



BAN TACS Financial Solutions

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Melissa Giraldo Authorised Representative No. 1003228

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About Your Adviser Profile

We understand how important financial advice is and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Melissa Josephine Giraldo (Melissa Giraldo)**, Authorised Representative No. **1003228** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage Melissa to prepare financial advice for you.

Melissa operates under BAN TACS Financial Solutions Pty Ltd, Corporate Authorised Representative No 1266977, corporate nominee of the partnership of:

BAN TACS Accountants Pty Ltd ATF Julia Hartman Financial Services Trust

Kramerica Enterprises Pty Ltd ATF The Roger Family Trust

JW Accounting Pty Ltd ATF Wood Family Trust

BCC Accounting Pty Ltd ATF BCCA Holding Trust

Cutillo & Co Pty Ltd ATF Cutillo Family Trust

Read Advisory Pty Ltd ATF Read Financial Services Trust.

BAN TACS Financial Solutions Pty Ltd pay a shared remuneration of 20% to 30% to the participating BAN TACS accountancy branches when clients of the said branches proceed with advice given as stated in the Statement of Advice. This is not an extra charge to the client.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About BAN TACS Financial Solutions Pty Ltd

Wealth growth and retirement planning.

It's a matter of trust. BAN TACS accountants prides itself on being able to give the answers damn straight when it comes to all things taxation. Recent events have shown us just how important the correct financial and insurance advice is, to our clients' overall financial well-being. BAN TACS Financial Solutions is our answer.

With both your accountant and financial adviser involved in the process, accountability and the scope of the plan are enhanced. At least two lifetimes of experience working for you. Together we can ensure that you receive objective relevant investment and insurance advice with the best tax outcome and unique to your circumstances.

About Your Adviser

Melissa shares the BAN TACS vision of providing a safer financial planning alternative that puts clients first. BAN TACS can provide the economies of scale meaning a cost-effective service with your accountant's support throughout the process. Ensuring you receive objective advice with full consideration of your circumstances.

Melissa commenced in the finance industry in 2008, enjoys helping clients achieve their best financial future and helping them every step of the way. More recently Melissa has held the position of Senior Financial Adviser where she has assisted many clients to find their path to financial success.

Melissa prides herself in providing holistic approach advice which ensures that she is available to help you cope with financial changes and headwinds along the way. Her qualifications include a Bachelor of Commerce in Financial Planning and Investments and an Advanced Diploma in Financial Planning. These qualifications and years of experience help Melissa provide professional, friendly, helpful and most of all, constructive advice to her clients.

When she is not helping clients achieve their financial goals, she is spending quality time with her two young children and volunteering at the school.

Melissa Giraldo

Authorised Representative No. **1003228**

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Financial Services Your Adviser Provides

The financial services and products which Melissa can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Melissa is a professional adviser who receives payment for the advice and services provided. This remuneration will be in the form of a fee for service, except in the case of insurance where you have the option to choose that Melissa's services be paid, in part, on a commission basis by the insurance company. Initial consultations are free and at the time all costs will be explained.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions received by BAN TACS will generally be rebated back to you.

Commission – In the case of insurance services you can choose to have your adviser remunerated by receiving commission from the insurance company. Should you choose a 'fee for service' model regarding your insurance, your premiums will be reduced, instead of BAN TACS Financial Solutions receiving any up front commissions.

Commission – BAN TACS Financial Solutions may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide **Melissa's** advice fees are \$300 per hour including GST. The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.