



FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Tenni & Associates Pty Ltd Corporate Authorised Representative No. 448819

Tenni & Associates Pty Ltd ABN 35 773 267 320
Suite 12, 322 Mountain Highway Wantirna VIC 3152
Phone: 03 9720 9880 **Email:** grant@tenni.com.au

InterPrac Financial Planning Pty Ltd ABN 14 076 093 680
Australian Financial Services Licence Number: 246638
Level 8, 525 Flinders St Melbourne Vic 3000
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About Your Adviser Profile

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by Tenni & Associates Pty Ltd, Corporate Authorised Representative No. 448819 of InterPrac Financial Planning Pty Ltd (AFSL Number 246638), to ensure that you have sufficient information to confidently engage Tenni & Associates to prepare financial advice for you.

About Tenni & Associates Pty Ltd

At Tenni & Associates Pty Ltd, we see Financial Planning as a journey. From the early years when borrowings are high and savings must be carefully planned, through the accumulation years when debt levels reduce and savings capacity increases and finally into the retirement years when careful planning from the previous phases bears the fruit of financial security.

The need for quality financial advice has never been greater.

Evolving financial markets and regulatory regimes means more investment alternatives and clients need a financial planner that combines expertise with quality advice and service. We strive to provide integrated financial solutions, proactive advice and service in all facets of financial planning. Our detailed knowledge of the taxation laws also ensures your finances are structured in the most tax effective and secure manner.

Financial planning involves formulating a strategy tailored specifically to your financial needs and resources taking into account your age, lifestyle, investment experience, risk profile and investment time horizon.

Our aim is to assist you to secure and build your financial future.

Tenni & Associates Pty Ltd

Corporate Authorised Representative No. 448819

Address Suite 12, 322 Mountain Hwy
Wantirna VIC 3152

Phone 03 9720 9880

About Your Adviser

Grant Tenni

Authorised Representative No. 448445

Email grant@tenni.com.au

As a professional accountant and financial planner, Grant delivers a complete financial solution for his clients, and is the first point of contact and support to meet all their financial needs. He is able to address savings and investment requirements and income and growth needs, as well as the tax implications of strategies through appropriate and effectively risk managed structures. Grant brings together a suite of professional financial planning services for his clients. Regardless of the problem or opportunity, he knows what solutions are available or where to turn to get the solution implemented for clients.

Grant is committed to working closely with clients by helping them understand available financial strategies and the implications of their choices. With his commitment and passion for providing quality financial planning advice, he communicates strategies in ways that are easily understood by anyone, no matter what their background may be.

Grant has worked for over 30 years in the financial planning industry, holding the industry required code of practice and ethics in highest regard. He regularly reads academic publications on subjects related to investment markets and financial planning and attends industry seminars to enable him to stay abreast of the latest changes and updates to the financial planning industry. Grant is committed to developing a deeper understanding of financial markets which means strategies are carefully developed and considered for appropriateness before any recommendation is made. Clients appreciate the candor and honesty of conversations they have with him.

Grant's approach to financial planning is balanced with a deep appreciation of tax issues and experience as a qualified accountant which in turn means clients are able to receive a complete solution.

Intrinsic to Grant's approach to providing financial planning advice to his clients is his knowledge and understanding of direct investments. He believes that for many people, direct investment in property and shares, at the right time and at the right price, will achieve far greater wealth creation than following the "managed funds for all" approach.

Grant's association with some of the best property investors in Australia has enabled him to provide his clients with opportunities normally not available to most members of the public.

Grant is married with two sons, a keen Essendon member who enjoys many sports, and is especially passionate about golf.

Financial Services Your Adviser Provides

The financial services and products which Grant can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Tenni & Associates is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Grant's hourly rate is \$242 per hour including GST.

A fee may be charged for the initial work in developing and implementing a strategy, usually between \$577.50-2,310 including GST, as well as a fee for ongoing monitoring and reviews, (discussed and determined in consultation with each client in order to meet their requirements).

Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may be remunerated for the personal insurance services they provide by receiving commission. Commission rates vary greatly between products and providers. Commissions are not an additional charge to you, they are paid by the product provider from the fees paid on your investment, or from the premium you pay for your insurance.

Our fees and charges are determined in agreement with each individual client in order to ensure the client is comfortable that they are receiving value for money.

The Statement of Advice provided to you will clearly set out all fees and charges payable.

Emma Harrison

Limited Authorised Representative No. 1243561

Email emma@tenni.com.au

Emma Harrison joined Tenni & Associates in 2010 and quickly established herself as a valuable and highly respected member of our team.

Emma has a strong background with the establishment and running of Self-Managed Superannuation Funds. In response to changes to legislation, Emma has now completed her training and appointment as a Limited Authorised Representative, able to assist in the setup, administration and wind down of SMSFs.

Emma is a qualified CPA with over 15 years' experience in the accounting profession, specialising in taxation and business services. Emma looks beyond the 'numbers' and helps clients grow and manage their business. Her friendly, enthusiastic and professional approach is a great asset in assisting clients with their taxation and business requirements.

Financial Services Your Adviser Provides

The financial services and products which Tenni & Associates can provide advice on comprise:

- **Superannuation**

Restrictions: Is only authorised to:

provide financial product advice on self managed superannuation funds;

arrange to deal in an interest in a self managed superannuation fund;

provide financial product advice on superannuation products in relation to a persons existing holding in a superannuation product but only to the extent required for:

-making a recommendation that the person establish a self managed superannuation fund; or

-providing advice to the person on contributions or pensions under a superannuation product;

provide class of product advice on the following:

-superannuation products; and

-basic deposit products.

Fees and Payments

Emma's hourly rate is \$242 per hour including GST.

The Statement of Advice provided to you will clearly set out all fees and charges payable.

Fioravanti Anthony Colella

Limited Authorised Representative No. 1272131

Email anthony@tenni.com.au

Fioravanti Anthony Colella (Anthony) Joined Tenni & Associates in 2017. Anthony is a qualified CPA with several years' experience including corporate accounting as well as public practice.

Anthony has experience in dealing with superannuation funds and investments. In 2018 he completed his training and appointment as a Limited Authorised Representative. Anthony is therefore able to assist in the setup and administration of Self-Managed Superannuation Funds.

When dealing with clients Anthony is able to provide explanations of complex matters that are easy to understand yet backed up by his in-depth research.

Anthony has shown a great interest in helping clients achieve their goals and is looking to further his career with Tenni & Associates in both the accounting and the financial planning sides of the business.

Anthony is very interested in economics, personal investment, and building his knowledge of the property and investment cycle. He enjoys time with his mates and playing the guitar.

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provide class of product advice on the following:

-superannuation products; and

-basic deposit products.

Fees and Payments

Anthony's hourly rate is \$242 per hour including GST.

The Statement of Advice provided to you will clearly set out all fees and charges payable