

Our **SMSF limited authority** service

We'll help you provide financial advice efficiently, compliantly and cost-effectively

You have to provide advice a little differently once you have an SMSF limited authority. But we'll make it easier for you to comply with the regulations.

Once you have a limited authority, you will need to:

- Complete an appropriate financial needs analysis or fact find and provide clients with a Financial Services Guide and Statement of Advice whenever you provide advice.

We will provide these templates for you, as well as training on how to use them efficiently. We will also provide induction training to help ensure you fully understand the regulations and what you are – and are not – allowed to advise your clients on.

We'll then provide the ongoing training and support you need to help you fine-tune your financial advice processes and to help ensure you remain compliant.

- Obtain additional PI insurance cover.

We will arrange for our very competitively-priced provider to issue cover for your practice.

- Undertake specific ongoing CPD requirements related to the areas of advice you are able to provide.

We will provide training via PD Days, Masterclasses and conferences, and arrange any additional training you need via our preferred provider.

We have a successful track record in partnering with accountants to build financial services practices which suit the needs of these professionals and their clients, whether that be with a full authority or by referral to our financial professionals.

Our limited authority offering is no different. Let us know how you would like us to help you, and we will arrange our support teams accordingly.

You'll have the specialist expertise of one of Australia's most respected financial services groups behind you.

Whichever solution – or combination of solutions – you choose, you will retain control of your client relationships. And you can be assured we will guide you every step of the way – as well as provide you with the appropriate level of support services to efficiently deliver high quality solutions to your clients.

Our limited authority service has a low flat fee which covers most things you need... and we discount the fee if more than one accountant in your practice obtains a limited authority

Our limited authority fees are highly competitive when one considers the services included in those fees.

The standard fee schedule is set out below.

Like most financial services licensees we require the adviser to pay for PI insurance cover under our group policy. While we cannot control what PI insurers charge, we have been advised that our PI insurance for accountants is significantly lower than most other licensees due to a number of reasons, including our excellent claims record and our corporate relationship with the insurer.

Number of limited authorities per practice	Monthly Fee*
First authorised representative	\$290
Second authorised representative	\$199 each
Third and subsequent authorised representatives	\$149 each

* Fees current as at 1 February 2017

Most of the services you will require we consider to be core, not a high-priced ‘add-on’

With our SMSF limited authority, you would be authorised to advise only on the acquisition or disposal of SMSFs, and ‘class of products’ such as superannuation, simple managed investment schemes, general and life insurance, and basic deposit products.

Our limited authority is designed to help you provide your clients with the right advice in an efficient and compliant manner. To help you do that, we provide a range of core services which are covered by our monthly fee, with the exception of PI insurance and some of the training requirements which are paid by you.

We also provide a range of optional services which you can use if you wish. These services are subject to additional charge, as shown below.

Core Services	AUPFS pays	You pay	Client Pays
Provision of SOA & ROA templates	✓		
Pre vet of first 4 SoAs	✓		
Compliance reviews and advice	✓		
Provision of client fact find document	✓		
Provision of Financial Services Guide	✓		
Regular client e-newsletters, webinars, seminars and other client comms	✓		
Educational Fact Sheets (soft copy)	✓		
Professional Indemnity insurance (subsidised)		✓	
Induction training	✓		
RG 146 accreditation & ongoing CPD training		✓	
Optional services if required			
Paraplanning (provided at cost)		✓	
Access to planning software to help you to produce complying statements of advice (if you do not produce these yourself, or use our Para Planning service), and manage client data		✓	
Access to our team of technical experts		✓	
Conference & PD Days		✓	
Masterclasses (monthly webinars on financial advice topics)	✓		
Access to Australian Unity professionals for clients who require financial planning, estate planning, risk insurance, mortgage broking, general insurance broking			✓

Our heritage of community service & prudent financial advice makes us a perfect partner for your practice

Your clients will welcome your association with Australian Unity.

Most of your clients already know us as a financial services icon which prides itself on professional, personal service.

In fact, more than anything else, Australian Unity exists to serve its clients.

