

Part 2 Adviser Profile

Malcolm Brown

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

Introducing your financial adviser

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

Authorised Representative Number: 263501
Corporate Authorised Representative Number: 344162
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About Malcolm

After entering financial services in 1986, Malcolm has gained a wealth of experience across the board through a diversity of roles with life offices, fund managers and financial planning practices. In 2004, he gained his Diploma of Financial Planning and in 2008 accreditation as a Certified Financial Planner, making him a member of the FPA. Even within financial planning, he's explored every avenue, working in administration and client service, before becoming an adviser. What this means for Malcolm's clients, is a formidable knowledge that crosses every aspect of our industry, along with an insight into how to create a package appropriate for your precise situation. As a mark of the man, it now gives him considerable satisfaction to pass on his vast expertise on the technical sides of the profession to younger staff. Outside of work, Malcolm enjoys playing golf and indoor cricket, watching most sports, and spending time with his wife and two daughters. With these qualifications and experience, he is well qualified to help clients to achieve their financial goals.

Qualifications and memberships

- Diploma of Financial Planning
- Certified Financial Planner®
- Member of the Financial Advice Association Australia®

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 Margin Lending Facilities

Services offered

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

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

At present we do not have any referral arrangement in place to pay a third party referrer a referral fee, commission or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

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.

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

A: Level 8, 420 King William Street,
ADELAIDE SA 5000
P: 08 8168 8450
E: malcolm.brown@prideadvice.com.au
W: www.prideadvice.com.au
