



**ASVW** | FINANCIAL SERVICES

# ABOUT YOUR ADVISER

**Giuseppe (Joseph) Cardamone**  
**AUTHORISED REPRESENTATIVE**  
**NUMBER 1007631**

**WEALTH ARENA PTY LTD t/as WEALTH ARENA**

Corporate Authorised Representative Number 1007629

**BUSINESS CONTACT DETAILS**

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**Version 2.6.2 | 22/07/2023**

ASVW Financial Services Pty Ltd  
(ABN 27 007 261 083 | AFSL 446176)  
authorises your financial adviser to  
distribute this document. This  
document forms part of and should be  
read in conjunction with the ASVW  
Financial Services Pty Ltd Financial  
Services Guide (FSG).

## ABOUT ME

Joseph is an award-winning Adviser, with over 13 years' experience in the Financial Advising Industry. Having worked across the major banks in both the Premium and Private Banking realm, Joseph was classified as one of the top planners nationally. He holds a Bachelor Degree from Deakin University (Honours) and an Advanced Diploma in Financial Planning, specialising in providing advice with regards to Self-Managed Super funds, Direct Equities and Insurance.

Joseph holds the following qualifications:

- Bachelor of Commerce with Honours
- Diploma of Financial Services (Financial Planning)
- Advanced Diploma of Financial Services (Financial Planning)
- Self-Managed Super Funds Accreditation
- Margin Lending Accreditation

Joseph is authorised to provide the following financial services:

### Superannuation and Retirement Planning

Personal Superannuation  
Account Based Pensions and Complying Annuities  
Self-Managed Superannuation  
Corporate Superannuation Funds  
Retirement Savings Account

### Wealth Creation and Investments

Deposit Products  
Investment Bonds  
Managed Investments  
Exchange Traded Products  
Listed Securities (Shares and other products)  
Gearing  
Margin Lending

### Wealth Protection

Personal Insurance  
Business Insurance  
Insurance Claims Assistance

### Other Financial Planning Services

Budgeting and Cashflow Management  
Debt Management  
Estate Planning Assistance

Joseph is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO) are not provided under ASVW Financial Services AFSL and are not covered by this FSG.

### My remuneration

The cost of providing a financial advice service to you including initial consultation, strategy development, product considerations and a Statement of Advice will depend upon the nature and complexity of the advice and or service provided. Joseph will discuss and agree the fee structure with you before he provides you with services. Fees for the advice and services provided may be based on either a fee for service arrangement, commission or a combination of both.

The relationship between ASVW Financial Services and the Practice (Wealth Arena) is an arrangement through a flat fee agreement. This agreement stipulates that 100% of remuneration is paid to Wealth Arena.

Therefore, ASVW Financial Services will retain 0% and Wealth Arena will receive 100%. Of the revenue received by the practice, Joseph is paid a salary, as well as covering his operational expenses.

## Service and advice fees paid by you

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

Your initial consultation is complimentary. At this meeting, Joseph will explain the advice process, what you can expect and the payment options available.

All fees and commissions payable by you will be explained to you at the time the advice is given and will also be detailed in a Statement of Advice, Record of Advice and Product Disclosure Statement(s).

You will have the ability to select your preferred payment option from the options below prior to the provision of advice.

## Statement of Advice (SOA)

A Statement of Advice fee is charged to cover the cost of researching, developing, and preparing your advice document. This fee can range from \$2,200 to \$11,000 dependent on the complexity of the advice (i.e. Multiple goals, strategies, tax structures etc).

## Fee for Service – Implementation

This fee represents the cost of implementing the advice contained in the SOA. This fee may be charged as a percentage of up to 2.5 per cent of assets under advice or charged as a flat dollar amount which may range from \$2,200 to \$11,000 dependent on the complexity of the advice.

If Joseph recommends you acquire investments using borrowed funds, your implementation fee in this circumstance can range from \$2,200 to \$11,000.

## Strategy Advice

The preparation of a Strategy presentation (or strategy options paper) may be required to identify the most appropriate scenario. Depending on the length and complexity of strategies required, the strategy presentation fees will range between \$1,100 and \$6,600.

## Adviser Service Fee

The Adviser service fee represents the cost of providing a professional service to you over a fixed term or on an ongoing basis. The frequency of reviews will depend on the complexity of the advice provided and will also have an impact on the fee charged. This fee may be up to 2.5 per cent per annum of assets under advice or charged as a flat dollar fee which may range from \$2,200 to \$11,000, or a combination of both options can be negotiated depending on the complexity of the advice and the agreed level of service being provided. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

For circumstances where investments have been acquired from borrowed funds, this fee can range from \$2,200 to \$11,000.

## Execution only service

Where Joseph provides a financial service to facilitate the buying or selling of a specific financial product as instructed by you, a fee of \$330 per hour may apply.

## Commissions for Life Risk Products – issued from 1st January 2020

Initial commission payable under an upfront structure is capped at 66% from 1st January 2020. Ongoing commission under an upfront structure is 22% of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37%.

## Overseas disclosures

In order to facilitate the provision of financial services, para-planning and other administrative services for you, Joseph utilises service providers located in Sri Lanka, India and the Philippines. Accordingly, your personal information will likely be accessed from these overseas locations. 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 law.

## Benefits, interests and associations

Joseph is a director and shareholder of Wealth Arena Pty Ltd and may be entitled to receive dividends and director fees from this company

### Other Associations and Directorships

Joseph is a director and shareholder of Capital Arena Pty Ltd and may be entitled to receive dividends and director fees from this company

## Referrals to us and others

We may provide you with a referral to other professionals. This may include, but is not limited to, accountants, mortgage brokers and legal practitioners. You may also have been referred to us by another professional.

We do not receive a payment for these referrals. We may give a payment for referrals to us. If this is the case, we will inform you of this payment prior to the referring party being entitled to the payment.

If you are referred to Wealth Arena by any of the entities within the ASVW Holdings Group, payment will be made to ASVW Wealth Pty Ltd. The referral fee will be calculated with reference to 35% + GST of the upfront revenue and ongoing advice fee.

If you are referred to Wealth Arena by JLS Partners, payment will be made to JLS Partners. The referral fee will be calculated with reference to 30% + GST of the upfront revenue and ongoing advice fee.

If you are referred to Wealth Arena by Hargate Advisory, payment will be made to Hargate Advisory. The referral fee will be calculated with reference to 25% + GST of the upfront revenue and ongoing advice fee.

If you are referred to Wealth Arena by Lakewood Accounting, payment will be made to Lakewood Accounting. The referral fee will be calculated with reference to 20% + GST of the upfront revenue and ongoing advice fee.

If you are referred to Wealth Arena by Accata, payment will be made to Accata. The referral fee will be calculated with reference to 20% + GST of the upfront revenue and ongoing advice fee.

The full detail of the referral fee will be provided in your Statement of Advice. The referral fee will be paid if you proceed to obtain personal advice from Wealth Arena.

### CONTACT US

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