It is the way we conduct our business now as one of Australia's leading financial services institutions, and the way we have conducted our business for more than 175 years.

Our head office team of experienced personal financial services professionals can help you to provide your clients with a detailed and totally tailored blueprint for financial success – whether you provide the advice in-house or refer your clients to our specialists – in any or all of the following areas:

- Financial advice
- Wealth creation
- Retirement planning
- Investments
- Superannuation
- Home loans
- Commercial loans
- Investment loans
- Equipment finance
- Car finance
- Personal estate planning
- Business estate planning
- Estate administration
- Philanthropic trusts
- Personal risk insurance
- Business risk insurance
- General insurance broking

While we are a major provider of financial services in Australia with substantial resources, we will always be driven by our community-based values and our heritage of helping Australians to create secure financial futures.

This pedigree and experience, combined with our corporate strength and leading edge strategic advice capability, means we are uniquely placed to help you offer your clients high quality personal financial services... each finely tuned to your clients' particular needs to ensure they achieve their vision of a secure financial future.

After all, the financial wellbeing of you and your clients is at the heart of everything we do.

Your practice will have multiple pathways – and maximum flexibility - with Australian Unity. So you can ensure your clients receive the best advice. Always.

We have a full AFSL and as a result we offer a comprehensive solution for a limited SMSF authorisation under our licence or for you becoming a fully authorised representative under our AFSL.

We also have financial services professionals to whom you can refer clients as required for financial advice, estate planning, risk insurances, mortgage broking and general insurance broking.

This means you can at any time change which of our solutions you use.

For example, you might start with a limited SMSF authorisation, but some time later you might decide you would prefer a full authorisation. Or vice versa. Either way, we will help you adopt the solution that best suits your practice and your clients.

Help protect your practice's culture and your clients' financial wellbeing

Because we are a mutual organisation – and not owned by a bank or life company – we have more freedom to provide your practice with the services you need, rather than just the services that a bank or life company offer. This means we are totally focused on helping you – in the way you want to be helped.

Importantly, we do not require you to use our brand or 'sell product'. So your practice will maintain its independence.

It's good for your practice – and it's even better for your clients.

For more information

If you would like to find out more on how Australian Unity could help you to continue to advise your SMSF clients, diversify your practice's recurring income – and increase the value of your practice – please visit our website:

