



ADAMS ORBELL McGRATH

**PARTNERS**

PRIVATE WEALTH

# **REPRESENTATIVE PROFILE**



Version 6.1 – Preparation date 1 July 2022

This document forms the second part of the Oreana Financial Services Guide. The FSG is divided into two parts and both parts must be read together. This document is designed to clarify who we are, what we do, and aims to help you decide whether to use our services.

# WHO WE ARE

Your financial advice specialists are Representatives of and offer services on behalf of Oreana Financial Services Pty Ltd, AFSL License No. 482234:

## **Samuel John Adams**

Authorised Representative No. 284845

## **Glen Anthony Orbell**

Authorised Representative No. 400141

The Financial Services that the above financial advice specialists offer are provided by Adams Orbell Pty Ltd, ABN 76 220 734 675, trading as Adams Orbell McGrath Partners Private Wealth, Authorised Representative (AR) No. 318159.

## **Partners on your journey to financial freedom**

Adams Orbell McGrath Partners Private Wealth (in current and previous form) has been providing wealth management advice to aspirational individuals and family groups for more than 20 years.

Adams Orbell McGrath Partners Private Wealth specialise in providing advice to Family Groups, Executives, Professionals, Expatriates, Business Owners and Retirees. Our range of services and advice are designed to enhance your financial wellbeing and assist with managing your financial complexity, allowing you to focus on your business, family and/or retirement needs.

Oreana has authorised your advisors to provide you with this Financial Services Guide.

## **ABOUT**

### **Samuel Adams**

Sam is a Principal Adviser of the practice and has been providing personal advice services to clients since 2004. Sam has completed a Bachelor of Business degree majoring in Economics and Business Law at Swinburne University. He is a member of the Financial Planning Association of Australia (FPA) and is a CERTIFIED FINANCIAL PLANNER™. He is also registered with the Tax Practitioners Board (TPB) and is a Tax (financial) adviser.



### **Glen Orbell**

Glen is a Principal Adviser of the practice and first provided advice services in 2006. Glen has completed a Bachelor of Commerce majoring in Financial Planning and Management at Deakin University (Melbourne). He is a member of the Financial Planning Association of Australia (FPA) and is a CERTIFIED FINANCIAL PLANNER™. He is also registered with the Tax Practitioners Board (TPB) and is a Tax (financial) adviser.





# WHAT WE DO

We are authorised by Oreana Financial Services to provide financial advice in relation to:

- Wealth Accumulation
- Income & Asset Protection
- Tax Strategies
- Superannuation (Inc. SMSFs)
- Retirement & Redundancy Planning
- Estate Planning
- Government Benefits
- Debt Management
- Expatriate Financial Planning

## What financial products and services are we authorised to provide?

Oreana Financial Services Pty Ltd is authorised to carry on a financial services business to provide financial product advice and deal to wholesale & retail clients in the following classes of financial products:

- (i) Basic/Non-Basic Deposit products;
- (ii) Non-Cash payment facilities;
- (iii) Derivatives;
- (iv) Debentures, stocks or bonds issued or proposed to be issued by a government;
- (v) Life products - Investment Life Insurance;
- (vi) Life products - Life Risk Insurance;
- (vii) Managed investment schemes, including Investor Directed Portfolio Services (IDPS);
- (viii) Retirement savings accounts ("RSA") products;
- (ix) Securities; and
- (x) Superannuation; and
- (xi) Standard Margin Lending.

## Your Needs

Adams Orbell McGrath Partners has a reputation for having an intimate and concise understanding of each private client, their circumstances, financial objectives and aspirations. This is accomplished by your Adviser partnering with a limited number of suitable private clients ensuring that the appropriate level of attention and care is dedicated to each relationship.

Every client relationship is important to us and is intended to be a long-term trusted partnership in building your financial security, enabling you to live your life vision and achieve success as defined by you.

We aim to provide you smart and bespoke solutions for building, managing and protecting the wealth you accumulate. Key to this value proposition is delivering you peace of mind that you are not alone in navigating the complexity and change inherent in the global economic environment, financial markets and the law.



