

# FINANCIAL SERVICES GUIDE

HEARD  
FINANCIAL

**AUTHORISED FOR DISTRIBUTION BY: LJFD PTY LTD**

AFSL: 438458

ABN 66 161 715 304

93 Frome Street Adelaide SA 5000

Phone (08) 7070 1600

**For:**

- **HEARD FINANCIAL PTY LTD**

Corporate Authorised Representative (AFSR: 444271) of LJFD Pty Ltd  
93 Frome Street Adelaide SA 5000 Phone: (08) 7070 1600

**&**

- **HEARD WRIGHT PTY LTD**

Corporate Authorised Representative (AFSR: 1281050) of LJFD Pty Ltd  
65 Henley Beach Road Mile End SA 5031 Phone: (08) 7228 7000

**&**

- **HEARD PAYNEHAM PTY LTD**

Corporate Authorised Representative (AFSR: 1293595) of LJFD Pty Ltd  
93 Frome Street Adelaide SA 5000 Phone: (08) 7070 1600

ISSUED JULY 2024

## **PURPOSE OF THIS DOCUMENT**

This Financial Services Guide (FSG) is an important document designed to assist you in making an informed decision on whether you wish to utilise our services. It also contains important information about:

1. Who we are
2. The services we provide
3. Your financial adviser
4. The financial advice process
5. Fees and commissions
6. Conflicts of interest that may impact our services
7. How we deal with complaints
8. Your privacy

When we provide you with financial planning services you may receive:

- A Statement of Advice (SoA) or Record of Advice (RoA) which documents the advice we provide to you.
- A Product Disclosure Statement (PDS) which explains the products we have recommended.
- An annual Fee Disclosure Statement (FDS) which documents the fees paid and services you have received in the preceding 12 months.

## **WHO WE ARE**

LJFD PTY LTD holds an Australian Financial Services Licence (438458) which has been issued by the Australian Securities and Investments Commission (ASIC).

Heard Financial Pty Ltd and Heard Payneham Pty Ltd (trading as Heard Financial) are each a company owned and managed by Nicholas Heard and each is a Corporate Authorised Representative of LJFD Pty Ltd (Licence Holder).

Heard Wright Pty Ltd (trading as Heard Financial) is a company owned and managed by Nicholas Heard and Daniel Wright. It is a Corporate Authorised Representative of LJFD Pty Ltd (Licence Holder).

We are required to comply with the obligations of the Corporations Act and the conditions of our licence.

This includes the need to have compensation arrangements in place with a Professional Indemnity insurer.

## **THE SERVICES WE PROVIDE**

We provide a comprehensive range of advice and dealing services which include:

- Superannuation
- Self managed superannuation funds
- Securities
- Managed investments
- Personal insurance
- Margin lending
- Retirement planning
- Deposit products
- Aged Care

## **YOUR FINANCIAL ADVISER**

Your Adviser will provide these services to you via Heard Financial, Heard Wright or Heard Payneham.

The Financial Services Guide Part 2 'Adviser Profile' contains information about your Adviser and the products and services they are authorised to provide you.

Your Adviser acts on behalf of Heard Financial who is responsible for the services that they provide.

### **LEGISLATIVE NOTICE:**

#### **We are not independent.**

*The law makes it very difficult for most advisers to say they are independent, unbiased or impartial, even if they are not in any way linked to a financial product provider (like a bank).*

*If, for example, an adviser gets paid a commission to help a client arrange some insurance they are automatically prohibited from calling themselves independent. Most advisers who receive those commissions charge their clients very little (if anything) for the advice or the help they provide putting a policy into place. From time to time, we receive these commissions.*

*So, although we will always put your interests before ours when giving advice we cannot (by law) call ourselves independent, unbiased or impartial.*

## **THE FINANCIAL ADVICE PROCESS**

We recognise that the objectives and personal circumstances of each client are different. What is right for one client may not be right for another.

We will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we address all issues. We will always provide advice which is in your best interest.

When we first provide advice to you it will be explained thoroughly and documented in a Statement of Advice (SOA) which you can take away and read.

