

HOW WE CHARGE FOR OUR SERVICES



EWL & Associates

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Our fees and charges will be discussed and agreed with you prior to the provision and implementing our services. You may pay the fees by credit card, direct debit, cheque or deduction from your product. If a fee paid by credit card, this option will attract a variable service charge that is subject to change at any time without notice by the bank. The latest service fee is available on the bank's website.

Initial Consultation

At our expense:

We provide the first meeting with you at no cost. This meeting is provided so we have the opportunity to understand your financial needs, for us to share what services we offer and how we might be able to assist you.

A quote for advice will be provided at the conclusion of the initial consultation. This quote will be based on the complexity and scope of advice required.

Initial Advice/Fee for Advice Cost

- This may include:
- Collection of financial information
- Goal setting
- Research / investigation
- Modeling
- Cashflow Monitoring
- Preparation and presentation of Statement of Advice (SOA)

Our preferred payment option is by an agreed fee which we will negotiate with you based on the complexity and scope of services you require from us. You will therefore know the services to be provided to you and how we will charge for them before being committed to paying for those services. You may choose to pay the agreed fee directly or have it deducted from the product(s) we recommend.

The specific amount will be quoted to you in a Letter of Engagement - after your initial consultation. This will need to be signed prior to us proceeding with any advice preparation.

We may also receive a commission based on the insurance premium or the loan amount from the products we recommended.

Please note; commission is paid by the product provider to your adviser and is not an additional cost to you. Any commissions will be specifically disclosed in the Statement of Advice:

- Insurance: for new premiums between 0% and 130% of the first year's premium
- Loan Commission: between 0% and 0.66% of the loan balance



Ongoing Advice Cost

- This may include:
- Ongoing advice
- Review of investments and insurance
- Tracking towards goals
- Ongoing administration support
- Implementation of products

Our ongoing service fees may be calculated based on:

- A fixed dollar amount;
- A percentage of the amount you invest;
- An hourly rate or; *a combination of some or all of the above*

These fees will be agreed between you and your adviser. These fees will be shown separately from any other product or administration costs in your SOA.

These fees can be paid in the following ways:

- A fee deducted from a product and paid to Matrix
- A fee charged by regular direct debit from your bank account
- A fee paid by credit card (this option will attract a variable service charge that is subject to change at any time without notice by the bank. The latest service fee is available on the bank's website)

We may also receive a commission based on the insurance premium or the investment amount from the products we recommended. Please note; commission is paid by the product provider to your adviser and is not an additional fee to you. These will be specifically disclosed in the statement of advice.

Ongoing service commission based on the account balance:

- Ongoing service commission based on fund balance for investments and superannuation 0% and 1.3% per annum (excluding GST)
- Insurance - renewal premiums between 0% and 35% per annum of the renewal premium
- Margin lending / Loan Commission between 0% and 0.385% of the loan balance
- Cash Management Trust / Account between 0% and 0.385%

Matrix and your adviser may also receive a portion of the administration fee paid to the product provider; this is between 0-60% of the fees. This is not an additional cost to you. If this applies it will be disclosed in your Statement of Advice.

Fees for Special Work

The initial and ongoing fees outlined above represent the amounts that would be payable for services within the range of those typically provided. However, it is possible that you may seek special advice or services, which require more time and resources than would generally apply. If so, we will provide a separate quotation for those services and seek your agreement before this additional work commences.

The commission and fees shown represent the amount payable to Matrix when you accept advice or other services. Generally Matrix retains between 2.5%-10% of any fees and commissions received and pay the remainder to your adviser or an associated Corporate Authorised Representative. In some cases the Corporate Authorised Representative may choose to pay Matrix a flat fee in lieu or a percentage of earnings. Where payments are made to a Corporate Authorised Representative, your adviser will receive one or more of the following: salary, fringe benefits, dividends or other financial benefits. Unless otherwise stated, all fees are GST inclusive.