



## Fortnum Principal Practice Profile

Fortnum Private Wealth Pty Ltd (ABN 54 139 889 535), AFSL 357306 trading as Fortnum Financial Advisers (FFA) is a Group representing a number of like-minded advisers united in a “client-first” approach, in which all Principal Practices have an equity stake.

Draper Financial Services Pty Ltd (ABN 21 097 853 195) trading as GEM Capital Financial Advice and advisers are Authorised Representatives of FFA.

Note: This Principal Practice Profile forms an essential part of the Financial Services Guide (“Guide”). The Guide is not complete without it.

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## GEM Capital Financial Advice

While GEM Capital is part of a National Group, we have the benefits of running as a small business. Our philosophy is based around treating others how they would like to be treated, and this not only applies to our clients, but also potential clients and our staff.

- Listen to what people want
- Put clients interests first
- Communicate regularly and in a format suitable for each individual
- Provide Advice in a manner that is easy to understand – even when dealing with complex issues
- Continually strive for improvement
- Build long term relationships
- Keep up to date with technology to enhance service delivery
- Invest clients money as though it were our own (every quarter we openly disclose our own investment holdings)

GEM Capital are committed to providing high quality advice and service to their clients. We provide a range of services to cater to the requirements of our clients. We cater for people who are seeking detailed, hands on management of their portfolio right through to those who want to put a little money aside for the future. We have access to detailed information on Managed Funds, and Direct Share research, which forms the basis of our recommendations to you.

Our Practice has been established since 2002 providing a range of wealth advice and expertise to assist clients with every aspect of their financial situation. Our aim is to assist clients to manage and protect their wealth.

We can help you create the financial security that lets you focus on what’s really important in your life.

Our member firm is made up of 3 advisers with a disciplined approach to helping you build and manage your plan for financial independence.

## Our Team

### **Melissa Draper**

CFP<sup>®</sup>, DipFP

Melissa Draper is the Proprietor of Draper Financial Services Pty Ltd, a member of Fortnum Financial Advisers. The authorised representative number of Melissa Draper is 239383.

Melissa has worked in the financial services industry since 1987, becoming a Business Development Manager with Asgard in 1993 and then joining Zurich Life in the same role in 1998. She became a financial adviser in 2001 with Ord Minnett until 2002 at which time, she joined Associated Planners Financial Services Limited (now Genesys Wealth Advisers) establishing Draper Financial Services. Melissa joined Fortnum Financial Advisers in July 2010.

Melissa holds the internationally recognised Certified Financial Planner<sup>™</sup> or CFP<sup>®</sup> qualification and she is a Member of the Financial Planning Association of Australia. Melissa has completed a Diploma of Financial Planning. With these qualification and experience she is well qualified to help clients achieve their financial goals.

### **Shannon Corcoran**

Adv DipFS(FP) FChFP

Shannon Corcoran is employed by Draper Financial Services Pty Ltd, a member of Fortnum Financial Advisers. The authorised representative number of Shannon Corcoran is 239369.

Shannon has worked in the financial services industry since 1998 commencing in a paraplanning role before becoming a financial adviser with Draper Financial Services in 2002. Prior to his years in finance, he played football in the AFL for 9 years. Shannon joined Fortnum Financial Advisers in July 2010.

Shannon holds an Advanced Diploma of Financial Planning and is an Associate Practitioner member of the Financial Planning Association of Australia and Associate Member for the Financial Services Institute of Australia. Shannon is also a Fellow Chartered Financial Practitioner with the Association of Financial Advisers Ltd. With these qualifications and experience he is well qualified to help clients achieve their financial goals.

### **Mark Draper**

CFP<sup>®</sup>, DipFP

Mark Draper is employed by Draper Financial Services Pty Ltd a member of Fortnum Financial Advisers. The authorised representative number of Mark Draper is 239382.

Mark has worked in the financial services industry since 1988 becoming a Business Development Manager with Westpac Financial Services until joining GIO as a financial adviser in 1993. He returned to a role as Business Development Manager with Westpac in 1995 until joining Ord Minnett as a financial adviser in 1998. Mark joined Associated Planners Financial Services Limited (now Genesys Wealth Advisers) as a financial adviser in 2002. He joined Fortnum Financial Advisers in July 2010.

Mark holds the internationally recognised Certified Financial Planner<sup>™</sup> or CFP<sup>®</sup> qualification and is a Member of the Financial Planning Association of Australia. He has completed a Diploma of Financial Planning. With these qualifications and experience he is well qualified to help clients achieve their financial goals.

## Products Offered

The advisers noted in this profile are authorised to provide financial product advice to their clients and deal in:

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

## Services Offered

The advisers noted in this profile are able to offer their clients the following services:

- Financial planning
- Investment strategies
- Superannuation strategies
- Life and disability insurance, including investment life insurance
- Retirement planning advice
- Tax effective investments
- Advice on ownership and structures eg. Discretionary and family trusts
- Centrelink benefits advice
- Portfolio review services
- Estate planning
- Ongoing advisory services
- Referrals to specialists, eg Accountants, solicitors

In addition, Mark Draper and Shannon Corcoran are authorised to advise in ASX Listed Securities and Self Managed Superannuation Funds.

## Client Fees

There are various ways that you may pay for the services that are provided.

- Fee For Service
- Commissions from a product or service provider
- A combination of the above

Your adviser will obtain your agreement to the arrangement prior to proceeding.

## Fee for Service

A fee for service may be payable for the following services:

- Preparation of advice
- Initial adviser services
- Ongoing adviser services
- Ongoing review services

The fee for service may be determined by any of the following:

An agreed fee;

A percentage of funds under advice of up to \$700 + 0.77% per annum (inclusive of GST) with a minimum \$3,300 per annum (inclusive of GST) depending on the complexity of your circumstances;

A percentage of funds under advice of 0.99% per annum (inclusive of GST) with a minimum \$1,320 per annum (inclusive of GST).

Our two service options are outlined in our Service and Fee Information Guide which has been presented to you. Please read Our Guide carefully and ensure you have a good understanding of the fees applicable to you. The agreed package will then be confirmed in your Statement of Advice.

If you pay a fee for service to Fortnum Financial Advisers, they may pay a proportion of this to Gem Capital Financial Advice as detailed in the Guide under the heading "Remuneration received by Principal Practices". If your adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you with advice.

## Commissions from product and service providers

Commissions may be paid to Fortnum Financial Advisers and service providers who, in turn, may pay a proportion of this to GEM Capital Financial Advice as detailed in in the Guide under the heading Remuneration received by Principal Practices”.

If your adviser receives a proportion of this remuneration they will inform you of the amount at the time they provide you the advice.

## Adviser Remuneration

The advisers notes in this profile may be remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document

- Salary

Your adviser may be paid a salary based on experience and capability.

- Bonus

Your adviser may be eligible to receive a bonus based on a combination of revenue and other non financial measures that relate to compliance, staff training and the quality of service.

## Other benefits

Your adviser may also receive other benefits, all of which are detailed in the Guide under the heading ‘other benefits’.

Your adviser is also required to keep a register of small value benefits (i.e. \$100 to \$300 in value) which may be received by them from product and service providers. These benefits are permissible unless they are received frequently or similar benefits, when combined, exceed \$300. These registers are available at your adviser’s office for inspection with 7 days’ notice.

## Contact details

If you would like to make an appointment, please contact our office on:

Phone: (08) 8273 3222

Fax: (08) 8373 3888

Address:

154 Goodwood Road,  
Goodwood SA 5034