

Adviser Profile

Paul Stojanovic

Who is my adviser? **Paul Stojanovic** and Prosperity Partners are Authorised Representatives of Consultum Financial Advisers Pty Ltd.
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Paul has been involved in the financial planning industry for over 12 years. Paul's experience in the industry is broad, from assisting financial advisers with investment platform strategies, practise management and development to recently business development for a large global investment manager.

Paul has completed a Bachelors Degree in Art and also has a Diploma in Financial Services. This has enabled Paul to combine both his passions and is able to present a broad range of solutions for both the corporate and individual alike.

Paul has in the past held a position on the WA chapter of the Financial Planning Association as a board member. Paul is well respected in the industry for his insights and attitude to wealth creation and wealth preservation.

Paul Stojanovic ASIC Authorisation Number 291588.
Wotif Pty Ltd trading as Prosperity Partners ASIC Authorisation Number 303569.
Consultum Financial Advisers Pty Ltd. ABN 65 006 373 995 ('Consultum')
Australian Financial Services Licensee, Licence No. 230323

What kinds of financial products and services are you authorised to provide to me?

I am authorised by Consultum to provide financial product advice to wholesale and retail clients, on the following class of products:

- **Deposit Products**
- **Life Products including:**
 - Investment life insurance products
 - Life risk insurance products
- **Superannuation products, including:**
 - Public Offer Superannuation Funds
 - Allocated Pensions and Complying Annuities
 - Corporate Superannuation Funds
- **Retirement Savings Accounts**
- **Managed Investment products, including:**
 - Master trusts, Wrap Facilities, Property Syndicates
 - Tax-effective investments
- **Securities**
 - As a referral service through an approved broker only

How I am paid?

What amounts do my employer and other related entities receive?

The product providers pay fees and commissions to Consultum which are explained in the Financial Services Guide and also below. Consultum retains a percentage of up to 5% of these fees and commissions and then pays the balance to Prosperity Partners, which engages me to provide financial services. The amount paid by Consultum to Prosperity Partners ranges from 95% to 99% of the fees and commission received.

I am a Director of Headless Canary Pty Ltd. Headless Canary Pty Ltd has a service and facilities arrangement in place with Prosperity Partners Pty Ltd which enables me to trade, operate and represent Prosperity Partners under a contractual agreement.

This profile is part of your Financial Services Guide and should be read in conjunction with this document.

Prosperity Partners pays my company Headless Canary Pty Ltd the full amount of fees and commissions it receives from Consultum less outgoings as stipulated in the service and facilities agreement.

Headless Canary Pty Ltd pays me a salary and I may be entitled to receive additional capital and profit related benefits.

Prosperity Partners is also responsible for the payment of wages and salaries for its staff and for all other operational expenses such as rent, superannuation and other overheads, which are necessary to deliver its range of financial services to you.

Summary of Fee Options

Our initial appointment is free. At this meeting, I will explain how we operate, what you can expect and our payment options. All fees and commissions payable by you will be explained to you at the time advice is given and fully detailed in a Statement of Advice, Record of Advice and Product Disclosure Statements (PDS). You will have the ability to "select" your preferred payment option prior to the provision of personal advice.

Below is a summary of our payment options, which are inclusive of GST:

Financial Planning Advice Fee - You may be charged a fee, based on either the time we spend developing the plan and/or the value of the funds you invest. Our current hourly based rate is \$385 per hour. Our plan (Statement of Advice) based fees range upwards from \$3,575 and price varies depending on scope and complexity.

Adviser Service Fee Once-Off - The product provider deducts a once-off fee for the services provided to you in relation to your account and pays this to Consultum. This fee may be up to 1.16% and/or from \$385.

Adviser Service Fee Upfront/Entry Fee/Contribution Fee/Initial Commission -

Adviser Service Fee Upfront/Entry Fee/Contribution Fee - The product provider deducts the fee from the funds invested and pays this to Consultum. This fee may be up to 4.4% dependent on the product provider and the specific product recommended.

Initial Commission - The product provider pays the initial commission to Consultum. This amount is not an additional cost to your entry fee. This commission may be up to 5.5% dependent on the product provider and the specific product recommended.

Where insurance products are recommended, the insurance provider may pay Consultum an initial commission based on the value of your premium. This may be up to 125% of the value of the premium.

Adviser Service Fee Ongoing - The product provider deducts the fee from the account balance and pays this amount to Consultum. The amounts paid will depend on the investment value and will continue for the duration of your account. This fee may be up to 2.1% per annum.

Ongoing commission - Ongoing commission is factored into the cost of the product and is paid by the product provider to Consultum. The amounts paid will depend on the investment value and will continue for the duration of the investment product. This commission may be up to 1.1% per annum.

Where a life insurance policy is renewed, the insurance provider may also pay a renewal commission. Where this happens the commission may be up to 35% of the value of the renewal premium amount.

Through discussion, any combination of the above options may be negotiated.

Do any relationships or associations exist which might influence you in providing me with the financial services, other than what has already been outlined in the FSG?

No

Date of completion of Adviser Profile: 24 January 2011, Version 3.

Consultum Financial Advisers

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