

## Michael Crompton

**Authorised Representative 327530**

Certe Securities Pty Ltd  
Corporate Authorised Representative  
Representative No. 259516



### Profile

Certe Securities Pty Ltd (Certe Group) is a well-established, boutique financial services provider established in 1998. Our advisers are prominent in the industry, having developed strong reputations and significant experience in delivering innovative results in their core business areas.

Michael has been individually authorised (Representative Number 327530) to provide financial product advice and deal in all of the below mentioned categories as an employee of Certe Securities Pty Ltd on behalf of Aon Financial Planning & Protection Limited.

### Experience and Qualifications

Michael commenced his career in 1999 as an accountant working across a variety of areas including Taxation, Business Services, Accounting and Audit for a range of clients. Michael joined Certe Group in 2008. Bringing together his vast knowledge of taxation, compliance and business practice, Michael specialises in wealth creation (including superannuation and investment) and asset management.

Michael is a Chartered Accountant and holds a Bachelor of Commerce (Finance and Accounting) from Macquarie University and a Graduate Diploma in Financial Planning. He is currently in the process of obtaining his Certified Financial Planning (CFP) certification.

Michael is RG 146 (ASIC) compliant and holds all of the necessary qualifications to provide advice in all areas of Financial Planning.

### Authorisations

Michael Crompton is authorised to provide advice on the following:

- superannuation;
- securities;
- retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997);
- interest in managed investment schemes including investor directed portfolio services;
- deposit and payment products limited to:
  - basic deposit products; and
  - deposit products other than basic deposit products
- life products including:
  - 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
  - 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;
- standard margin lending facility.

### Fees and charges

#### Investment advice

Certe Securities Pty Ltd may be remunerated as follows:

- Upfront commissions (a percentage of the amount invested. This may be up to 5% plus GST depending on the amount invested)
- Ongoing commissions and fees (a percentage of the amount invested. This may be up to 1% plus GST depending on the amount invested)
- Fees both direct and referral
- Other benefits

The above is a guide only and full details of commissions and any other benefits will be disclosed upon recommendation of products.

#### Risk advice

Aon Financial Planning & Protection Limited may be entitled to receive commissions and other benefits, paid to them by the companies, upon the placement of policies. Certe Securities Pty Ltd will receive a percentage of these commissions and benefits.

Full details of commissions and any other benefits will be disclosed upon recommendation of products.

#### Adviser Fee for Service

A fee for service on the basis of an hourly rate or a yearly total amount can be negotiated for most clients. The hourly rate depends on the work completed but may be up to \$400.

Where a fee for service is negotiated, the standard ongoing and asset brokerage paid by the Fund Manager and insurance commission is also able to be retained.

The above fee for service, investment and risk fees and charges are payable to Certe Securities Pty Ltd of which Michael is an employee and receives a salary.

### Contact details

<b>Address</b>	Level 5a, 201 Kent Street SYDNEY NSW 2000
<b>Postal</b>	GPO Box 4189 SYDNEY NSW 2001
<b>Email</b>	<a href="mailto:michael.crompton@aon.com.au">michael.crompton@aon.com.au</a>
<b>Phone</b>	02 9253 7058
<b>Fax</b>	02 9253 7371
<b>Mobile</b>	0402 145 299

## Supplementary Financial Services Guide

This Supplementary Financial Services Guide (SFSG) supplements the Financial Services Guide (FSG) of Aon Financial Planning & Protection Limited Version 8 dated 31 December 2008. This SFSG Version 2.0 dated 1 August 2010 is to be read in conjunction with that FSG.

The distribution of this SFSG by an authorised representative of Aon Financial Planning & Protection Limited is authorised by Aon Financial Planning & Protection Limited (AFSL No. 239183).

This SFSG details the changes to the services available from Aon Financial Planning & Protection Limited outlined on page 3 of the FSG Version 8 dated 31 December 2008.

Under the section “What services are available from Aon Financial Planning & Protection Limited?” on page 3 of the FSG, replace the information with the following text:

Aon Financial Planning & Protection Limited holds an AFSL No. 239183, which authorises us to carry on a financial services business and to provide advice and deal in the following financial products to retail and wholesale clients:

1. deposit and payment products limited to:
  - basic deposit products, and
  - deposit products other than basic deposit products;
2. debentures, stocks or bonds or proposed to be issued by a government,
3. life products including:
  - investment life insurance products, and
  - 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,
4. interests in managed investment schemes including investor directed portfolio services,
5. retirement savings accounts (RSA) products (within the meaning of the Retirement Savings Account Act 1997),
6. securities,
7. superannuation, and
8. standard margin lending facility.

This SFSG details the changes to “What important associations should I be aware of?” outlined on page 13 of the FSG Version 8 dated 31 December 2008.

