

Adviser Profile

Mark Lockhart

Authorised Representative No. 274383

All Financial Services (South) Pty Ltd

Corporate Authorised Representative No. 327529

Your adviser

Contact details

Office address Level 1, 17 Flinders Street, Wollongong NSW Australia 2500
Postal address PO Box 818, Wollongong NSW 2520
Phone 02 4244 0624
Email mark@allfinancialservices.com.au
Website www.allfinancialservices.com.au



Mark Lockhart

Profile

JAM Financial was formed in 2008 by John Larkins and Mark Lockhart - two senior financial planners with over 40 years of combined experience. In May 2013 JAM Financial merged with All Financial Services NSW to form All Financial Services (South) (AFS).

Our services have been developed and refined to impact the changing needs of the marketplace. We apply our services with a touch of common sense and practicality, with the focus being on meeting clients' needs with a diverse range of services all under the one roof.

AFS has developed a holistic approach to financial planning and risk management. Formed in its current form in 2004, AFS offers a wide range of associated services at the one location. AFS adopts a consultative process, focused on gathering information from our clients to determine their short and long term goals.

Once our clients' objectives are understood, we develop a roadmap in partnership with our clients to guide them successfully in achieving their goals. This winning formula has given AFS market positioning that is envied by our competitors. AFS employs 12 staff including CFP qualified Financial Advisers.

Mark Lockhart has been individually authorised (Representative Number 274383) to provide financial product advice and deal in all of the below mentioned categories as a Director of All Financial Services (South) Pty Ltd on behalf of Aon Hewitt Financial Advice Limited.

Experience

Mark has been involved in the financial services profession since 1993 as both an insurance adviser and financial planner. He is able to provide detailed advice through all aspects of your financial life with expertise and experience in investment and retirement planning, Centrelink, estate planning and complex risk management for business and self-employed people.

Mark is married to Tanya, with two children. He has been active in the scouting movement, army reserve and cadets; and continues to be committed to the development of the financial planning profession through the Wollongong Chapter of the Financial Planning Association.

Qualifications and certifications

Mark has an Advanced Diploma of Financial Services (Financial Planning).

Professional memberships

Mark is an Associate Member of the Financial Planning Association of Australia and abides by their code of ethics and rules of professional conduct.

Authorisations

Australian Financial Services License

Mark is authorised to provide financial product advice and deal in the following:

- i. deposit and payment products limited to:
 - a. basic deposit products;
 - b. deposit products other than basic deposit products;
- ii. life products including:
 - a. investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
 - b. life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
- iii. interest in managed investment schemes including investor directed portfolio services;
- iv. securities;
- v. retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997);
- vi. superannuation; and
- vii. standard margin lending facility.

Fees and charges

Initial consultation

Free of charge (for the first 30 minutes)

Advice preparation

Following the initial consultation we will provide you with an estimate of the fees you will incur if All Financial Services (South) proceed to provide advice.

We will then complete a detailed data collection process and provide you with detailed quote of the work required and the costs you will incur. There will be a minimum fee of \$330 for this service.

These fees cover the analysis of your current situation and objectives, research and assessment of existing products and the formulation, modeling and assessment of recommendations to achieve your goals as well as the preparation of the statement of advice. Advice preparation fees would typically range between \$850 and \$3,900.

The actual fee for the preparation of advice will vary depending on the complexity of your situation and the advice required.

These fees are payable regardless of whether you decide to implement our advice or not and may be paid by cheque or collected from the investment product or insurance product commissions if you prefer.

Prior to you agreeing to proceed with the preparation of a Statement of Advice, the actual fee will be quoted to you.

For insurance only recommendations this fee is waived but will become payable if you cancel your insurance policy in the first 12 months.

Implementation

For investment and superannuation recommendations we will charge you 1% of the amount invested. For insurance products we will receive a commission of between 25% and 110% of the first year's premium.

A minimum fee of \$850 will be charged but this may be higher for more complex advice.

These fees are only payable if you choose to implement our advice and may be paid by cheque or collected from the investment product or insurance product commissions.

The actual fee will be stated in the Statement of Advice and agreed with you prior to the placement of your investments.

Ongoing service and advice

A minimum ongoing service fee will be calculated based on the package of ongoing services we agree to provide. The minimum fee will be \$550 per year but it could be as high as \$9250 for those clients on the highest level of service.

See our Ongoing Client Services Packages brochure for more details.

These fees will be indexed to inflation at the first review after 1 July each year.

In addition we may continue to receive the standard level of trail or ongoing commission paid by some product providers. These would typically range from 0.25% to 0.40% per year of your investment or superannuation portfolio and 7.5% to 35% of the annual premium for insurance policies.

Review service

A standard fee of \$985 will be charged for each face to face review not covered by an ongoing service agreement.

Consulting fees

\$385 per hour for a financial planner.

\$110 per hour for support staff.

For any other service you require that is not specified above or if you would prefer us to charge you on a full fee for service basis, we will charge you at the above hourly rate.

Commissions

Refer to the Financial Services and Credit Guide for a detailed explanation of commissions that may be paid by product issuer(s).

The fees and commissions set out in the above table are payable to All Financial Services (South) Pty Ltd. of which Mark is a Director and receives a salary and a share of any profit.

Note: All fees and charges quoted are inclusive of GST.