



**Principal Wealth Management Pty Ltd  
trading as BMO Financial Solutions**  
ABN 53 109 336 601  
BMO Business Centre,  
178 Drayton Street (access via Hogan St)  
PO Box 1136, DALBY QLD 4405  
Phone: 07 4662 3722 Fax: 07 4662 5184  
Email: [bmofs@bmo.com.au](mailto:bmofs@bmo.com.au)  
Web: [www.bmo.com.au](http://www.bmo.com.au)

**Your Authorised Representative:** Jude Kleinschmidt

## FINANCIAL SERVICES GUIDE

This Financial Services Guide (FSG) is issued by Principal Wealth Management Pty Ltd trading as BMO Financial Solutions (BMO Financial Solutions) and is dated 11 August 2017. BMO Financial Solutions is a Corporate Authorised Representative (Authorised Representative Number 277821) of:



McPherson & Associates Pty Ltd  
ABN 15 087 681 561  
Australian Financial Services Licence (AFSL): 229883  
Level 9, 545 Queen Street, BRISBANE QLD 4001  
GPO Box 482, BRISBANE QLD 4000  
Phone: 07 3833 3100 Fax: 07 3833 3199 Email: [mail@mcphersonassoc.com.au](mailto:mail@mcphersonassoc.com.au)  
Web: [www.mcphersongroup.com.au](http://www.mcphersongroup.com.au)

McPherson & Associates Pty Ltd (McPherson & Associates) authorises the distribution of this FSG. As the AFSL holder, McPherson & Associates remains ultimately responsible for the advice given to you.

## Purpose

This FSG is designed to describe the financial services we offer, helping you to make an informed decision about whether to use our services.

This FSG includes important information about:

- Who we are and how to contact us;
- The financial services we are authorised to provide;
- The remuneration received for the services we provide;
- Our complaints resolution process.

Please retain this FSG for your reference.

## Other Documents you may Receive

You may also receive one or more of the following documents from us when we provide services to you:

- **Statement of Advice (SOA):** When we initially provide personal advice we prepare and provide a written SOA. The SOA will include our advice, the basis for our advice and disclosure of remuneration. The purpose of the SOA is to enable you to make an informed decision about whether to act on our advice.
- **Record of Advice (ROA):** Any subsequent personal advice may be provided to you in the form of a further SOA, or we may instead prepare a ROA to document the advice provided. You may request a ROA if you have not already been provided with one. You may contact us using the contact details within this FSG to request a copy at no charge within 7 years from the date of the advice.
- **Product Disclosure Statement (PDS):** If we recommend a financial product, we will also provide you with access to a PDS wherever applicable. The PDS will detail the product's characteristics and features and the fees and charges associated with the product. This will allow you to make an informed decision in relation to the financial products.

## Financial Services we are Authorised to Provide

BMO Financial Solutions is authorised by McPherson & Associates to provide advice on, and deal in, the following financial products:

- Deposit and payment products
- Government debentures, stocks or bonds
- Investment life insurance and life risk insurance
- Managed investments
- Retirement savings accounts
- Securities
- Margin lending (standard facilities)
- Superannuation

BMO Financial Solutions is not authorised to provide advice on, or deal in, any other financial products, including:

- General insurance products
- Derivatives
- Foreign exchange contracts

Refer to the section **Your Authorised Representative** below to understand the financial products Your Authorised Representative may provide advice on, and deal in.

At our earliest opportunity we will let you know if the advice you seek is beyond the scope of our authority, is something we are not comfortable to advise on, or if we have inadequate resources to provide that advice.

McPherson & Associates acts for you when financial services are provided by BMO Financial Solutions and Your Authorised Representative.

## Related Entities and any Other Relevant Associates

The "controlling entity" of McPherson & Associates is McPherson & Associates Holdings Pty Ltd (McPherson & Associates Holdings). McPherson & Associates Holdings (the controlling entity) and McPherson & Associates are part of a group of entities collectively referred to as the McPherson Group. McPherson & Associates Holdings owns 100% of the shares in McPherson & Associates. The ownership interests in these entities are limited to entities controlled by Allan McPherson, Blake Stone and Sara Stephens via a shareholding in McPherson & Associates Holdings (the controlling entity).

BMO Financial Solutions is part of a group of entities collectively referred to as the BMO Group. BMO Financial Solutions does not have an ownership interest in any entity which forms part of the McPherson Group. No entity in the McPherson Group has an ownership interest in BMO Financial Solutions or any entity which forms part of the BMO Group. McPherson & Associates and BMO Financial Solutions are also associated with the following:

- McPherson Investment Consulting Pty Ltd
- McPherson Super Consulting Pty Ltd
- McPherson Estate Administration Pty Ltd
- BMO Accountants
- BMO Lending Services

BMO Financial Solutions may recommend certain services provided by associated entities, to clients. The associated entities may benefit from our recommendation by receiving fees for providing services.

McPherson & Associates and BMO Financial Solutions and their Associates, Authorised Representatives, Directors, employees and any Associates may have interests in the products recommended.

## Your Authorised Representative

Your Authorised Representative will be **Jude Kleinschmidt**. Jude is an Authorised Representative of McPherson & Associates and her individual Authorised Representative Number is 242728.

Jude is authorised by McPherson & Associates to provide advice on, and deal in, the following financial products **only**:

- Superannuation including self managed superannuation funds

Jude's professional qualifications and memberships include:

- Advanced Diploma of Financial Planning

When providing services as an Authorised Representative, Jude does so within BMO Financial Solutions. Jude primarily provides accounting and related services within BMO Accountants and will continue to provide other services through that entity.

