



Thinking about  
tomorrow, today.

And today you are:

Understanding Hewison's Financial Services Guide.

## Understanding Financial Services

This document will assist you in deciding which of our financial services best suit your needs. It will cover the most frequently asked questions, as well as the pricing of our services. Should you have any further questions on our services or operation, please don't hesitate to ask.

If we provide you with personal advice, you will also be supplied with a Statement of Advice (SOA) that outlines our recommendations. A SOA typically includes information about strategy, investments, and our fees. When we recommend a product, you will also be provided with a Product Disclosure Statement (PDS), which includes information detailing the product's benefits, risk, and cost to assist you in making a decision.

If we provide you with an SOA and then go on to provide further advice, you may not be provided with an additional SOA. If this is the case, you can call or write to us and request a Record of Advice (ROA) – as long as the request is within seven (7) years from the date of the advice given.

## Who will be responsible for the advice given to me?

Hewison & Associates Pty Ltd (trading as Hewison Private Wealth) is licensed under the Corporations Act 2001 holding Australian Financial Services license number 227185 and is the entity responsible for the advice given to you. Your adviser is a salaried employee of Hewison Private Wealth and does not receive commissions or payments from any other source.

## Who will advise me and look after my affairs?

One of our Private Client Advisers will be introduced to you prior to your initial consultation and will be responsible for advising and looking after you on a continuing basis. Our advisers are all tertiary qualified and highly skilled with a single-minded determination to look after you and your future. We also have committed Client Service Managers who look after the administration of your affairs on a day-to-day basis.

## What kind of financial services are you authorised to provide and what kind of products do these services relate to?

We are authorised to provide you with strategic advice and products encompassing the following areas:

### Services:

<b>Investment Structuring and Planning</b>
<b>Wealth Creation</b>
<b>Risk Protection</b>
<b>Executive Packaging &amp; Strategic Planning</b>
<b>Cash Flow &amp; Taxation Planning (relevant to financial planning advice)</b>
<b>Retirement Planning</b>

## Products:

Deposit Products
Government Stocks, Bonds and Debentures
Life Risk Products
Managed Investments
Retirement Savings Accounts
ASX Listed Securities
Superannuation including SMSF
Gearing/Margin Lending
Derivatives

We are one of Australia's largest independent providers of Individually Managed Accounts (IMAs). Our proven investment philosophy is primarily based on direct investments such as ASX listed shares and securities, fixed and variable interest securities and real estate investments. We design wealth creation and retention strategies that are based on your personal objectives and we manage the strategy on your behalf.

## Will you give me advice that is suited to my needs and financial circumstances

Our primary role is to develop strategies specifically tailored to achieve your desired outcomes for the future. At Hewison, we are passionate and committed to the mission of building and protecting your wealth and wellbeing. Our advice is ongoing and proactive to your requirements as circumstances change over time.

## What should I know about any risks of the financial products or strategies you recommend to me?

An important part of our role is to determine your financial objectives and design a strategy that is capable of achieving those objectives. It is vital that you understand any risks that are applicable to that strategy and to make adjustments where necessary.

# Who do you act for when you provide financial services to me?

We act solely for you as our client. As an independently owned private company whose shareholders consist of senior executives of the company, we have no external affiliations or arrangements.

Our advice is totally client-focused and free from vested interest.  
Our clean track record is your guarantee.

# What are your costs and how will I pay for the service?

We are a fee-based practice and do not accept commissions of any kind. Our charges may be a combination of:

- A set dollar amount or;
- A percentage of the funds that you invest.

<b>Initial Consultation</b>	Your initial consultation will be provided free of charge.
<b>Strategy Planning &amp; Implementation</b>	For the preparation of a comprehensive financial plan (SOA) and its ensuing implementation including associated investments and insurance arrangements, you will be charged a set dollar amount ranging from \$1650 - \$8,800 (inclusive of GST) and is based on the following schedule of fees, inclusive of GST:
<b>Schedule of Fees:</b>	
<b>Private Client Adviser</b>	\$440 per hour
<b>Adviser</b>	\$275 per hour
<b>Administration</b>	\$165 per hour

<p>Ongoing Advice</p>	<p>Our SOA fee and our Funds Under Management fee will be disclosed to you at the time Hewison give you your personal advice. Fees will be included in the SOA.</p> <p>The cost of all future reviews, advice and preparation of further SOAs will be included in part of our ongoing wealth management service fee.</p> <p>Annual review and renewal of insurances will be provided and charged on an hourly basis. All commissions applicable to the implementation or renewal of insurances will be rebated to you in full.</p> <p>Our initial advice charges will be invoiced to you and in the event that you do not proceed with our appointment, this account will be payable within seven (7) days. If you do proceed, the fee will most likely be paid from your portfolio account after establishment. You can ask for more information about payment arrangements, including details on the range of amounts or rates of remuneration.</p>
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## Private Client Wealth Management

We provide the management and administration of Individually Managed Accounts (IMAs). This provides the proactive management of financial strategies and the associated investments.