The Statement of Advice will explain the basis for the advice, the cost to you of implementing the advice and any commissions or associations which could have influenced the advice.

For investment and insurance recommendations, we will provide you with a Product Disclosure Statement. This contains information to help you understand the product being recommended.

We welcome you to contact us at any time and ask questions about the advice and investments recommended.

You can provide instructions to us in writing, via phone or email. Please note you are responsible for ensuring your instructions reach us.

We may provide you with portfolio management services and further advice to you to keep your plan up to date allowing for changes in your circumstances and changes in the law.

The ongoing services we provide will depend on the terms of the Ongoing Service Agreement you sign with us. Ongoing advice will be documented in a Record of Advice (ROA).

## **FEES**

All fees are payable to LJFD Pty Ltd and our Advisers receive a salaried remuneration package.

Your first meeting with us is complimentary and obligation free.

Nicholas Heard is a director and owner of Heard Financial Pty Ltd and Heard Payneham Pty Ltd and he is entitled to the profit that it makes.

Nicholas Heard is a director of Heard Wright Pty Ltd and both Nicholas Heard and Daniel Wright are owners of Heard Wright Pty Ltd. Both are entitled to the profit that it makes.

## **Plan Preparation Fee**

The Plan Preparation fee includes all initial meetings with you, the time we take to determine our advice and the production of the SoA.

The Plan Preparation fee is based on the scope and complexity of advice provided to you. We will agree the fee with you at our first meeting.

## **Additional First Year Service Fee**

If you decide to proceed with our advice, we will charge a fee for the additional time we spend assisting you with implementation during the first year. We will let you know what the fee will be in the SoA.

## **Ongoing Services Fee**

Once your investments or insurance is established, we may provide portfolio management services and meet with you periodically to update our advice.

Ongoing fees will depend on what ongoing service we provide to you. They may be an agreed fixed fee or a percentage of your portfolio value. For example, a % based ongoing service fee (portfolio value x 1%)  
E.g. \$500,000 x 1% = \$5,000pa.

## **Ad-hoc Service Fee**

The fees for services not covered by an Ongoing Service Agreement may be charged at an hourly rate of \$440 including gst. Any fees charged on an hourly basis will be agreed with you prior to undertaking the work.

## **COMMISSIONS**

### **Insurance Commissions**

We may receive a one-off upfront commission when you take out an insurance policy we recommend.

We may also receive a monthly commission payment for as long as you continue to hold the policy.

### **Referral Fees and Commissions**

In some situations, we pay fees or commissions to external parties who have referred you to us. We will disclose the referral arrangements to you when we provide you with a SoA or RoA.

### **Other Benefits**

We may also receive additional benefits by way of sponsorship of education seminars, conference, or training days. Details of any benefits received above \$100 will be maintained on a register which is available to you on request.

## **CONFLICTS OF INTEREST THAT MAY IMPACT OUR SERVICES**

Your financial adviser may provide advice on investments which they hold or may hold in their own personal portfolios.

We will disclose the size and nature of these holdings where there may be a conflict of interest with the advice that we provide.

## **PROFESSIONAL INDEMNITY**

We maintain Professional Indemnity insurance in accordance with s.912B of the Corporations Act 2001 (as amended). Subject to its terms and conditions, the insurance provides indemnity up to the Sum Insured for Heard Financial Pty Ltd, Heard Wright Pty Ltd, Heard Payneham Pty Ltd and our representatives and employees are also included in respect of our authorisations and obligations under our Australian Financial Services Licence.

This insurance will continue to provide coverage for any representative or employee who has ceased employment with us for any work done whilst they were engaged with us.

## **MAKING A COMPLAINT**

We treat any complaint we receive seriously. If you are dissatisfied with your experience as our client, we ask that you communicate with us directly so we can try to resolve the issue for you. We'll do our best to help figure out the background of the matter with you.

We have adopted best practice complaints handling processes to ensure:

1. Acknowledgement of your concerns within 24 hours of receipt
2. Speedy assessment and investigation.
3. Timely provision of a response (known as an IDR response) no more than 30 days after we receive your complaint.

