

# Red Diamond Wealth Pty Ltd

## Financial Services Guide

ABN 55 616 578 584 | Authorised Representative No: 1252385

Version number: 17.01

### PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) and should be read in conjunction with Part One. Together these documents form the Count Financial Limited FSG.

Red Diamond Wealth Pty Ltd is an Authorised representative of Count Financial Limited (Count).

The individuals listed in this FSG are authorised by Count to provide personal advice through Red Diamond Wealth Pty Ltd

#### Our contact details:

Address: 43 Darling Street East, IPSWICH QLD 4305  
Phone: 07 3281 2422 Fax: 07 3812 3136  
Email: reception@reddiamondgroup.com.au Web: reddiamondgroup.com.au

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#### Susanne (Meggs) Fenn



#### Authorised Representative Number: 1253687

Meggs is an Authorised Representative of Count and a director of Red Diamond Wealth Pty Ltd, and receives a salary only.

Meggs has 22 years of experience in the provision of financial / accounting advice. Meggs attained her Associate Diploma of Accounting from South Australian Institutes of TAFE on the 7 April 1995, Graduate Certificate of Accounting from USQ on the 11 August 2005 and Diploma of Financial Planning from Mentor on the 17 February 2016. She is a fellow member of the IPA.

#### Financial services and product types

Meggs is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life Products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Superannuation.

How to contact me: [meggs@reddiamondgroup.com.au](mailto:meggs@reddiamondgroup.com.au) or 07 3281 2422

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## Heather Kliese



### **Authorised Representative Number: 1252851**

Heather is an Authorised Representative of Count and a director of Red Diamond Wealth Pty Ltd, and receives a salary only.

Heather has 16 years of experience in the provision of financial / accounting advice. Heather attained Bachelor of Business (Accounting) from Queensland University of Technology on 12 October 2001 and Diploma of Financial Planning from Mentor on 20 January 2017. She is a member of CPA Australia.

### **Financial services and product types**

Heather is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Superannuation.

**How to contact me: [heather@reddiamondgroup.com.au](mailto:heather@reddiamondgroup.com.au) or 07 3281 2422**

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## Karen Summerville



### **Authorised Representative Number: 1252387**

Karen is an Authorised Representative of Count and a director of Red Diamond Wealth Pty Ltd and receives a salary only.

Karen has 26 years of experience in the provision of financial / accounting advice. Karen attained Bachelor of Business from University of Southern Queensland on 17 September 1994 and a Diploma of Financial Planning from Mentor Education on 20 December 2016. She is a member of CPA Australia.

### **Financial services and product types**

Karen is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Superannuation.

**How to contact me: [karen@reddiamondgroup.com.au](mailto:karen@reddiamondgroup.com.au) or 07 32812422**

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## Advice preparation and implementation fee

Prior to the provision of personal advice we will agree upon a preferred payment option for both parties. Below is a summary of our available payment options that can be combined to pay for our services.

Where we are aware that you have used borrowed funds (ie funds that are either secured or unsecured) to invest through us, we will charge you a flat dollar fee.

These fee options include:

### Time based charging

- i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is \$220 per hour (incl. GST) with our advice preparation fee ranging from \$660 to a maximum of \$20,000 (incl. GST).

Price can vary depending on scope and complexity of the advice and we will provide you with an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

### Service based charging

- ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is \$3,300 (incl. GST) up to a maximum of \$20,000 (incl. GST).

### Life Insurance

- iii) The fee for the preparation and implementation of our advice is calculated as a percentage of the premium amount paid. Our minimum fee for this is \$660 (incl. GST), based on the time required assuming our hourly rate of \$220 per hour. The maximum fee is calculated based upon fee Schedule 1 below.

#### Schedule 1 (Retail insurance)

<b>Additional cover added to an existing product that was issued before 1 January 2018</b>
The initial commission that we may receive can be up to 124% of the first year's premium. The ongoing commission that we can receive may be up to 33% per annum of the renewal premium.
<b>New products issued on or after 1 January 2018</b>
The initial commission that we may receive on insurance products applied for and issued on or after 1 January 2018 will be no more than 80% of the premium in the year of issue. The ongoing commission that we can receive will not exceed 20% per annum of the premium ( 33% of the premiums for level commission structures).

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

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## Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of \$110 per hour (incl. GST).

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## Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range from \$660 to \$5,500 (incl. GST) unless otherwise agreed. The exact cost of the ongoing review service will depend on the review offering we recommend and this will be disclosed within the Total Financial Care Agreement we provide to you.

We will recommend an appropriate review package in light of your circumstances.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$220 per hour (incl. GST), may be applied.

With respect to platforms, as Licensee, Count may receive an ongoing fee which may be tiered based on the value of your portfolio of up to 0.6% pa.

## Non-advisory

**Managed investments and bank accounts:** A fee of up to \$150 per transaction (excluding any non-rebateable component of fund manager fees) may be applied, plus any applicable ongoing commission that we may be entitled to receive which is paid by the product provider.

## Implementation fees

**Share transactions:** A fee of 1.5% (includes both adviser and broker charges) of the amount to be invested will be applied, subject to a minimum of \$150.

**Wealth protection:** A fee as detailed in Schedule 1 (Retail Insurance) in the Advice Preparation and Implementation Fee – Insurance section above applies for this service.

**Other:** If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee of up to \$660 may be applied.

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## Referral arrangements

We have a referral arrangement in place with the providers detailed below. If you use the services of these providers we will receive the corresponding fee disclosed in the below table for the referral of your business. This will be paid for by the relevant provider and is not an additional cost to you.

Referral arrangement	Description of referrer	Payment made to adviser
<b>Finconnect</b>	Finconnect provides lending and financing solutions to clients. These services will either be provided by a Finconnect lending manager or a loan writer at another Count Firm.	Red Diamond Wealth Pty Ltd receives 30% of any upfront commission paid by the Loan provider. Red Diamond Wealth Pty Ltd receives 40% of any ongoing commission paid by the Loan Provider.

I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested, but where you do I may receive a referral fee or other benefit from the business transacted on your behalf.

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## Other associations and relationships

Karen Summerville, Heather Kliese and Susanne Fenn are directors and shareholders of both Red Diamond Wealth and Red Diamond Accounting which are separate entities. Referrals may pass between these two entities. Whilst there is no direct payment received by either party, there may be a potential financial benefit received by the owners of either business as a result of fees charged for services provided to the referred party.

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## Other costs

All fees and commissions will be disclosed in your Statement of Advice. Count may also charge transaction fees in respect of particular products. These include the following:

- Where trades are executed using our approved stockbrokers, Count charges a Transaction Fee in addition to the brokerage charged by the broker. This fee ranges from \$25 to \$29.
- For listed securities held off platform \$110 pa for non-advised portfolios and up to 0.22% pa for advised portfolios.