

Bruce Brammall Financial Pty Ltd ATF Castellan Financial Consulting Unit Trust

This document is issued by Sentry Advice Pty Ltd ABN 77 103 642 888 AFSL 227748 (Sentry). It is Part Two of a Financial Services Guide (FSG) and should be read in conjunction with Part One.

Bruce Brammall Financial Pty Ltd as trustee for Castellan Financial Consulting Unit Trust ("Bruce Brammall Financial") is a Corporate Authorised Representative of Sentry and has been given permission to provide you with this FSG Part Two.

Financial Services are provided to you by:

Corporate Authorised Representative Name	Bruce Brammall Financial Pty Ltd ATF Castellan Financial Consulting Unit Trust
Australian Company Number	135 598 551
Corporate Authorised Representative ASIC Number	337708
Authorised Representative Name	Ian Wood
Authorised Representative ASIC Number	250006
Business & Postal Address	1/420 High Street, Kew, VIC 3101
Telephone	03 9020 2905
Email	ian@brucebrammallfinancial.com.au

Ian Wood

Ian is an Authorised Representative of Bruce Brammall Financial and is authorised to advise and deal in the following products:

- Government Debentures, Stocks and Bonds
- Life Insurance (Risk and Investment Products)
- Retirement Savings Accounts and Superannuation
- Deposit Products
- Managed Investment Schemes
- Securities

Ian is not authorised to advise and deal in relation to the following products:

- Derivatives
- Margin Lending
- Self Managed Superannuation Funds
- Managed Discretionary Accounts

Remuneration

Sentry receives all remuneration paid upon the provision of services by Ian and under contract deducts a Licensee fee from the amounts received from Bruce Brammall Financial and Sentry then forwards the residual remuneration onto Bruce Brammall Financial. Bruce Brammall then pays Ian a salary. Ian may also receive a bonus if certain targets are achieved.

All fees and charges will be discussed and agreed with you prior to commencing any work.

Fee for Service

- **Fee for service** - We charge a fee for the production of a Statement of Advice, which includes all of the research, planning, recommendations and product of the SOA. The dollar amount is subject to the complexity of the advice being provided. Most plans will have a SoA fee of between \$500 and \$10,000. But more complex plans will be more expensive, but the cost will be outlined to you before work on the Statement of Advice begins.
- **Implementation fees** - For more complex implementation procedures, we may charge an implementation fee. This will usually range from \$0 to \$2,000 but will be discussed during an initial meeting and detailed in your Statement of Advice.
- **Transaction fees** - There may be some transaction fees for implementing your investment and superannuation advice. For share trades, these might be \$0 up to \$100, or for other transactions, 0% up to 2.2%. These will be detailed in your Statement of Advice, if applicable.
- **Ongoing service fees** might either be charged as a % of assets under advice p.a. which generally range from 0% p.a. to 1.65% p.a. (excluding investments using geared funds). For example, if we charge a 1% ongoing service fee p.a. and you invest \$100,000; your ongoing service fee will be \$1000 p.a. (assuming no change in value of the amount invested). In some cases a percentage fee of assets under advice may not be applicable in which case a flat dollar fee, generally in the range of \$200 to \$10,000 per month, may be charged.
- **Hourly Rates** - We may charge an hourly rate for the services we provide. For services provided by Ian the rate will be up to \$250 ex gst per hour and for administrative and Paraplanning services the rate may be up to \$110 ex gst per hour.

All fees are exclusive of GST.

You will be invoiced directly for these fees and may elect to pay Sentry directly or have these fees deducted from your investments.

Commission

Product providers may pay a commission directly to Sentry for some financial products.

Commission payments may be either initial or ongoing. Initial commissions are generally a once off payment made when new business is placed or additional contributions are made to a financial product. Ongoing commissions are paid whilst you hold the product.

Where possible we may agree to refuse to receive these commissions, rebate these commissions to your account, or use the commissions to offset some or all of your agreed fee for service.

Commission on Life Insurance Products

Initial commission may be up to 66% of the initial annual premium. Ongoing commission may be up to 50% of the ongoing annual premium.

Should you cancel an insurance contract within the first two years the Adviser reserves the right to invoice you an amount equal to the costs they have incurred as a result of the provision of financial services to you.

All commissions are exclusive of GST.

Referral arrangements

Ian may have referral arrangements with selected referral partners.

If a referral arrangement applies to you, Ian will provide you with further details.