If we cannot resolve the issue to your satisfaction within that time frame, we will refer you to the free industry complaints handling body known as Australian Financial Complaints Authority Limited (AFCA)

We are a financial member of AFCA, the Government approved External Disputes Resolution scheme. AFCA can be reached:

Phone on 1800 931 678  
Mail to GPO Box 3, Melbourne Vic 3001  
Website is [www.afca.org.au](http://www.afca.org.au)

## **YOUR PRIVACY**

Heard Financial is committed to protecting your privacy. We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information.

We will collect personal information from you so that we can understand your personal situation and provide you with advice which meets your needs and objectives.

We will also collect information from you to meet our obligations under the Anti-Money Laundering and Counter-Terrorism Financing Act

We will generally collect this information directly from you however in some cases we will seek your authority to collect it from other parties such as your accountant or your superannuation fund.

If you do not provide us with all of the information that we request, we may not be able to provide our services to you.

We will hold and use your personal information so that we can continue to provide our services to you. We will only disclose your personal information to external parties where:

- The law requires us to do so.
- You consent for us to do so.

Our Privacy Policy contains further information on how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our full Privacy Policy is available on our website.

## **OVERSEAS DISCLOSURE**

To facilitate the provision of financial services, paraplanning and other administrative services for you, your adviser utilises a service provider located in the Philippines.

Accordingly, your personal information will likely be accessed from this overseas location. Any overseas disclosure of your personal information to enable these services to be provided does not affect our commitment to safeguarding your privacy, and we will take reasonable steps to ensure that any overseas recipient complies with Australian privacy laws.

# FINANCIAL PLANNER PROFILES



Your financial adviser is a Representative of and offers services on behalf of LJFD Pty Ltd, AFSL 438458.

## **OUR ADVISERS**

Nicholas Heard, Authorised Rep No. 1000551  
Daniel Wright, Authorised Rep No. 1269852  
Craig Mellors, Authorised Rep No. 239318  
Paul Cetrangolo, Authorised Rep No. 343570  
Troy Hampton, Authorised Rep No. 1272733

The financial services the above advisers offer are provided by Heard Financial Pty Ltd ABN 23 161 715 500, Heard Payneham Pty Ltd ABN 50 653 944 613 and Heard Wright Pty Ltd ABN 74 637 479 979.

LJFD Pty Ltd has authorised your adviser to provide you with this Financial Services Guide.

### **Nicholas Heard**

Nicholas has more than 25 years' experience in the finance and banking industry. He specializes in advising high net-worth individuals, successful business owners and those with aspirations for financial success achieve financial goals.

Nicholas makes it his business to thoroughly understand your evolving needs and priorities and draws on his technical skills to develop unique solutions to achieve your financial ambitions.

When it comes to creating wealth and retirement planning for yourself and your family, Nicholas believes the only appropriate way is to focus on growing, protecting and managing wealth. He recognises the importance of providing financial advice in a safe, trusted, and confidential environment, where solutions are driven by client expectations.

With access to various esteemed technical service teams and researchers, Nicholas keeps up to date with superannuation, taxation legislation and ongoing regulatory change. He draws upon his technical knowledge to provide you with comprehensive and integrated strategies. Nicholas structures your wealth effectively so that you are in a position to make informed decisions about your future.

Nicholas is a CFP® Certified Financial Planner and holds a Graduate Diploma of Financial Planning and a Certificate of Insurance.

### **Daniel Wright**

Daniel has over 15 years' experience in the finance and business industry, allowing him to have a deep understanding of the adviser landscape.

Daniel's client base has traditionally been people preparing for retirement but is now noticing clients in the 45-55 age bracket are also seeking advice to ensure they have the early foundations in place for their retirement years.

Daniel's beginnings in the finance industry were immediately challenged by the economic environment of the global financial crisis. He started on the front desk with a Financial Planner and worked his way up through the hierarchy of the business - working in every role which provided a solid and complete foundation.

The combination of understanding financial stress on a global scale and a strong foundation allows Daniel to advise thoroughly and methodically to prepare his clients for the future, whatever it may hold.