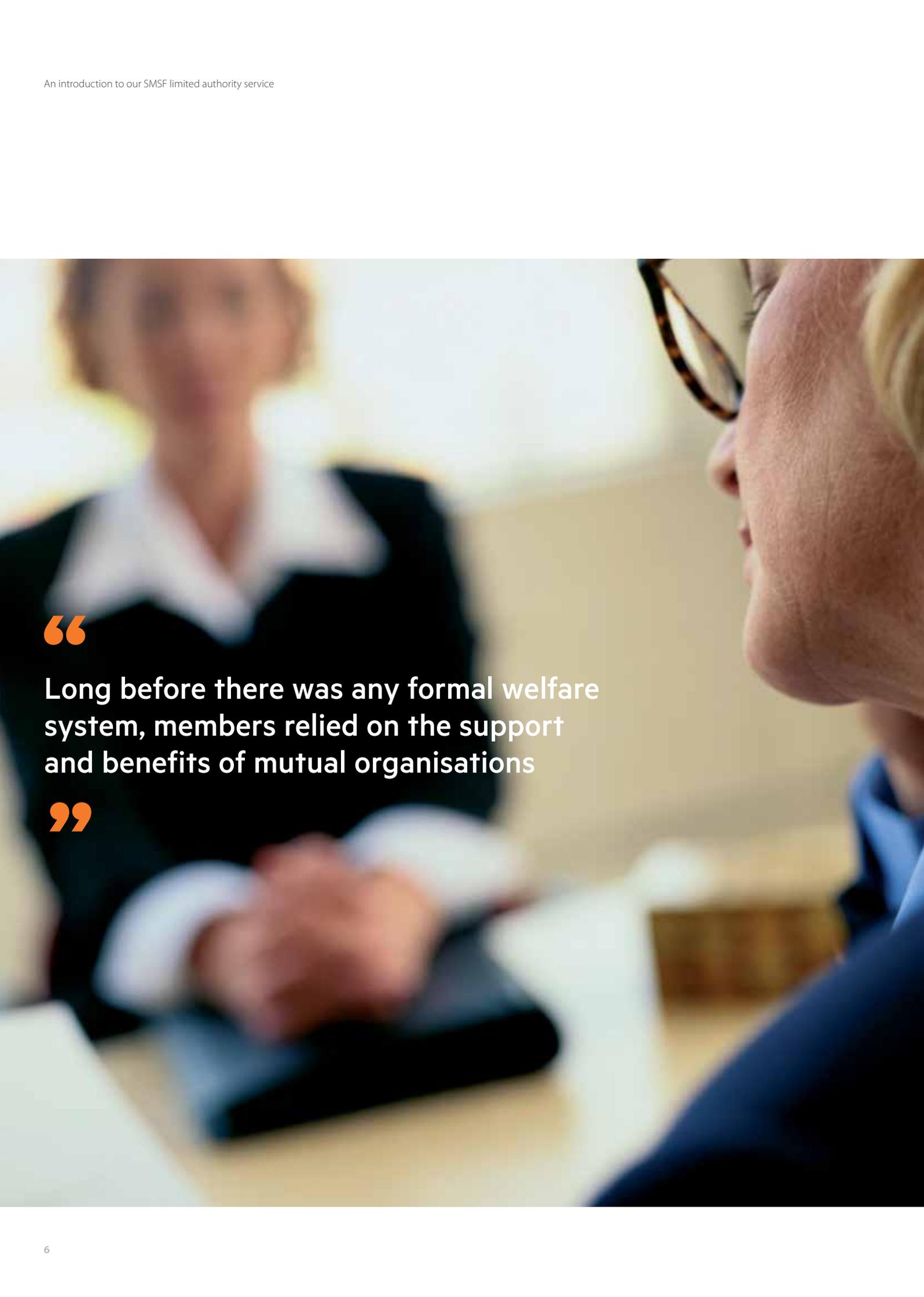
www.australianunitypfs.com.au/accountants

Or call Elise Michelmore on: **(03) 8682 6348**

Or email Elise on:

emichelmore@australianunity.com.au

Your clients deserve the very best financial advice. Our SMSF limited authority service means they can still get it from the professional they really trust. You ●



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Long before there was any formal welfare system, members relied on the support and benefits of mutual organisations

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A proud history

With more than 175 years of helping our members thrive, Australian Unity is proud to continue supporting the lives of a million Australians.

We trace our roots back to December 7, 1840—in a pub on Melbourne’s Queen Street. It was at the inaugural meeting of the Manchester Unity Independent Order of Oddfellows that a newspaper proprietor, a surgeon, a chief constable, a glazier and a carpenter would build the foundations of what would become Australian Unity.

Over the decades, many dozens of other friendly societies and like organisations have joined or merged with Australian Unity. The Australian Natives’ Association, Big Sky Credit Union, Lifeplan Australia Friendly Society and many others are now part of Australian Unity. We carry on the traditions that formed these organisations. Long before there was any formal welfare system in Australia, members relied on the support and benefits of these mutual organisations.

Today, we still aim to answer the very simple question that our members have always had: how can I provide for myself and for those I love, especially in times of need?

The environment that we currently operate in is one where chronic disease is on the rise, we have an ageing population and a need to increase retirement savings. We believe a member-based mutual organisation is the best way to look after your interests and those of the broader community.

We’re a national healthcare, financial services and independent and assisted living organisation with 7,000 employees providing services to one million Australians.

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Our services



Health

- Health insurance
- Overseas visitors cover
- Dental services
- Chronic disease management
- Hospital in the home



Wealth

- Investments
- Estate planning
- Trust and estate administration services
- Financial planning
- Investment, education and funeral bonds
- Banking and home loans
- General insurance



Living

- Aged care and accommodation
- Personal and business insurance
- Aboriginal home care
- Disability services
- Retirement communities

