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FINANCIAL SERVICES & CREDIT GUIDE

PREPARED & ISSUED BY AUSTRALIAN FINANCIAL SERVICES LIMITED ON 31.01.12
VERSION 6.0 I PART 2 OF 2

Stephen O'Donoghue
Authorised Representative No. 263633

Vaughan & Monaghan Insurance & Financial Services

Suite 1, The Madison, 25 - 29 Hunter St
Hornsby NSW 2077
Telephone: 02 9485 3618
Fax: 02 9477 7980
Email: stepheno@rjvm.com.au
Website: www.vmifs.com.au

AUTHORISED REPRESENTATIVE Disclosure Statement

I am a principal of Vaughan & Monaghan Insurance & Financial Services which is an authorised representative of Australian Financial Services Limited (AFS) the holder of Licence No. 297239. This authorises me to provide both general and specific advice in the following products & services.

- Insurance & Risk Management
  - Life Insurance
  - Total & Permanent Disability Insurance
  - Trauma Insurance
  - Income Protection Insurance
  - Business Expense Insurance
  - Business Succession Planning
- Superannuation Planning and Advice – Corporate and Personal
- Financial Planning
- Social Security and Retirement Planning
- Remuneration Packaging
- Investment Advice and Tax Effective Investments
- Direct Property

Providing advice since 1978, my financial qualifications include a Graduate Diploma in Personal Financial Planning, a Diploma of Financial Services (Broking), am a Qualified Practicing Insurance Broker, Justice of the Peace and a member of both the Financial Planning Association and Association of Financial Advisers.

I am also an Authorised Representative of R J Vaughan & Monaghan Pty Ltd, AFSL No. 237973, a specialist general insurance practice that has been operating since 1923. This enables me to provide advice on a range of general insurance products for both business and personal needs.

"The right amount of money in the right hands at the right time."

My commitment is to build long term personal relationships with my clients. I am rewarded knowing that we have worked together to design and implement strategies that will enhance their wealth accumulation goals, retirement planning objectives and provide protection for their families should an unforeseen event occur that may cause severe financial hardship.

On a personal level, I enjoy supporting the local community and have been a volunteer for the Rural Fire Service since 1983.

Fees and Charges

The practice is remunerated by both fees and commissions. Details of our remuneration will be discussed with you on an individual basis and be fully disclosed in the Statement of Advice provided to you. In most cases, you will be offered the alternative of a fee or payment of commission by the product provider. Our Full Planning Service clients pay fees only; any commission on investment products or ongoing commission on risk products are rebated to them.

Disclosure

I hold shares in AFS Group Ltd which may at some time pay a dividend.

I also hold a share in Strategy Portfolio Services Limited, an associated company of Australian Financial Services Limited (AFS) and as such may be entitled, from time to time, to receive allowances or other payments from that company including profit distributions. The value of the benefit attaching to the share holding is unable to be quantified at this point in time, however any dividends paid from Strategy Portfolio Ltd to shareholders will be made from company funds and will not be at any further cost to the client.

From time to time various product suppliers, including strategic business partners may provide incentives, or gifts of a minor nature. AFS is committed to making full disclosure of such benefits and where these are known and capable of being disclosed they will be included in the SOA.

FOR A FULL LIFE, YOU NEED A COMPLETE STRATEGY

Without exception, our clients are interesting, dynamic people.

Their vision of the future invariably includes all the aspects of a full life – travel, fun, health, fitness, family, leisure, life style and of course, money.

No doubt, you want all of these things too. That's why you need a strategy that's thorough and will accommodate everything you want to do in the future. But such a strategy does not come easily.

It requires a huge amount of knowledge and research to create a long-term plan that will allow you to achieve everything you want out of life, on the income you now have.

Vaughan & Monaghan Insurance & Financial Services will take the time to prepare a complete plan that will:

- Take into account relevant legal and taxation issues.
- Be flexible enough to change with your circumstances.
- Recommend investments that match your risk profile.
- Make optimum use of your funds and help you build up enough to retire in comfort, when you decide to.
- Ensure you never experience "financial embarrassment", that all too common state where people find they do not have enough to cover the "unexpected"

SIX EASY STEPS TO YOUR FINANCIAL PLAN

The personalised planning service provided by Vaughan & Monaghan Insurance & Financial Services as your AFS Authorised Representative is very thorough. The end result is a detailed set of recommendations, products and services tailored to your situation which, when implemented will assist you in reaching your financial goals. This process follows a logical and proven path.

1. Fact Finder

At our initial meeting we clarify your present position and discuss in detail what you want to achieve financially. We also gather necessary information to develop your plan.

All relevant facts about your assets and liabilities, details of current planning, employer superannuation, life insurance and long and short term goals are noted. You have the right not to divulge this information to us, if you do not wish to do so. In that case, we are required to warn you about the possible consequences of us not having your full personal information. We also discuss your investment time-frame and clarify your tolerance to investment risk.

2. Evaluation

At this stage of the process, this information is evaluated and your present position is compared to stated objectives. This allows us to determine which objectives are currently being met and those needs and objectives which are yet to be satisfied.

3. Analysis of Options

Having identified the areas that need addressing, the next step is to examine the alternative methods of achieving your goals. All relevant facts are examined at this stage and the most appropriate products and services are identified. Your personal plan is then formulated.

4. Recommendations Presented

At the presentation meeting, we will again clarify your objectives, then discuss the recommendations in depth. We will explain to you any significant risks of investment and strategies which we recommend to you. If you do not understand the risks as we have explained them, you should ask us to clarify these details for you.

All questions are answered and priorities are set.

5. Implementation

Once you have accepted the recommendations the next step is to authorise your adviser to implement your strategies. You may specify how you would like to give us instructions. For example by telephone, email, fax or other means. The recommendations will be implemented in the priority order you have discussed with your adviser and the appropriate time frames agreed upon.

6. Review Process

To be effective, any financial recommendations or strategies need to be reviewed from time to time. It is recommended that this be no less frequently than annually. Regular reviews are very important, as we want to make sure that the recommendations, once implemented, continue to perform to expectations.

The key points to review are:

1. Changes in your personal circumstances.
2. Movements in the investments markets.
3. Changes in the tax ruling and legislation.

We do not provide credit services at the present time.