

## Adviser Profile

Dated: 4<sup>th</sup> August 2020

### Gregg Watts

Gregg Watts is a Sub-Authorised Representative (No 447574) of The Trustee for G & J Watts Family Trust T/A Gregg Watts Financial Planning. The Trustee for G & J Watts Family Trust T/A Gregg Watts Financial Planning is a Corporate Authorised Representative (No 1273710) of Wealth Today Pty Ltd, who holds an Australian Financial Services Licence (No 340289). Wealth Today Pty Ltd authorises the distribution of this Adviser Profile and the Financial Services Guide that accompanies it and is responsible for the financial services provided to you.

#### *Introduction*

My name is Gregg Watts and I am an Authorised Representative of Wealth Today Pty Ltd.

#### *My educational qualifications and experience*

I have worked in the financial services industry since 1998. During this time, I have been employed by some of the world's largest financial services organisations. This background has provided me with some significant and diverse, knowledge and experience.

In 2005, I first became authorised to provide personal financial advice, initially for a small bank in the United Kingdom. In 2007, I was approached to join a much larger global bank and specialised in providing advice to high net worth clients on retirement planning, investments and insurance.

In 2008, my wife and I were lucky enough to travel extensively around Australia and we subsequently made the decision to leave the UK to settle in Australia. I joined Bankwest in 2009, providing personal advice to their customers. In 2013, seeking a new challenge I joined an accountancy firm in Perth, providing comprehensive financial advice to their client base.

In January 2019, I created Gregg Watts Financial Planning to allow me to control my service offering, and how I like to provide advice. I am driven and take great pleasure and care in providing excellent advice and service to all of my clients.

In Australia, I hold the Advanced Diploma of Financial Services (Financial Planning) and the Diploma of Financial Services (Financial Planning) and I am also a registered Tax (Financial) Adviser.

#### *The advice and products I can offer you*

I am authorised by Wealth Today under its AFSL to provide financial product advice for, and deal in, the following classes of financial products.

- Basic and non-basic deposit products
- Debentures, stocks and or bonds issued or proposed to be issued by a government.
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services.
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Securities
- Self-managed Superannuation Funds

#### *How my company and I are paid?*

Wealth Today initially receives all fees received from my clients and product providers and distributes them to me or my company after their fees and other expenses are deducted. Wealth Today generally retains a percentage of fees paid under its arrangements with me or my company. These may vary and will be disclosed in advice documents such as a Statement of Advice or Record of Advice.

For details of other possible benefits, please refer to the FSG and/or Advice Documents. All fees and commissions outlined below are inclusive of GST.

#### *Advice preparation*

You may be charged a Statement of Advice preparation fee depending on the complexity and the time spent. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The minimum SOA fee is \$1,000.

<i>Implementation</i>	<p>Your Terms of Engagement (ToE) will detail all Implementation Fees and will be signed by you, before any work is carried out.</p> <p>Advice fees are charged based on the complexity of the advice provided. Please note the SOA preparation fees still apply where you decide not to implement our advice.</p>
<i>Pre-existing arrangements</i>	<p>For existing clients already in an established commission arrangement, we may receive commission on investment products held. For investment products the relevant product issuer will pay initial commission between 0% and 10% and ongoing commission between 0% and 1% of the value of your investments for as long as you hold the product. Commissions are paid to us by the product provider and are not an additional cost to you.</p>
<i>Insurance products</i>	<p>Effective 1 January 2020, my company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.</p> <p>These commission payments are made by the relevant product issuers and are not an additional cost to you.</p>
<i>Ongoing fee for advice</i>	<p>If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.</p> <p>The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.</p> <p>My minimum ongoing advice fee is \$2,200 pa, and my maximum fee is \$10,000.</p>
<i>Ad hoc advice</i>	<p>FEE FOR SERVICE</p> <p>My/our hourly fee rate is \$330 per hour inclusive of GST.</p>
<i>Other Benefits, interest or associations</i>	<p>None</p>
<i>How to find me</i>	<p>If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 0466 274316, or via email at <a href="mailto:gregg@gwfinancialplanning.com">gregg@gwfinancialplanning.com</a></p>

This document, the Adviser Profile, should be read in conjunction with the Wealth Today Pty Ltd Financial Services Guide (FSG). Distribution of this Adviser Profile by the Authorised Representative/Adviser has been approved by Wealth Today Pty Ltd.

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