

# About Your Adviser

## Trendline\$ Pty Ltd

Corporate Authorised Representative Number 388519

This document forms part of and should be read in conjunction with the Professional Investment Services Financial Services Guide (FSG)

### Contact details

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### Professional Investment Services

ABN 11 074 608 558 | AFSL 234951



Professional  
Investment  
Services

# Shane Jones

Authorised Representative Number 244946

I am a Sub Authorised Representative and director of Trendline\$ Pty Ltd ("my Practice") which is a Corporate Authorised Representative (No. 388519) of Professional Investment Services Pty Ltd (Professional Investment Services).

I have worked in the financial services industry since 1997 and became an adviser of Professional Investment Services on 10 February 1999. I am also a Financial Planner Member of the FPA.

I hold the following qualifications:

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

## Your Best Interests

I will act in your best interests at all times and I am bound by the law and the Professional Investment Services Code of Conduct. I am committed to providing you with quality financial advice and a wide choice of products and/or services to suit your individual circumstances.

## Services I Can Provide

I can provide financial advice and deal in financial products in relation to the following areas:

- Financial Planning
- Risk Insurance
- Managed Investments
- Superannuation and Retirement Planning

## My Remuneration

The cost of providing a financial advice service to you including initial consultation, strategy development, product considerations and a Statement of Advice including implementation of that advice will depend upon the nature and complexity of the advice and or service provided. Fees for my advice and services may be based on either a fee for service arrangement, commission or a combination of both.

The relationship between Professional Investment Services and my Practice is arranged through a sharing of fees according to a set agreement. The agreement stipulates that all forms of remuneration are currently shared on the basis of a 90:10 split, which means for any fees charged to you, my Practice will retain 90% and Professional Investment Services will retain 10%. I have a fee sharing arrangement with my Practice and I will retain 100.00% of all fees received by my Practice.

If I charge a fee for service, this can range between \$0.00 and \$5,000.00 (including GST). If I charge a Statement of Advice preparation fee, this can range between \$0.00 and \$5,000.00 (including GST). My current hourly rate is \$360.00 per hour (including GST).

I may charge an adviser service fee based on a percentage of funds invested and/or an agreed ongoing service fee.

I may receive a commission in relation to arrangements entered into prior to 1 July 2013 and or amounts invested in relation to those arrangements before 30 June 2014. The range of commissions paid from initial fees in respect of investment is 0.00% to 4.00%. The range of commissions paid from ongoing fees in respect of investment is 0.00% to 1.00%.

If I charge upfront commission for insurance products I am able to receive 0.00% to 121.00% on the premium of the insurance. If I charge ongoing commission for insurance products I am able to receive 0.00% to 32.00% on the premium of the insurance. This is not applicable where insurance is placed as a group risk policy inside superannuation or where the policy is for the benefit of the member of a default fund.

The following examples illustrate a fee sharing arrangement between Professional Investment Services and the Practice including the cost to you. The examples are based on Professional Investment Services retaining a 10% share and the Practice receiving a 90% share of fees.

With a Statement of Advice fee of \$1,000, Professional Investment Services would retain \$100 and the Practice would receive \$900.

On a \$6,000 upfront adviser service fee, Professional Investment Services would retain \$600 and the Practice would receive \$5,400.

On a \$1,000 annual insurance premium with an upfront commission of 130%, the product provider would pay to Professional Investment Services \$1,300 and Professional Investment Services would retain \$130 and the Practice would receive \$1,170. These amounts are not an additional cost to you.

On a \$6,000 pa ongoing adviser service fee, Professional Investment Services would retain \$600 pa and the Practice would receive \$5,400 pa.

Prior to preparing any advice or providing financial services to you, we will discuss and agree upon all fees that will apply.

## My Associations

At the date of my advice, I, my employer and/or an associated entity have shareholding(s) in the following company/product provider(s):

Centrepont Alliance Limited