Financial Services Guide

Part 2 (Adviser Profile) Nicholas Reid

Date 1 July 2024

PART 2 (Adviser Profile)

Part 2 (Adviser Profile) contains the following sections:

- About Your Adviser (Section 1);
- The Services I Provide (Section 2);
- Fees and Charges (Section 3); and
- Contact and Acknowledgment (Section 4).

This document is Part 2 (Adviser Profile) of the Financial Services Guide (FSG) dated 1 July 2024 and should be read together with Part 1. Part 2 sets out specific details about me as an Employee Representative of Axial Wealth Management (Axial).

I am authorised by Axial to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. I have also been authorised by Axial to distribute this FSG.

Axial Wealth Management Pty Ltd (‘Axial’)

ABN 58 159 945 963

Australian Financial Services Licence No. 511101 (‘AFSL’)

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Melbourne VIC 3001

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SECTION 1

ABOUT YOUR ADVISER

WHO IS YOUR FINANCIAL ADVISER?

Your Financial Adviser is Nicholas Reid.

In this document, the terms ‘I’, ‘me’, ‘us’, ‘we’ and ‘our’ refer to Nick Reid and Axial Wealth Management. The term 'Representatives' refers generally to Axial’s Employee Representatives.

My Employee Representative number is 457995.

WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

I have over 24 years experience in the financial planning industry in both Australia and the United Kingdom.

Over this time, I have have held roles as a Senior adviser (for around 16) years and as an associate adviser.

WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

I hold a Bachelor of Business and Diploma of Financial Advising and I am a member of the Financial Planning Association of Australia Limited.

DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

I have an association with Axial Wealth Management (ABN 58 159 945 963) as a Director and as an Employee.

Fees and Commissions are paid to Axial Wealth Management Pty Ltd and to me.

SECTION 2

THE SERVICES I PROVIDE

WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

I am authorised by Axial Wealth Management Pty Ltd to provide general and personal advice and deal in financial products and financial services including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Self-Managed Superannuation Fund;
- Securities (e.g. shares); and
- Superannuation products

ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED TO PROVIDE?

I am not authorised by Axial Wealth Management Pty Ltd to provide advice or services in the following areas:

- MDA services
- Derivatives
- Consumer credit advice and assistance
- Strategic advice about consumer credit and consumer credit referrals
- Finance broking

Please ask me if you would like a referral for these services. If I receive a specific fee for this referral, it is disclosed below in Section 3 ‘Fees and Charges’. It may also be disclosed in an advice document such as a Statement of Advice (‘SoA’), if I provide you with personal advice.

HOW CAN YOU PROVIDE YOUR INSTRUCTIONS TO ME?

You may provide instructions to me by using any of the contact details provided in Section 4 ‘Contact & Acknowledgment’.

PRIVACY STATEMENT

In addition to the information provided in the Axial FSG Part 1 on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available at www.axialwealth.com.au and/or by calling us on 03 9661 0445.

SECTION 3

FEES AND CHARGES

HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Axial.

Axial receives all fees and commissions payable for the services we provide.

I can receive director fees, dividends and profit share as a director of Axial as determined by the company from time to time.

I receive a salary as an employee of Axial. I could also receive a performance bonus which may be based on certain performance criteria, such as the revenue I generate for Axial as well as a number of factors including additional business contribution, base salary, my costs of doing business and costs of capital.

My bonus potential does not influence my advice or any recommendations made.

WHAT IS YOUR FINANCIAL ADVISERS FEE STRUCTURE?

As part of detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, I will discuss and agree the fees with you.

Advice fees are inclusive of GST and payable by you at the following stages:

1.) **Recommendation**: For having a personalised financial plan (SoA) prepared, a plan preparation fee (up to $22,000) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.

2.) **Implementation**: I may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed:
    a. a range from $0 (min.) to $22,000 (max.); or
    b. $880 per hour;

3.) **Ongoing Advice Service and Reviews**: If you choose to have me conduct a review of your financial plan to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a review fee. If you choose to have me provide an ongoing advice service, you may be charged a fee of up to 1.1% p.a. of total funds under management.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

WHAT AMOUNTS DO MY EMPLOYER AND OTHER RELATED ENTITIES RECEIVE FOR FINANCIAL SERVICES?

All fees, commissions and incentives received by Nicholas Reid as an employee of Axial are paid to Axial.

The Directors and/or Shareholders of Axial have a profit share arrangement whereby they may receive profit share and/or dividends annually.

WHAT OTHER BENEFITS DOES YOUR FINANCIAL ADVISER RECEIVE?

In addition to the remuneration detailed above, I am eligible to qualify for other benefits and entitlements as detailed below:

> From time to time, we may accept alternative forms of remuneration from product providers or other parties (up to a value of $300), such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

SECTION 4

CONTACT & ACKNOWLEDGMENT

HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

Your Financial Adviser: Nick Reid	Phone: 03 9661 0445 Mobile: 0477 878 744 Email: nick@axialwealth.com.au Website: www.axialwealth.com.au
Practice details:	Phone: 03 9661 0445
Axial Wealth Management Suite 3, Lvl 2 / 100 Collins St Melbourne VIC 3000 PO Box 24016 Melbourne VIC 3001	Email: info@axialwealth.com.au Website: www.axialwealth.com.au

ACKNOWLEDGMENT – CLIENT COPY

I/We acknowledge that I was/we were provided with the Axial Financial Services Guide Part 1 dated 1 July 2024 and Part 2 (Adviser Profile) dated 1 July 2024.

Client name: ____

Client signature: ______________________________ Date received: ______________

Client name: ____

Client signature: ______________________________ Date received: ______________

I confirm that I sent a copy of the Axial Financial Services Guide Part 1 dated 1 July 2024 and Part 2 (Adviser Profile) dated 1 July 2024.

Sent to (Client name(s)):____

Sent on (Date):____

Sent by (Name):____

ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)

I/We acknowledge that I was/we were provided with the Axial Financial Services Guide Part 1 dated 1 July 2024 and Part 2 (Adviser Profile) dated 1 July 2024.

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