It also provides regular monitoring of strategies and the provision of further strategic advice as required. The administration services include the maintenance of financial records and taxation related information, provision of online account access and year end comprehensive reporting and data upload fields for your accountant.

Our ongoing management, advice and administration fee is calculated as an all-inclusive percentage of Funds Under Management and is charged to your account monthly in arrears. This charge is debited automatically to your investments and is calculated on the following scale: Subject to a minimum fee of \$10,000 p.a.

## Funds Under Management % Fee Per Annum\*

\$0 – \$500,000	<b>1.54%</b>
\$500,000 – \$1 million	<b>1.27%</b>
\$1 million – \$5 million	<b>1.05%</b>
\$5 million – \$10 million	<b>0.83%</b>
Over \$10 million	<b>0.72%</b>

\*Fees are inclusive of 10% GST.  
Securities traded on the Australia Stock Exchange will be subject to a brokerage cost that is either a flat fee or a percentage of trade. We will advise brokerage costs prior to making the trade.

## Fees for Geared Investment

Where funds are borrowed for investment, we will quote you a fixed management fee on the borrowed amount, which will be reviewed annually.

## Do you receive remuneration, commission, fees or other benefits in relation to providing financial services to me?

We do not accept commissions or any other form of benefit from third parties. In the event that Hewison commit to an “Initial Public Offering” (IPO) for the benefit of our clients, we may be entitled to receive a sub-underwriting fee, being a share of the primary underwriters’ fee. This is not a commission and does not represent a capital cost to our clients. Our Directors, Advisers and employees are salaried employees of Hewison Private Wealth and we do not accept commissions, or any other form of benefit from third parties.

## What information do you maintain in my file and can I examine my file?

We will maintain a complete record of all your communication, documents and transactions for a minimum of seven (7) years. We will also maintain historical registers of all assets and transactions carried out on your behalf. These records are available to you at any time upon request.

## Can I provide you with instructions and tell you how I wish to instruct you to buy or sell my financial products?

Of course. You may specify how you would like to give us instructions, for example, by telephone, email or other means. In the event that you instruct us to purchase a product that is not recommended by us, we will expect you to sign an indemnity acknowledging this request.

## Who can I contact if I have a dispute with Hewison Private Wealth?

If you have a complaint about the service provided to you, we invite you to take the following steps:

1. Contact your Adviser and explain your situation. Your Adviser will escalate any unresolved complaint to the Compliance Manager.
2. If your complaint is not satisfactorily resolved within three (3) days, then write, phone or email to:

**PENNY VALLENCE, COMPLIANCE MANAGER**  
**HEWISON PRIVATE WEALTH**  
**LEVEL 8, 417 ST KILDA RD**  
**MELBOURNE VIC 3004**  
**PHONE: (03) 8548 4800**  
**EMAIL: PENNY.VALLENCE@HEWISON.COM.AU**

3. In the unlikely event that your complaint cannot be rectified to your satisfaction, you have the right to complain to the Australian Financial Complaints Authority (AFCA). They can be contacted on 1800 931 678. This service is provided to you free of charge. You will be asked to complete a complaint form online or you can download a copy of the complaint form which can be accessed at AFCA website <https://www.afca.org.au/make-a-complaint/complain/> and send to AFCA at the following address.

**AUSTRALIAN FINANCIAL COMPLAINTS AUTHORITY**  
**GPO BOX 3**  
**MELBOURNE VIC 3001**  
**INFO@AFCA.ORG.AU**  
**WWW.AFCA.ORG.AU**

The Australian Securities and Investments Commission (ASIC) also has a free call info line that you may use on 1800 300 630.

## **What insurance protection do you have in case of a claim against you?**

We have professional indemnity insurance in place and feel confident that this is a reasonable arrangement for compensating our retail clients for any loss or damage they may suffer should Hewison or one of our representatives be found to have caused them to suffer loss or damage due to a breach of our obligations in relation to the provision of our services to you. The policy includes provision for cover for claims handled through AFCA.

**The future is something  
that is built today.**

**And today, we are here.**

(03) 8548 4800  
info@hewison.com.au  
hewison.com.au

Level 8, 417 St Kilda Rd  
Melbourne, Victoria  
3004 Australia

**Hewison & Associates Pty Ltd**  
**(trading as Hewison Private Wealth)**  
**ABN 51 006 082 257**

Any financial product advice provided in this booklet is general in nature. It does not take into account your needs, financial situation or objectives. Before acting on the advice, you should consider whether it is appropriate to you in light of your needs, financial situation and objectives. Printed March 2022.