Daniel has sound guiding principles that influence his approach to financial planning. A little gem of wisdom that Daniel values is the importance of peace of mind - if a client is having sleepless nights about their finances, alternatives need to be found, discussed, and if agreed to with all the facts at hand, implemented. His values are embedded in the trust and communication between himself and the client, allowing him to meet the client's goals as efficiently as possible.

Daniel is a member of the Financial Planners Association and holds a Bachelor of Business and International Studies and a Diploma of Financial Planning.

**Craig Mellors**

Craig has more than 20 years' experience in financial planning and is dedicated to assisting his clients and helping them to improve their level of financial wellbeing and quality of life.

Craig is proactive in formulating comprehensive and technically robust strategies to build and retain wealth and increase financial independence for his clients.

Craig believes in providing advice to clients in all areas of their wealth and covers investments, superannuation and retirement income planning, cash flow management, estate planning and insurance.

Craig's clients consist of those who are accumulating wealth in their best working years to retirees and has a particular focus on those clients who are approaching retirement. A large proportion of his clients are high net worth individuals, and he is well versed using various entities such as self-managed superannuation funds and trusts to achieve the best outcomes for his clients.

Craig has a keen interest in investing personally and places importance on educating and guiding his clients. This encourages greater engagement and leads to more informed decision making in turn promoting better outcomes and achieving high levels of client satisfaction.

Craig holds a Diploma in Financial Planning, is Margin Lending and Geared Investments Accredited and is a Self-Managed Super Fund specialist.

**Troy Hampton**

Troy has over 10 years' experience in finance, starting his career in a major bank, this steered him to find his passion in financial advice.

This passion partnered with his nonstop education in financial planning and allows him to create tailored advice specific to the client's objectives.

Troy's desire and eagerness for all things finance has been a driving force behind his pursuit of being a successful financial adviser. He approaches each challenge as an opportunity to extend his skillset and provide honest and positive solutions that are a part of each client's success story. His work ethic and dedication to servicing his clients is evident in his approach to every day.

Working within a team of focused finance professionals, Troy provides clients with advice and insights to help them achieve their financial goals, fund their retirement, and protect themselves and their family. He does this by ensuring his advice is tailored to his clients' individual needs and circumstances which allows them to have the security to focus on the aspects of life they love the most.

**Paul Cetrangolo**

Paul has over 20 years' experience across different areas within the finance sector and this helped him to decide that providing financial advice to clients was his passion.

Paul has worked within a diverse range of financial services businesses including fund managers, trustee companies, accounting and financial planning practices, including running his own advice business. This vast experience across the finance sector has helped Paul to understand processes, structures and strategies that ultimately help him work for clients to achieve positive outcomes.

Paul has extensive experience with wealth creation, cashflow management, tax minimisation, retirement planning and risk insurance and is passionate about providing accumulators, pre-retirees and retirees with structural advice to build and protect their wealth, minimise tax and maximise benefits available with Centrelink.

Paul has a passion for providing advice in the residential Aged Care landscape and holds a specialist accreditation to provide advice to those who are entering Aged Care.

Paul is a firm believer in putting a plan in place than not only helps a client grow their wealth but also protects it. Via the use of a holistic approach, Paul can help set up an investment structure but also look to provide insurance protection so that family benefits and income sources are fully protected.

Paul has a simple advice philosophy - to provide strategies and advice to clients in an easy to understand manner so that they not only understand the actual advice but also why the advice is appropriate to meet their needs. He is assisted by a strong group of well-qualified staff to ensure that the needs of clients are always top priority, ultimately resulting in an improvement to their financial wellbeing and quality of life.

## **THE FINANCIAL PRODUCTS AND SERVICES WE ARE AUTHORISED TO PROVIDE**

We are authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:

- Financial products guidance
- Deposit and payment products
- Non-basic deposit products
- Life products
- Investment life insurance products
- Life risk insurance products
- Retirement savings account products
- Securities
- Superannuation
- Standard margin lending facility
- Miscellaneous financial facility
- Miscellaneous financial investment products
- MDA services