Jude joined BMO Accountants in 2008 with ten years experience in financial planning and an Advanced Diploma of Financial Planning. Added to this, Jude has an extensive background in retail, which honed her natural talent for dealing with people. Jude has a dual role, providing financial planning support to the BMO Financial Solutions team and playing an important role as part of the BMO Accountants Accounting and Self Managed Super Fund team. Jude's happy attitude and keen interest in learning have seen her become a valued member of the team.

Jude is remunerated by salary. She may receive an annual bonus, based on overall performance of Principal Wealth Management Pty Ltd.

## Advice I can provide

Your Authorised Representative can provide you with advice in relation to a range of superannuation strategies including:

Establishment of self managed superannuation funds	Contribution strategies	Pension strategies
Wind-up of self managed superannuation funds	Limited Resource Borrowing Arrangements	

## Our Remuneration and Fee Structure

Your advice fees will depend on the services to be provided, and will be calculated and outlined in advance. Before providing you with advice, we will prepare an Advice Agreement. The agreement sets out what our advice covers and how much it costs. The advice fee will also be disclosed in your SOA.

As a guide, set out below is general information on our remuneration and fee structure. All fees include GST.

The total amount of fees payable and/or the manner in which the total amount of fees payable will be calculated, including those fees which fall within a range or banding identified below, will be disclosed at the time the advice is provided, or in particular circumstances, as soon as practicable after that time.

### Advice fees

A SOA will be prepared in the event we provide you with advice. A fee charged for the preparation of the SOA covers the cost of researching and preparing your SOA and is based on a set dollar amount. The fee will depend on the scope of the advice and the level of complexity of your circumstances. Fee guide: \$880.00 to \$3,025.00.

## Advice implementation fees

A fee charged to implement the recommended strategies and products is based on a set dollar amount. The fee will depend on the scope of the advice and the level of complexity of your circumstances. Fee guide: \$550.00 to \$1,650.00.

## Additional advice fees

For all other advice, an additional advice fee, based on a set dollar amount, may be payable. The fee will depend on the nature and scope of the advice and the level of complexity of your circumstances. This fee will be disclosed at the relevant time.

## Payment methods

We offer you the following payment options for payment of our advice fees:

- Direct debit, direct credit and cheque

## Remuneration received which relates to clients of BMO Financial Solutions

BMO Financial Solutions receives all fees invoiced to you, and 100% of these fees are retained by BMO Financial Solutions. For services provided by Your Authorised Representative, BMO Financial Solutions does not receive any fees or commissions from product issuers.

McPherson & Associates charges BMO Financial Solutions annual Licensee fees, based on the number of individual Authorised Representatives, for the provision of Licensee support and administration services.

McPherson & Associates Holdings (the controlling entity) may receive dividends based on the profitability of McPherson & Associates.

## Referrals

If we refer a client to another person or entity, the obligation and liability for the services provided by that person or entity, remains with them. Any agreement entered into will be between the client and the person or entity referred to.

McPherson & Associates and BMO Financial Solutions do not accept referral fees for referring a client to another person or entity.

McPherson & Associates does not pay referral fees if a client has been referred to us by another person or entity.

BMO Financial Solutions may pay referral fees to third parties who refer clients to us. Referral fees of up to 30% of all payments received by BMO Financial Solutions in respect of referred clients, may be paid. The total amount of referral fees payable and/or the manner in which the total amount of referral fees payable will be calculated, including those fees which fall within a range or banding identified above, will be disclosed at the time the advice is provided, or in particular circumstances, as soon as practicable after that time.

## Privacy Statement

We are committed to protecting your privacy. The McPherson & Associates Privacy Policy sets out how we collect, hold, use and disclose your personal information.

We collect and use your personal information to understand your financial situation, needs and objectives, and to provide advice to you. We will also collect personal information from you to meet obligations under the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (AML/CTF Act). To arrange for advice services and investment and insurance products, we may provide your information to financial product issuers, insurers and other service providers engaged. We do not trade, rent or sell your information or disclose it to overseas recipients.

We will usually collect this information directly from you, however we may seek your authority to collect it from third parties. If you do not provide us with accurate and complete information, we may not be able to provide appropriate advice and recommendations.

For more information about how to access the personal information we hold about you, how to have it corrected and how to complain if you think we have breached the privacy law, ask us for a copy of the McPherson & Associates Privacy Policy by phoning 07 4662 3722 or visit our website at [www.bmo.com.au](http://www.bmo.com.au).

## Complaints Resolution

If you have any concerns or complaints requiring attention, please take the following steps:

1. Contact your Authorised Representative and see if they are able to resolve the problem.
2. If you do not receive a satisfactory solution within 14 days, please submit your complaint in writing to McPherson & Associates:

The Complaints Officer  
McPherson & Associates Pty Ltd  
GPO Box 482  
BRISBANE QLD 4001

The Complaints Officer will attempt to resolve your complaint quickly and fairly.

3. If your complaint has still not been resolved to your satisfaction you can contact the Financial Ombudsman Service (FOS) Australia, which is an external dispute resolution body of which we are a member:

Financial Ombudsman Service  
GPO Box 3, MELBOURNE VIC 3001  
Toll free phone number: 1800 367 287  
Fax: 03 9613 6399      Email: [info@fos.org.au](mailto:info@fos.org.au)  
Web: [www.fos.org.au](http://www.fos.org.au)  
FOS Member Number: 10661 (McPherson & Associates Pty Ltd)

## Professional Indemnity Insurance

McPherson & Associates Pty Ltd maintains Professional Indemnity insurance which satisfies requirements under s912B of the *Corporations Act 2001*. The insurance covers the advice provided by McPherson & Associates and its Authorised Representatives, and continues to cover claims relating to the conduct of former representatives for advice provided whilst a representative.

## Contact Us

You can provide instructions to us by contacting us using the contact details provided. We look forward to assisting you.