

1 July 2023

ADVISER PROFILE

Information about your CHPW Financial Pty Ltd Adviser

This Adviser Profile is issued by CHPW Financial Pty Ltd which holds Australian Financial Service Licence number 280201. This Adviser Profile forms part of the CHPW Financial Pty Ltd Financial Services Guide (FSG) dated 1 July 2023. These documents should be read together. This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.

CHPW Financial Pty Ltd has authorised its authorised representatives to provide this document to you.

Rene Coory is an Authorised Representative (ASIC No. 000344413) of CHPW Financial Pty Ltd (AFSL: 280201)

19/37 Keilor Park Drive, Keilor
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Your Adviser

Rene Coory is a Financial Adviser and an Authorised Representative of CHPW Financial Pty Ltd and a director of Harrods Financial Services Pty Ltd.

Your Adviser's Authorisations

Rene is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation (including Self-Managed Superannuation Fund)
- Tax (financial) advice services

This means that Rene can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

Your Adviser's Experience

Rene Completed his secondary schooling in 1986 and then commenced a Bachelor of Economics with a major in accounting at LaTrobe University. Rene has also completed a Diploma of Financial Services (Financial Planning) visa Deakin University and is FASEA qualified.

Rene has worked in the financial services industry for 25 years and has operated his own practice for 20 years. Over the last 25 years Rene has gained valuable experience advising hundreds of clients and a wide variety of financial planning issues.

Cost of Advisory Services

An initial meeting to discuss your financial circumstances is charged at a rate of \$250. At this meeting Rene will establish how he can assist you and gather the information required to prepare a financial plan.

Rene will discuss the fee basis with you and agree on the method of charging prior to any advice is provided or cost incurred. Also, fees will be fully disclosed in the Statement of Advice and Product Disclosure Statement.

Payment will be either by way of a fee based on the funds under advice and services provided or from the brokerage paid by the product issuers, or as per invoiced based on our client service offering. A fee for portfolio preparation or, if investment recommendations are not implemented, may also be charged. Ongoing advice that includes portfolio reviews may be charged on a percentage fee basis which varies according to the portfolio amount, complexity and structure, or as a fixed dollar amount as agreed between you and your adviser.

The basis for the fee for the SoA will be agreed upon with you before any advice is provided or costs incurred. All other fees are fully disclosed in the Statement of Advice and Product Disclosure Statement prior to any charges being incurred.

Preparation of Statement of Advice (SoA) (depending on complexity)	\$1650 to \$5,000
Investment Portfolio Establishment *Subject to minimum charge of \$550, and dependent on complexity	Up to \$10,000
Annual Portfolio Management & Review Annual Review Service >\$1,000,000 <\$1,000,000	0.15% 0.55%
Ongoing Monitoring and Review	Negotiable
Hourly Rate	\$330
Insurance Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*

All fees include 10% GST.

All fees are payable to CHPW Financial Pty Ltd. CHPW Financial Pty Ltd charges a retainer for services they provide Rene Coory as an Authorised Representative. Hence, CHPW Financial Pty Ltd retains 0% and Harrods Financial Services (HFS) 100% which are used to fund the practice. Rene Coory, as senior adviser and director of Harrods Financial Services is entitled to a Director's drawing and/or dividend if and when paid.

Fee Examples:

[Example for Investment Products](#)

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$660, of which \$0 is retained by CHPW Financial Pty Ltd, and \$660 is paid to Harrods Financial Services. If you invest \$100,000 the establishment fee will be \$1,100 of which \$0 is retained by CHPW Financial Pty Ltd and \$1,100 is paid to Harrods Financial Services. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$1,100 per annum, of which \$0 is retained by CHPW Financial Pty Ltd, and \$1,100 is paid Harrods Financial Services.

[Example for Risk Products](#)

If you receive advice regarding insurance, the SoA fee could be \$660 of which \$0 is retained by CHPW Financial Pty Ltd, and \$660 is paid to Harrods Financial Services. Should you proceed with the advice, then the SoA fee will be waived. However, if the policy is cancelled in the first

two years ('responsibility period') you will be liable for the portion of the commission clawed back.

If you take out a life insurance policy with an annual premium of \$1,500, assuming the highest commission for the **Upfront** Option is selected at 66%, the upfront payment to CHPW Financial Pty Ltd would be \$990, of which \$0 is retained by CHPW Financial Pty Ltd, and \$990 is paid to Harrods Financial Services. The maximum ongoing commission for the Upfront Option is currently 22% per annum which could result in a payment of \$330 per annum for as long as the policy remains in force, of which \$0 is retained by CHPW Financial Pty Ltd, and \$330 is paid to Harrods Financial Services. Where a **level** commission option is selected, it could be as much as 33%, or \$495, of which \$0 is retained by CHPW Financial Pty Ltd, and \$495 is paid to Harrods Financial Services.

This commission has what is called a 'responsibility period' imposed by the risk product issuer. This means that if the policy is cancelled within the first 1-2 years of inception commission is returned to the product issuer by CHPW Financial Pty Ltd.