN 27 007 261 083 | AFSL 446176)  
authorises your financial adviser to  
distribute this document. This  
document forms part of and should be  
read in conjunction with the ASVW  
Financial Services Pty Ltd Financial  
Services Guide (FSG).

## ABOUT ME

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.

Deanne holds the following qualifications and memberships:

- Bachelor of Business (Financial Planning)

Deanne is authorised to provide the following financial services:

## Superannuation and Retirement Planning

Personal Superannuation  
Pensions and Annuities  
Centrelink / Veterans' Affairs Assistance

## Wealth Creation and Investments

Deposit Products  
Investment Bonds  
Managed Investments  
Exchange Traded Products  
Listed Securities (Shares and other products)

## Wealth Protection

Personal Insurance  
Business Insurance  
Insurance Claims Assistance

## Other Financial Planning Services

Budgeting and Cashflow Management  
Debt Management  
Estate Planning Assistance

Deanne is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO) are not provided under ASVW Financial Services AFSL and are not covered by this FSG.

## My remuneration

The cost of providing a financial advice service to you including initial consultation, strategy development, product considerations and a Statement of Advice will depend upon the nature and complexity of the advice and or service provided. Deanne will discuss and agree the fee structure with you before he provides you with services. Fees for the advice and services provided may be based on either a fee for service arrangement, commission or a combination of both.

The relationship between ASVW Financial Services and the Sphere Financial Services Pty Ltd is an arrangement through a flat fee agreement. This agreement stipulates that 100% of remuneration is paid to Sphere Financial Services Pty Ltd.

Therefore, ASVW Financial Services will retain 0% and Sphere Financial Services Pty Ltd will receive 100%. Of the revenue received by Deanne is paid a salary, which covers her operational expenses.

## Service and advice fees paid by you

All fees and commissions are GST inclusive and fees could be greater than those disclosed below in complex cases. In these instances, Deanne will inform you of the exact fee payable promptly in writing.

Your initial appointment is complimentary. At this meeting, Deanne 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 the 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.

## 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 can range from \$1,650 to \$11,000 dependent on the complexity of the advice (i.e. Multiple goals, strategies, tax structures etc).

## Fee for Service – Implementation

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 – 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.

## 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 Fixed Term 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 \$20,000, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided. You only pay an Adviser service fee if you agree to a Fixed Term Agreement and then, only until it expires.

## Commissions for Life Risk Products – issued from 1st January 2020

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

## Referrals to us and others

We may provide you with a referral to other professionals. This may include, but is not limited to, accountants, mortgage brokers and legal practitioners. You may also have been referred to us by another professional.

We do not receive a payment for these referrals. We may give a payment for referrals to us. If this is the case, we will inform you of this payment prior to the referring party being entitled to the payment.

## Benefits, interests and associations

We believe that your interests should be placed first and that products and services should only be recommended if it is in your best interests.

However, it is important that you know of, and are comfortable with, those relationships and associations and any benefits that arise.

### CONTACT US

Sphere Financial Services Pty Ltd  
ABN 89 136 551 132  
Suite 6, 74 Doncaster Road, North Balwyn VIC 3104

03 9859 7600  
deanne@spherefs.com.au  
www.spherefs.com.au