

Part 2 Adviser Profile



Darren Franklin

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



Introducing your financial adviser

Darren Franklin and DJ Franklin Pty Ltd ATF DJ Franklin Business Trust t/as Cornerstone Advisory Group are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

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Darren Franklin is a CERTIFIED FINANCIAL PLANNER® professional with over 20 years' experience in financial services. He services the Central and Northern Queensland areas.

Darren's focus as a financial planner is to keep his clients on track throughout different market conditions whilst maintaining the overall objective of financial security and peace of mind.



Authorisations

- Darren Franklin ASIC Authorisation Number 284148.
- Cornerstone Advisory Group ASIC Authorisation Number 1285548.



Qualifications and memberships

- CERTIFIED FINANCIAL PLANNER® professional
- Member of the Financial Planning Association of Australia (FPA)



Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

Deposit products

Life products including:

- investment life insurance products
- life risk insurance products

Managed investment products, including:

- master trusts, wrap facilities, property funds
- margin lending products
- tax-effective investments

Government debentures, stocks and bonds

Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds
- self-managed superannuation funds

Retirement savings accounts

Securities

- Active direct shares and securities advice

Darren Franklin is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



How is your financial adviser paid?

The fees and commissions payable to Cornerstone Advisory Group are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Cornerstone Advisory Group, which engages your adviser to provide financial services. Of the amount received by cornerstone advisory group from Consultum, your adviser takes drawings and profit distributions, part of which may cover your adviser's operational expenses



Service and advice fees paid by you

Your initial appointment is at Darren Franklin's expense. At this meeting, Darren Franklin will explain how Cornerstone Advisory Group operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice. All amounts noted below are inclusive of GST:

Fee for service – once-off

This once off fee will be charged for strategy and non-product related advice and will depend on complexity. The fees for these services range from \$1,750 to \$5,000 inclusive of GST.

Statement of Advice (SoA)

A Statement of Advice fee is charged to cover the cost of researching, developing and preparing your advice document. This fee ranges from \$1,750 to \$5,000 inclusive of GST depending on complexity.

Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service Agreement. Where you have investment assets of up to \$3,000,000, we offer flat dollar packages that range from \$4,250 to \$6,000 per annum, depending on the agreed level of service. Where there is additional complexity and/or additional entities involved in the one client group, there are additional costs of up to \$2,000 per annum. Where your investment assets exceed \$3,000,000 we will charge up to a maximum of 0.50% per annum of assets under advice, but this will be negotiated depending on the agreed level of service required. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

Commission for life risk insurance products – Policies issued from 1 January 2020

Initial commission payable under an upfront structure is capped at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure is 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.



Other benefits?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

Date of completion of Adviser Profile

13 April 2021, version 1