

Mario Di Martino

There are two parts to the Financial Services Guide (FSG). This Adviser Profile forms Part two of your FSG and should be read in conjunction with Part one before making any decisions.



Introducing your financial adviser

Mario Di Martino and Vargiu Financial Planning Services Pty Ltd t/as Investorplanning are Authorised Representatives of Consultum Financial Advisers Pty Ltd (Consultum), ABN 65 006 373 995, AFSL 230323

506-508 Racecourse Road, Flemington VIC 3031

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Mario Di Martino has been providing advice since 1986. He is qualified to give financial advice and has completed an Advanced Diploma of Financial Planning. He has achieved the Associate Financial Planner designation of the Financial Planning Association of Australia. Mario's main role is a financial strategist, assisting clients to reach their financial goals.



Authorisations

- Mario Di Martino ASIC Authorisation Number 242120.
- Vargiu Financial Planning Services Pty Ltd t/as Investorplanning ASIC Authorisation Number 300120.



Qualifications and memberships

- Advanced Diploma of Financial Planning
- Fellow Chartered Financial Planner
- Accredited Aged Care Professional
- Financial Planning Association of Australia (FPA)
- Member of The Tax Institute – Associate Member 'ATI'



Financial products and services

Your adviser is authorised by Consultum to provide financial product advice to wholesale and retail clients on the following classes of products:

Deposit products

Life products including:

- investment life insurance products
- life risk insurance products

Managed investment products, including:

- master trusts, wrap facilities, property funds
- margin lending products
- tax-effective investments

Superannuation products, including:

- public offer superannuation funds
- account-based pensions and complying annuities
- corporate superannuation funds
- self-managed superannuation funds

Retirement savings accounts

Securities

- As a referral service through an approved broker only

Mario Di Martino is also a registered tax (financial) adviser and is authorised to provide a tax (financial) service, where the advice is:

- provided in the context of the personal advice authorised by Consultum, and
- part of the financial advice which interprets and applies the tax laws (including tax, superannuation and SMSF laws) to your personal circumstances.

Any tax agent services that are provided (including the preparation and filing of tax returns and liaison with the ATO, etc), are not provided under Consultum's AFSL and are not covered by this FSG. They should be treated as a separate business activity.



How is your financial adviser paid?

The fees and commissions payable to Investorplanning are explained in Part one of the FSG and also below. Consultum may retain up to 5 per cent of these fees and commissions and then pay the balance to Investorplanning, which engages your adviser to provide financial services. Of the amount received by Investorplanning from Consultum, your adviser is paid a salary, part of which may cover your adviser's operational expenses.



Other benefits?

Apart from the "Other benefits" section disclosed in part one, there are no other benefits received or relationships that may influence the recommendation.

Date of completion of Adviser Profile

20 November 2020, version 6



Service and advice fees paid by you

Your initial appointment is complimentary. At this meeting, Mario Di Martino will explain how Investorplanning operates, what you can expect and the payment options. All fees and commissions payable by you will be explained to you at the time 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. All amounts noted below are inclusive of GST:

Fee for service – once-off

The product provider deducts a once-off fee for the services provided to you in relation to your account. This fee may be up to 1.50 per cent of assets under advice and the total fee will depend on complexity and time involved. Alternatively, you may elect to pay the once off fee for service by direct payment.

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 may be charged as a flat fee ranging from \$695 to \$2,500.

Adviser service fee

The Adviser service fee represents the cost of providing our annual professional services to you. A summary of the services which you receive for this fee is contained in the Client Service Agreement. This fee may be up to 1.75 per cent per annum of assets under advice. For example if you had \$100,000 invested, you would be charged \$1,750 per annum, however, depending on the complexity of the advice sought, this fee may be higher.. You only pay an Adviser service fee if you agree to a Client Service Agreement and then, only until it expires.

Commission for life risk insurance products – Policies issued from 1 January 2020

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