



# Financial Services Guide (FSG)

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**Executive Wealth Solutions Pty Ltd**  
ABN 68 807 741 926  
Australian Financial Services Licence No: 509230  
56 Berry Street North Sydney NSW 2059  
PO BOX 1142 North Sydney NSW 2059

## The Purpose & Content of This Financial Services Guide (FSG)

The purpose of this Financial Services Guide (FSG) is to help you make an informed decision about the services we offer and whether they are suited appropriately to your needs. This FSG provides you with important information about us and our relationship with you, prior to a financial service being provided, in order to help you decide whether to use our financial services.

This FSG contains the following:

### [Information about Executive Wealth Solutions \(EWS\)](#)

- Who we are & what we stand for
- Financial services and/or products EWS can provide
- Documents you may receive from us
- How you may instruct your adviser
- Privacy (i.e. collection and handling of your personal information)
- Professional indemnity insurance

### [Our Fees and Charges](#)

- Our remuneration philosophy
- How does Executive Wealth Solutions charge
- Adviser remuneration
- Insurance commissions & product payments or benefits
- Referral arrangements

### [Complaint Handling Process](#)

- Reporting your concerns

### [Contact Us](#)

- Questions

Please take the time to review this document before engaging our services. Throughout this FSG, Executive Wealth Solutions Pty Ltd is referred to as "we", "us", "our", "EWS" or any variation. The term "adviser" refers to any employee or authorised representative of Executive Wealth Solutions.

## Information About Executive Wealth Solutions

### Who we are and what we stand for

Executive Wealth Solutions Pty Ltd (EWS) is a privately owned independent financial service firm that provides professional wealth management advice, on a fee for service basis.

Executive Wealth Solutions is not owned, aligned or influenced by any financial institution or superannuation fund. Therefore we are not biased or obligated to recommend any particular companies financial products. Our clients see value in this as it allows us to recommend investments, and provide services, that meet their needs rather than the needs of an institution.

Executive Wealth Solutions has been built on a core philosophy of respect, honesty, integrity and professionalism. Our core philosophy is to be open and honest with our clients at all times.

At Executive Wealth Solutions we are committed to providing quality "value adding" advice and proactive financial management. We aim to build long term relationships based on trust, and we strive to make a difference in people's lives.

### What financial services can we provide

Executive Wealth Solutions is licensed to provide financial advice on the following services:

- Wealth creation strategies
- Life insurance advice
- Superannuation strategies
- Debt reduction strategies
- Cash flow management
- Retirement planning
- Aged care strategies
- Estate planning strategies
- Tax (financial) advice

We can advise in the following products:

- Basic deposit products
- Debentures, stocks and bonds
- Life insurance
- Investment Life insurance products
- Managed investments
- Investor Directed Portfolio Services (IDPS)
- Retirement Savings Accounts (RSA)
- Securities
- Standard margin lending
- Superannuation
- Self-managed superannuation

Our Advice service is designed to ensure that all aspects of your personal finances are being professionally managed, providing you with confidence and peace of mind.

Our support encompasses an advice, project management, and a co-ordination role. We act as your trusted adviser, while you remain in complete control.

### Documents you may receive

If you decide to obtain personal financial advice, your adviser will need to determine your needs, objectives and relevant financial circumstances. Prior to the initial advice appointment, your adviser will typically gather the relevant information by using a client data collection form. You will be asked to provide accurate information about your personal and financial situation and keep your adviser informed of any changes to your relevant circumstances.

Your adviser will also need to verify your identity. When your adviser provides personal financial advice to you, you may receive one or more of the following documents:

- Letter of Engagement
- Statement of Advice (SoA)
- Record of Advice (RoA)
- Product Disclosure Statement (PDS)
- Ongoing Service Agreement
- Fee Renewal Notice

The Statement of Advice (SoA) will set out the advice that has been tailored to your specific circumstances and provide you with details of all relevant disclosures including details of any remuneration payable. Where you receive ongoing or further advice, a Record of Advice (RoA) may be provided.

A Product Disclosure Statement (PDS) will be provided if a product recommendation is made and includes detailed information on the financial product including features, benefits, conditions, costs and cooling off periods (if applicable).

A Fee Renewal Notice will be issued to you on an annual basis. The Fee Renewal Notice will give you the option of renewing the ongoing advice service and fee arrangement. If you do not renew the ongoing service each year, the ongoing service and fees will stop.

You may request in writing a copy of any advice document up to seven (7) years after the advice has been given.

## How to give instructions

Your adviser may accept your instructions by phone, letter or email. In some instances, your adviser can only accept written instructions from you and they will let you know when this is required.

## Your privacy

We aim to protect and maintain the privacy, accuracy and security of the personal and financial information you give us. Keeping this information private and secure is very important to us. If you want to access your personal information at any time, please let us know.

The EWS Privacy Policy explains the main ways we protect your privacy and how we comply with the National Privacy Principles. You may obtain a copy of the Privacy Policy by requesting it from your EWS financial

adviser, or accessing this privacy policy via our website at [www.ewsifa.com.au](http://www.ewsifa.com.au)

We are required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF) and its corresponding rules and regulations, to implement certain client identification processes. We may be required to obtain information about you at the time of providing financial services to you and from time to time in order to meet our legal obligations. We have certain reporting obligations pursuant to the AML/CTF Act, and information obtained from, or about you, may be provided to external third parties and regulators in accordance with the requirements imposed on us.

