

Part 2 Adviser Profile

Grant Darren Lange

This adviser profile forms an essential part of the Financial Service Guide (FSG). The FSG is not complete without it.

Introducing your financial adviser

Grant Lange is an Authorised Representative of RI Advice Group Pty Ltd AFSL 238429. Grant is an employee of Pride Financial Pty Limited which is a Corporate Authorised Representative of RI Advice Group Pty Ltd.

Authorised Representative Number: 236680
Corporate Authorised Representative Number: 344162
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About Grant

Grant is a Certified Financial Planner (CFP®), an inaugural inductee to the status of Fellow of the Self Managed Super Fund Association (FSSA™), a member of the Financial Planning Association (FPA) and holds a Diploma of Financial Planning (DipFP).

Grant's professional philosophy and strong work ethic drives the Practice to provide exceptional personal service. He believes financial planning is about helping people increase the probability of achieving their financial objectives and to make smart and informed decisions about money.

He incorporates specialized technical advice, effective strategic planning and the financial guidance, education and assistance of his clients. The development and maintenance of our solid, long-term relationships with clients of the Practice is of primary importance and focus.

Qualifications and memberships

- Certified Financial Planner (CFP®)
- Fellow of the Self Managed Super Fund Association (FSSA™)
- Financial Planning Association of Australia (FPA)
- Diploma of Financial Planning

Financial products and services

I am authorised to provide you with general and personal financial advice on the following class and types of products.

- Deposit and payment products
- Life investment or life risk products
- Interests in managed investment schemes, including investor directed portfolio services (IDPS)
- Retirement savings accounts
- Securities
- Superannuation
- Standard Marging Lending Facilities

Services offered

- Aged Care
- Approved ASX listed investments within the ASX 200
- Budget and cashflow management
- Business Insurance
- Centrelink/DVA
- Debt management
- Estate planning
- Gearing
- Investments, including savings plans
- Ongoing advisory services
- Ownership and structures (eg discretionary and family trusts)
- Personal Risk Insurance, both inside and outside of superannuation
- Portfolio review
- Referrals to specialists (eg accountants, solicitors)
- Retirement planning
- Self Managed Superannuation
- Superannuation

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How I am paid

As the licensee, RI Advice Group Pty Ltd collects all advice fees and commissions. RI Advice Group Pty Ltd then pays the fees and commissions to my Practice as detailed in the FSG under the heading 'How we are paid'. My Practice pays me out of these fees and commissions based on a number of factors such as:

- **Salary** – based on my experience and qualifications.
- **Bonus** – I may be eligible to receive a bonus, based on a combination of revenue and meeting pre-determined annual performance-based criteria.
- **Profits** – I may be eligible to receive a percentage of profits from the Practice.
- **Commissions** – as outlined in the FSG under 'How we are paid', the Practice may receive commissions from a product provider when implementing certain product/s for you.

Client fee and payment options

Before providing advice, we will agree the fees and payment options with you. The fee you pay will depend on the complexity of your circumstances and the services you require. Your options to pay for our services can include fee for service, commission, or a combination of both.

Fee for service: Fee for service is based on the service we provide. This fee can be determined by:

- An hourly rate.
- A fixed dollar amount.
- A percentage of funds invested (excluding borrowed funds).
- A combination of these methods.

We can invoice you directly for our fee for service. Alternatively, some products allow an adviser service fee to be deducted from the balance of your investment.

Commissions: Some product providers pay commissions to RI Advice Group Pty Ltd. The amount of commissions received will depend upon the type of product and the premium paid.

Important relationships

In addition to the arrangements already disclosed in the FSG under 'Important relationships and other payments', Pride Financial Pty Limited also has the following arrangements:

Referrals from a third party

We have arrangements in place to pay a referral fee, commission, or other benefit to certain third parties when they refer new clients to us. Our current arrangements for referrals from a third party are set out in the table below and specific details of any benefit we provide in relation to our advice to you will be included in the advice documentation we provide to you.

Table - Details of arrangements for referrals from a third party:

Name of Referral Party	Bluestone Accountants and Business Advisers Pty Ltd ABN: 13 168 244 951
Payment we provide	23% of all initial, insurance or ongoing advice
Example	If Fee for Initial Advice is \$3,850, 23% of this amount (e.g. \$885.50) is payable to Bluestone Accountants and Business Advisers Pty Ltd

Name of Referral Party	Worrell & Co Accountants Pty Ltd ABN: 11 105 939 731
Payment we provide	23% of all initial, insurance or ongoing advice
Example	If Fee for Initial Advice is \$3,850, 23% of this amount (e.g. \$885.50) is payable to Worrell and Co Accountants Pty Ltd

Referrals to a third party

At present we do not have any referral arrangement in place to provide referrals to third parties in return for payment or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

Privacy Notification

Your personal information will be handled in accordance with our privacy policy, which is located on our website. We will generally collect personal information directly from you. We may collect personal information about you from a third party if we believe you have authorised that third party to provide the information to us.

The main reason we collect, use and/or disclose your personal information, is to provide you with the services that you request. In addition, as a financial service provider, we are obligated to verify your identity and the source of any funds.

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We provide financial services under the Australian Financial Services License of RI Advice Group Pty Ltd. RI Advice Group Pty Ltd monitors our compliance with the law and provides us with a range of support services, including the financial planning software we use. As a consequence, RI Advice Group Pty Ltd has access to your personal information and may use that information to facilitate the provision of financial services to you and to ensure we are complying with our obligations.

We may also disclose your information to external parties such as your accountant, banks, insurers, and product providers.

In order to keep our costs competitive, our Practice uses specialist business support resources that are located in the following country/countries: Philippines

The organisation/s we have contracted to support our business have confirmed to us they will adhere to the Australian Privacy Principles when dealing with your personal information. They will not contact you or share your information with any other party unless they have your express approval.

Please refer to our Privacy Policy for more information about how we will handle your personal information, including how to access or correct your personal information and how to make a privacy related complaint.

My contact details

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