# HOW WE CHARGE FOR OUR SERVICES

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

Type of advice	Fee charged
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<b>Initial consultation</b>	At our expense
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<b>Initial advice</b> (advice preparation and implementation)	Our fee for the completion of your needs analysis and preparation of your financial plan will range from \$6,600-\$35,000 and will vary depending on the level of complexity of your situation and the advice provided. Complex advice requirements include the use of trusts and ownership structures including self-managed super funds, overseas assets or incomes, executive options and share schemes or multiple investment entities.  We will invoice you for 50% of the agreed fee at the commencement of work and the residual 50% will be invoiced on delivery of your financial plan. The initial advice fee comprises two components: An advice preparation fee – charged for the preparation of a written Statement of Advice  An implementation fee – charged for implementing the advice and recommendations
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<b>Ongoing advice</b>	Adams Orbell McGrath Partners Private Wealth works with each private client to review and adjust their financial plan over their life journey and therefore offers our clients an ongoing advisory service.  We operate on a Fee for Service basis. You have the choice of the following fee structures; A fixed dollar Adviser Service Fee or; A strategic review fee Plus a Portfolio Management Fee or; A Portfolio Management Fee  The ongoing advice fee will be based on the level of service required, the frequency of the review and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures including self-managed super funds, overseas assets or incomes, executive options and share schemes or multiple investment entities. The level of investments under management and the frequency of review may also impact the fee charged.
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Type of advice	Fee charged
<b>Ongoing advice</b>	<p>Where a Portfolio Management Fee is applied, the level of the fee will vary with the complexity of the portfolio being managed. For example, an investment portfolio valued at \$100,000 with a fee of 0.35%pa the annual fee levied will be \$350.</p> <p>In all cases, our minimum annual Ongoing Advice Fee will be \$6,600pa and our maximum fee will be \$35,000pa. The fees will be collected on a monthly basis and details on your fee structure will be disclosed in your financial plan.</p>
<b>Ad hoc advice</b>	<p>The fees for the provision of ad hoc advice not covered by an Ongoing Service arrangement will be charged on an hourly basis at a rate of \$440.</p>
<b>Insurance products</b>	<p>Unless you have agreed to a fee for advice arrangement, we will receive commission for our initial and ongoing services to you. The relevant insurer will pay to us an initial commission between 0% and 77% and ongoing commission between 0% and 22% of the annual premium for as long as you hold the product. Commissions are paid to us by the product provider and are not a direct cost to you. Details of the relevant fee structure will be disclosed in your financial plan.</p>
<b>Stamping fees</b>	<p>Where we receive stamping fees from issuer companies for raising capital or debt on behalf of that company, we will offset this payment against the cost of our advice to you.</p>
<b>Pre-existing arrangements</b>	<p>For existing clients already in an established fee ongoing advice fees may fall outside our minimum in limited circumstances.</p>

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by us are paid to Oreana.

Oreana receives all fees and commissions payable for the services we provide and pays 100% of all the fees and commissions it receives to Adams Orbell Pty Ltd T/A Adams Orbell McGrath Partners Private Wealth.

### Will anyone be paid for referring me?

At present we do not have any referral arrangement in place to pay a third party referrer a referral fee, commission or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

## How I am paid

As a Director/Principal/Shareholder of Adams Orbell Pty Ltd I am entitled to receive director fees, a salary or distributions from Adams Orbell Pty Ltd. I do not receive any bonuses, benefits or additional payments for recommending specific products or providers and the remuneration scheme of which I am a part has been designed to ensure that your interests are prioritised, conflicts are minimised and that my advice is not inappropriately influenced.

## Referral relationships

The table below outlines the referral relationship(s) we have. If we do refer you, we may receive a fee payment or commission for the services stated below. We will not refer you for this service unless it is in your best interest and necessary for you to achieve your goals and objectives.

Name of referral partner	Services	Payment received for referral
Jacoba Financial	Lending and debt solutions (mortgage broking)	A maximum of 0.24% of the initial loan value amount. We do not receive ongoing amounts.

We may agree to rebate in full the commissions otherwise payable to us on loan referrals.

# PARTNERS ON YOUR JOURNEY TO FINANCIAL FREEDOM



For more information on anything you have read in this document or if there is anything else we can help you with, please contact us at:

Adams Orbell McGrath Partners Private Wealth

**P** 03 7036 0011

**E** [sam@partnerspw.com.au](mailto:sam@partnerspw.com.au); [glen@partnerspw.com.au](mailto:glen@partnerspw.com.au)

**W** [partnerspw.com.au](http://partnerspw.com.au)

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