## Professional Indemnity Insurance

Executive Wealth Solutions holds a professional indemnity insurance policy, which satisfies the requirements for compensation arrangements under section 912B of the Corporations Act.

## Our Fees & Charges

### Our Remuneration Philosophy

Executive Wealth Solutions, and its financial advisers, are proudly independent. This means we do not receive any form of conflicted remuneration or incentive paid by an institution or product, such as commission or volume payments. Our only form of remuneration is an advice fee paid directly by our clients. Therefore, we have no bias to any investment type or particular product.

As a client of Executive Wealth Solutions you can trust the investment recommendations made, knowing they are based purely on quality and suitability for you.

### How Does Executive Wealth Solutions Charge?

We will always discuss and agree with you the amount and method of payment before our engagement and the supply of any services to you. Our fees are calculated using the methods discussed below, however, they are always charged as a "fixed amount" so there are no changes and no surprises.

Our financial advice services are charged in two parts;

1. Initial Strategic Advice & Recommendations, and
2. Implementation & Ongoing Wealth Management

**1. Initial Strategic Advice Fees**

The initial advice fee is a one off fee that is calculated based on your individual needs and requirements, as well as the financial services provided. In calculating these fees, we charge a fixed amount relevant to

the amount of work involved, and is based on an hourly rate of \$440 inclusive of GST. Prior to any charges being incurred, we will provide you with a fixed price quote which will require your authorisation before any work may commence for you.

### 2. Implementation and Ongoing Wealth Management

The ongoing advice fee charged for the implementation of your Statement of Advice and Ongoing Wealth Management Services is calculated based on the following sliding scale below.

Size of Investment Portfolio	Percentage Fee Includes GST
First \$1,000,000	1.10%
Amounts \$1,000,000 to \$3,000,000	0.55%
Amounts Over \$3,000,000	0.28%

**Please Note:** The minimum ongoing service fee is \$4,400 per annum.

**Example 1:** Assume your portfolio value was \$700,000, then the fee you pay is:

\$700,000 x 1.10% pa	= \$7,700
Monthly payment is \$7,700 / 12	= \$642

All fees shown are inclusive of GST

**Example 2:** Assume your portfolio value was \$3,715,000, then the fee you pay is:

\$1,000,000 x 1.10% pa	= \$11,000
Plus	
\$2,000,000 x 0.55% pa	= \$11,000
Plus	
\$715,000 x 0.28% pa	= \$2,000
Total Annual Fee Payable	= \$24,000
Monthly payment is \$24,000 / 12	= \$2,000

All fees shown are inclusive of GST

As an alternate to the method above, we may charge a fixed amount fee which is negotiated between us, and fairly reflects the level of ongoing service being provided.

Ongoing fees can be paid in equal monthly instalments by way of direct debit, or can be paid as an annual amount in advance.

## Adviser Remuneration

David Lenarduzzi is remunerated by payment of salary from Executive Wealth Solutions. He is also entitled to a share of any profits generated by Executive Wealth Solutions.

David Lenarduzzi does not receive any other form of remuneration paid by Executive Wealth Solutions or any other entity.

## Insurance Commissions & Product Payments or Benefits

Neither, Executive Wealth Solutions or any of its employees or financial advisers, will receive any commissions, product payments or benefits from insurance products or investment products. We do not receive any payments which can cause bias or a conflict of interest.

Where it is possible to do so, we will rebate any commissions to you, which reduces the ongoing costs you pay for insurance or investment products.

## Referral Arrangements

We do not pay any fees, or share any revenue, with third parties for client referrals. However, if you are referred to us by a third party we may provide them with a small gift, such as movie tickets, as a sign of our appreciation.

## Complaint Handling Process

### Reporting Your Concerns

If you have a complaint about any financial service provided to you by your adviser, you should take the following steps:

1. Contact your adviser or the Director of Executive Wealth Solutions Pty Ltd, discuss the matter and seek to reach a resolution of the matter. We will acknowledge receipt of a complaint immediately, however, where this is not possible, acknowledgement will be made as soon as practicable.

P: 0433 116 044  
E: [david@ewsifa.com.au](mailto:david@ewsifa.com.au)  
M: Executive Wealth Solutions Pty Ltd  
PO BOX 1142  
NORTH SYDNEY NSW 2059

2. We will then investigate the complaint and respond to you within 45 days. Some complex matters may require an extension to thoroughly investigate the complaint and bring it to resolution. Executive Wealth Solutions Pty Ltd will try to resolve your complaint quickly and fairly.
3. If an issue has not been resolved to your satisfaction, you can lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

P: 1800 931 678  
E: [info@afca.org.au](mailto:info@afca.org.au)  
W: [www.afca.org.au](http://www.afca.org.au)  
M: Australian Financial Complaints Authority  
GPO BOX 3  
MELBOURNE VIC 3001

## Contact Us

### Questions?

If you have any questions about information contained within this Financial Services Guide, or any other matter, please feel free to contact us.

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