



# POPPYRED PTY LTD FINANCIAL PLANNING FINANCIAL SERVICES GUIDE (Part 2) Adviser Profile

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The financial services offered in this Guide are provided by:

**Dan Collins** Authorised Representative (274952)

Poppyred Pty. Ltd. ABN 51 620 937 975

Suite 9, Ground Floor, 108-120 Young Street

Frankston Victoria 3199

**Phone** +61 (3) 8593 7403 **email** dan@poppyred.com.au

Poppyred Pty Ltd is a Corporate Authorised Representative (274951) of InterPrac Financial Planning Pty Ltd ABN 14 076 093 680 Australian Financial Services Licence Number: 246638 Level 8, 525 Flinders Street, Melbourne Victoria 3000.

## About Your Adviser Profile

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide- Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Dan Collins**, Authorised Representative No. **274952** of Poppyred Pty Ltd (274951) which is a Corporate Authorised Representative of InterPrac Financial Planning (AFSL Number 246638). It is our intension that you have sufficient information to confidently engage **Dan Collins** to prepare financial advice for you.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPracFinancial Planning head office.

## About Poppyred

Poppyred combines technology with a 'know your client' service to deliver efficient, yet tailored financial advice. We're suitable for clients who'd rather know when they can retire and on what income, with a preference to retain their existing superannuation fund, if appropriate. Our clients generally want simple ideas on how to improve retirement, which might include paying off the mortgage, better spending or investing with a suitable level of risk. We generally advise British expats living in Australia or Australian expats living the United Kingdom.

Client Service Proposition:

Poppyred allows you choice in financial advice to reflect the advice you need and want. For example, getting ongoing advice using an existing superannuation might be all you want, and need. In this case the Ongoing Service may offer you better value to keep things simple and low cost. Alternatively, you may wish only for once only advice, where Initial Only Service could be in your best interests. Our advice is delivered mainly through Zoom and other online media and we use fixed rate charges for 36 months, unless you prefer the more common percentage under management under our Custom Service. You'll always be free to leave our service at any time, without penalty.

## About Your Adviser

Dan has been working in the banking and financial planning industry for over 20 years. He spent the first 9 years in Australia before moving to the United Kingdom in 2010, where he lives and also practices as a regulated UK financial planner. Dan's Australian based clients are supported by our Frankston office, and UK clients by our Cheltenham office.

Dan holds a Certified Financial Planning Diploma and a Master's degree in Financial Planning & Business Administration with MMU. He has been a strong advocate of retirement cashflow modelling and fee for service charging since 2007.

Dan is also very experienced in superannuation consolidation for British expats living in Australia. He is one of a limited number of financial planners authorised in both Australia and the United Kingdom. He regularly travels to Australia, supported by an Australian based adviser and support staff who attend to clients during office hours.

**Dan Collins** (Financial Planner)

Authorised Representative No. **274951**

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**Email:** dan@poppyred.com.au

## Financial Services Your Adviser Provides

The financial services and products which **Dan Collins** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

## Fees and Payments

**Dan Collins** is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

**Fee for service** - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

**Commission** – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

**Our fees and charges** vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work. A broad guide is supplied under Services Available. Custom advice fees start from \$190 per hour including GST.

A letter of engagement will be provided to you by your adviser, clearly setting out all fees, charges and commissions payable before work will commence.

Services Available	Initial Only Service			Initial & Ongoing Service			Custom Service
	Managed	Hybrid	Complex	Managed	Hybrid	Complex	
<i>when this might suit you</i>							
min & max funds (guide)	\$150,000-\$210,000	\$175,000-\$360,000	\$265,000-\$500,000	super, investment, annuity \$150,000-\$250,000	super, investment, annuity \$175,000-\$360,000	super, investment, annuity \$265,000-\$500,000	custom product, investment or strategy service, agreed by you under contract
replacement advice	Yes	Yes	Yes	Yes	Yes	Yes	
<i>service you will receive</i>							
<b>delivery</b>	initial meeting <a href="https://www.zoom.com">www.zoom.com</a> , face to face, where practicable, for client fact find and presentation and reviews						
meetings (guide)	2	2-3	2-3	2	2-3	2-3	
hours: initial (guide)	20-30	25-35	25-40	20-30	25-35	25-40	
ongoing				8-10	10-12	10-15	
<b>service features</b>							
retirement modelling	CashCalc	CashCalc	Xplan	CashCalc	CashCalc	Xplan	complex strategies or financial products agreed by you under defined service
strategy advice	basic	basic	comprehensive	basic	basic	comprehensive	
product advice	super	super, investment, annuity	super, investment, annuity	super	super, investment, annuity	super, investment, annuity	ie QROPS, Direct Shares, Structured Products
investment advice	model portfolio	model portfolio	model portfolio	model portfolio	model portfolio	model portfolio	
product limit (guide)	1	1-3	1-5	1	1-3	1-5	
<b>review features</b>							
reports				every 6m	every 6m	every 6m	
meetings				12m	12m	12m	
record of advice				Yes	Yes	Yes, includes cashflow	
<i>cost of service</i>							
initial & ongoing (36m term)				\$3,900 now, then \$90pm	\$5,600 now, then \$160pm	\$7,100 now, then \$250pm	\$190-\$230ph
initial only	\$4,300 once	\$6,200 once	\$7,900 once				\$230-290ph
how is charge paid	direct by you/your product (where possible)			direct by you/your product (where possible)			by you/product (where possible)