

PART TWO REPRESENTATIVE DETAILS

Version 10.3 Date Effective 29/01/2025

Saltwater Financial Group is operated by Sophia McClelland through Saltwater Financial Group Pty Ltd ABN 47 641 451 505, who is a Corporate Authorised Representative (No. 001282387 for financial services) of Infocus.

Office Contact Information

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The following individual is an Authorised Representative of Infocus and provides personal financial advice through Saltwater Financial Group Pty Ltd:

Sophia McClelland ADFP
Senior Financial Adviser
Authorised Representative - No. 000345949

Financial services and product types your Adviser can provide

Sophia is authorised to provide personal financial advice, general financial advice and transact on your behalf (dealing) in relation to the following types of financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes
- Retirement Savings Account Products

- Superannuation (investment and risk)
- Securities

There are some additional specialist advice areas your Adviser is authorised for as indicated below by a tick '✓'.

SPECIALIST AREA	SOPHIA
AGED CARE	✓
DIRECT EQUITIES & ETFs	✓
MARGIN LENDING & GEARING	✓
SELF MANAGED SUPER FUNDS	✓

In addition, if your adviser identifies that you require specialist advice on a particular product or service outside of their authorisation, they will provide recommendations to seek further advice.

Representative Remuneration

Saltwater Financial Group Pty Ltd receives 95% of the fees and or commission; the licensee, Infocus Securities Australia Pty Ltd (Infocus), receives the balance, being 5%.

Sophia McClelland is remunerated by means of a salary, fees and commission generated. Further, Sophia and her associates may receive other benefits from all fees and commission paid.

HOW WILL I PAY FOR SERVICES PROVIDED?

A breakdown of the types of payments we may receive is set out in the following.

INITIAL ADVICE FEES

Initial advice fees may be invoiced directly or collected from the product. Such fees include:

Initial Consultation - No fee is charged for an initial consultation with your Adviser.

Advice Preparation - This includes the costs associated with the enquiries made to collect and confirm your circumstances and financial position, the research and analysis of suitable strategies to achieve your goals and objectives, investment and product selection and suitability to your needs and goals as well as amalgamating this into your financial plan and presenting it to you. This fee will vary based on the complexity and type of strategy. Your Adviser will discuss this with you prior to commencement, to ensure you can make an informed decision.

This fee may be based on a hourly rate of \$550 per hour with a minimum fee of \$195 and a maximum fee of \$20,000. Alternatively, we may charge a set fee between \$195 to \$20,000 for the preparation of a SoA.

IMPLEMENTATION

The cost of implementing your financial strategy will cost between \$195 and \$20,000, depending on the products, strategies and time involved.

These costs may be in addition to any advice fee and set out in your advice document.

ONGOING SERVICE ADVISER

Additional fees may sometimes be charged when you take up our ongoing services, or invest in retail products through us. Any ongoing service fees that we charge will be detailed in your advice document and client service agreement.

Ongoing fees may be charged based on a fixed dollar amount, the value of the funds invested, or a combination depending on the methodology agreed to in your client service agreement. Ongoing fees will be agreed with you and can range from \$500 to \$20,000.

Alternatively, an Adviser service fee of up to 2.2% of funds under management (e.g. if your investment amount is \$100,000, then Infocus may receive up to \$2,200pa). These fees will typically be paid on an ongoing basis while the investment is still in place.

Where Cash Flow Monitoring strategies are recommended, the following ongoing fees will apply:

- Monthly cash flow monitoring of up to \$4,000 per annum plus a fee of 0.275% (per annum) of funds under management.
- A minimum fee of up to \$1,000 per half year may be charged.

HOURLY RATE DIRECT CHARGES

We may charge for agreed services based on an hourly rate of \$550 per hour or up to a total maximum fee of \$20,000.

Ad-hoc services can be provided on an as needs basis. Fees will be agreed before any work commences.

UPFRONT

This is paid by the issuer of the financial product/s recommended when the product is issued to you. This may be deducted from the initial amount you have invested or it may be payable from the product provider's own resources.

PERSONAL INSURANCES

From 1/01/2020 the maximum amount of commission payable by providers to advisers is restricted to 66% of the premium payable in the first year. Based on a premium of \$1,000pa, this equates to a maximum of \$660 in year one.

ONGOING

This is paid by the issuer of the financial product/s recommended and is payable on an ongoing basis while the investment/insurance is still in place.

PERSONAL INSURANCES

From 1/01/2020 the maximum amount of commission payable by providers to advisers is restricted to 22% of the premium payable while the hybrid policy is in force (33% per annum of the premium for level policies). Based on a premium of \$1,000pa, this equates to a maximum of \$220 for hybrid policies or \$330 for level policies.

Referral Fees

Where we refer you to other product or service providers and you decide to purchase products or services from them, we may receive a payment as a result of our referral. Where you have been referred to us by someone else we may pay them a fee, commission or some other benefit in relation to that referral. If we pay or receive these payments for services provided or products purchased by you, they do not involve additional costs and we will disclose further detail in your advice document. All relevant referral arrangements will be disclosed in your advice document. Payment and receipt of referral fees is subject to regulatory change under the FASEA Code of Ethics.

Your advice document will disclose any benefits or fees received by Infocus and/or your adviser.

All of the above fees and commissions are inclusive of GST.

This in combination with FSG Part One, concludes the Financial Services Guide.