

BUSINESS PROFILE

ADVISER PROFILE

VERSION:

VERSION 1.0

This document contains a Business and an Adviser profile. The business profile provides information about the business your adviser works for. The adviser profile provides information about your adviser - their contact details, qualifications, experience and any memberships they may hold. It also outlines the strategies and products your adviser can provide advice on.

These profiles are part of the Financial Services Guide (FSG) and are only complete when they are provided together.

DATE ISSUED

09/11/2021

ABOUT OUR LICENSEE



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Insight is responsible for the services provided by any of its authorised or credit representatives.

OUR CONTACT DETAILS



Townshend Financial Planning Pty Ltd ACN 609 728 609 is a Corporate Authorised Representative No. 240437 of Insight Investment Services Pty Ltd.

TRADING NAME Townshend Financial Planning Pty Ltd
BUSINESS ADDRESS Suite 5, 100 Hay Street, Subiaco 6008 WA
POSTAL ADDRESS PO Box 774, Subiaco WA 6904
TELEPHONE 9380 6644
WEB www.townshendservices.com

ABOUT OUR TEAM

At Townshend Financial Planning we offer comprehensive financial planning solutions to our clients, taking a holistic approach to understand your circumstances, objectives, and attitudes to risk and provide you with a big picture solution to set you on the path to a comfortable retirement.

We are a dynamic business that delivers tailored solutions to meet your individual financial needs. Our team of specialists provide a comprehensive range of financial services to help you achieve your short and long term goals.

In particular, we offer advice services in the areas of superannuation and retirement planning, investments, wealth creation, risk insurance and self-managed superannuation funds.

ADVICE FEES



The fees charged for our advice and services may be based on:

- A set dollar amount that is agreed between you and us and invoiced directly to you.
- A percentage-based fee that is agreed between you and us and paid via your product (if possible).

Please refer to our Client Value Proposition for full details in relation to the cost of our services.

Our advice fees (inclusive of GST) include charges for the following advice services:

INITIAL CONSULTATION (1 HOUR)	Complimentary
ADVICE HOURLY RATE	\$250 to \$650
INITIAL ADVICE	\$990 to \$5,500
ADVICE IMPLEMENTATION	Hourly rate of \$250 to \$650
ONGOING ADVICE	May be up to 1.5% per annum
ADDITIONAL ADVICE	n/a – included in ongoing advice fee

Fees will increase on July 1 each year in line with the Consumer Price Index (CPI).

COMMISSIONS

Commissions may be payable by product issuers for services in relation to insurance, banking deposit products, margin lending, some loan products and older investment products and annuity products.

For insurance, the commission is factored into the annual premium and at 1 Jan 2020 is as follows

- From 0% to 66% of the initial premium
- From 0% to 22% per annum of the renewal premium

Generally, the payment we receive will be based on the service provided. Details of other payments we receive are contained in the Product Disclosure Statements (PDS) for most financial product issuers, which are available from your adviser.

You have a right to request for further information in relation to the remuneration, the range of amounts or rates of remuneration, and soft dollar benefits received by the licensee and/or representative.

HOW ARE WE PAID

Insight collects our fees (incl. GST) and we pay Insight a fixed fee from our turnover to support our business. This includes investment and strategy research, continuing education, compliance consulting and business coaching, allowing us to provide you with the highest quality service and advice. The remainder of our fees is paid to Townshend Financial Planning Pty Ltd from which your financial planner receives a salary

OTHER BENEFITS I RECEIVE

PAYMENTS FROM OTHER PROFESSIONALS

We have no payment arrangements in place with any of our referral partners.

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PAYMENTS TO OTHER PROFESSIONALS

We may pay a referral fee when clients are referred to us from other professionals.

RELATIONSHIPS AND ASSOCIATIONS

n/a

ADVISER PROFILE

ABOUT ME



My name is Robert **Sean Keane** and I am an authorised representative No. 240437 of Insight Investment Services Pty Ltd.

EDUCATION AND QUALIFICATIONS

Advanced Diploma of Financial Planning
Bachelor of Business (Footscray Institute of Technology)
FASEA Exam. Successful Completion
PPS Mutual insurance: Accredited Adviser

EXPERIENCE

I commenced in the financial services industry in 2001. I am well qualified to recommend and provide advice on retirement planning, pensions, superannuation, investments, life insurance, trauma and income protection insurance.

MEMBERSHIPS

Financial Planning Association of Australia

MY CONTACT DETAILS

TELEPHONE	08 9380 6644
MOBILE	0412 180 823
EMAIL	sean@townshendservices.com

WHY SHOULD YOU CHOOSE ME

I aim to provide personalised and responsible advice suited to your objectives and believe that sound advice and planning is the key to improving your financial position.

I undertake continuous professional development and training programs so that I am up to date with legislative changes to superannuation, investments, social security and tax environments.

I have access to technical, risk and investment research professionals who provide me with additional analysis on strategies and products that become available as a result of these changes.

I will help you sort out your goals and weigh up different investment strategies to achieve them.

Most importantly, I turn your thoughts into action. There are no secret formulas to achieving financial security. I work with you to get the basics right and ensure you have a plan to achieve your goals over time.

ADVICE I CAN PROVIDE

I can provide you with strategic advice as well as arrange the types of financial products listed below. I can help you to identify the types of services and products that will be appropriate to meet your financial goals. In addition, you can choose whether to receive advice about a range of needs all at once, or we can provide advice about a single issue, so your most important goals are achieved first. Further advice can then be provided over time about any other needs or goals as required.

I am authorised to provide advice on the products listed below:

STRATEGIES

- guidance on budgeting and goal setting
- savings and wealth creation strategies
- investment planning
- superannuation planning
- pre-retirement planning
- retirement planning
- personal insurance planning
- business insurance planning
- estate planning considerations
- aged care and Centrelink planning
- salary packaging advice

FINANCIAL SERVICES PRODUCTS

- deposit and payment products
- financial planning
- life risk insurance products
- securities
- managed investments
- tax effective investments
- superannuation and retirement savings accounts

HOW I AM PAID

I am a sole trader operating under Townshend Financial Planning's licence. My business income is paid through Townshend Financial Planning Pty Ltd.