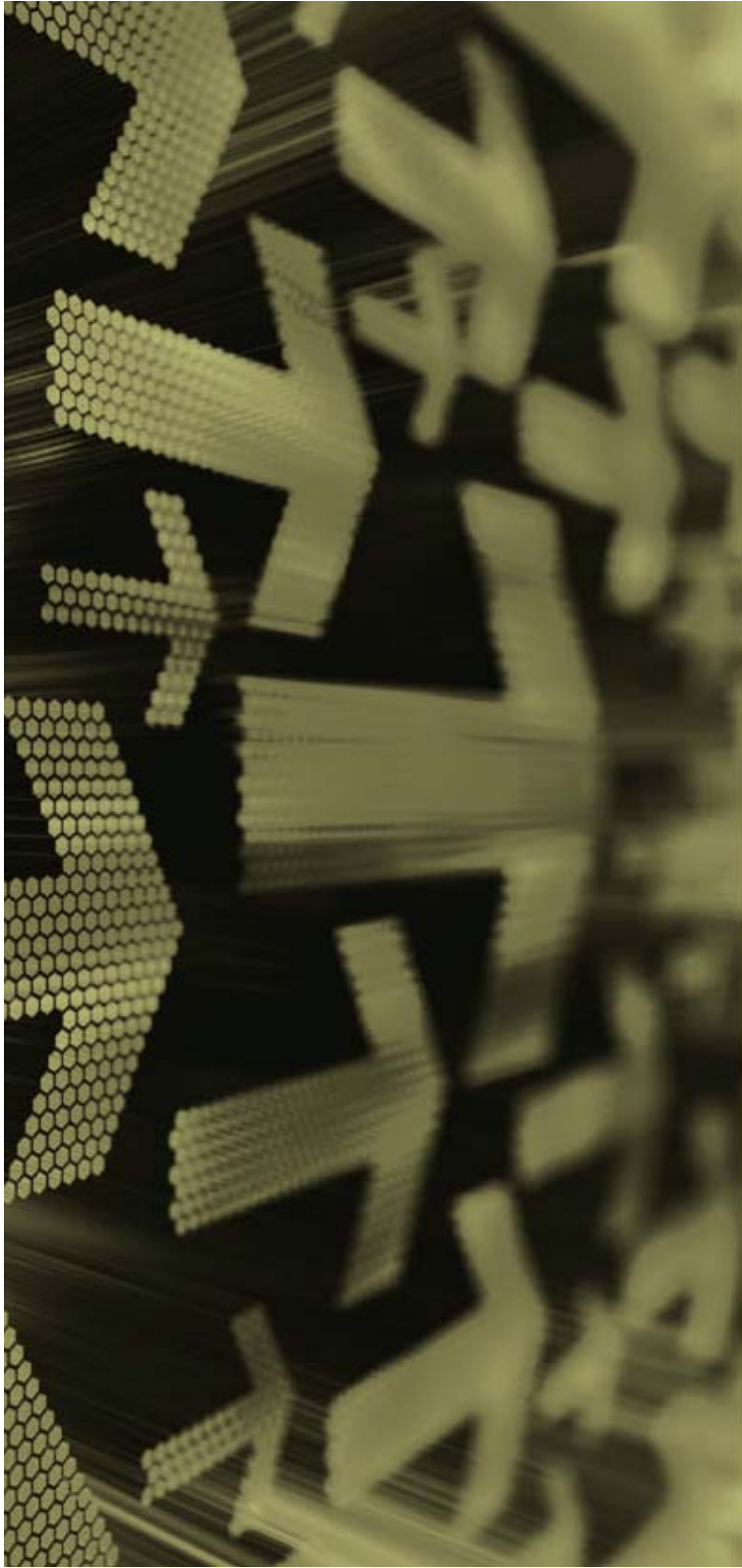
The paragraph stating Aon Wealth Management Limited is partly owned by ipac Securities Limited no longer applies. From 1 August 2010, Aon Wealth Management Limited is fully owned by Aon Corporation Limited.



# FINANCIAL SERVICES GUIDE

Aon Financial Planning & Protection Limited  
ABN 13 091 225 642  
Australian Financial Services Licence 239183  
Version 8  
31 December 2008





## Financial Services Guide

This FSG explains:

- ↘ Our products & services
- ↘ Our remuneration
- ↘ Other important information

Please take the time to read it and keep it safely with your other documents.

## Introduction

Before seeking our assistance, you probably have a number of questions you would like answered about Aon Financial Planning & Protection Limited.

This Financial Services Guide (FSG) provides information about the financial services we offer to help you decide whether to use the services. For example, it tells you about the remuneration that we and relevant persons receive for the services and how we handle any complaints.

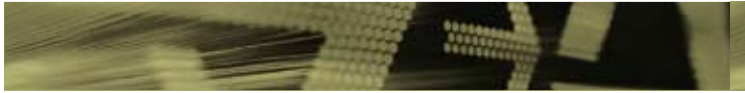
This Financial Services Guide is issued with the authority of Aon Financial Planning & Protection Limited. You will also receive a Statement of Advice if we provide you with any advice that takes into account your objectives, financial situation or needs.

The Statement of Advice will contain the advice, the basis on which it is given and more specific information about our and other relevant persons' remuneration and any associations that may have influenced the provision of the advice.

Once we have given you a Statement of Advice, we will only provide a new Statement of Advice if:

- ↘ a new financial product is recommended
- ↘ you tell us there has been a significant change in your personal situation, or
- ↘ you ask us to check or confirm our original advice and there is a change in the basis of our advice.





You may request from your Adviser, a record of further advice if you have not already been provided with it.

In the event we recommend you buy a particular financial product (other than securities) or offer to issue or arrange for the issue of a financial product, we will also provide you with a Product Disclosure Statement when required. A Product Disclosure Statement contains information about the particular product, which is aimed to help you make an informed decision regarding the product.

### **Who is my Adviser?**

Your Adviser is an authorised representative of Aon Financial Planning & Protection Limited. Please refer to the accompanying Adviser Profile for details. The Adviser Profile forms part of the FSG for Aon Financial Planning & Protection Limited.



## What services are available from Aon Financial Planning & Protection Limited?

Aon Financial Planning & Protection Limited holds an Australian Financial Services Licence No. 239183, which authorises us to carry on a financial services business and to provide advice and deal in the following financial products to retail and wholesale clients:

1. deposit and payment products limited to:
  - > basic deposit products, and
  - > deposit products other than basic deposit products;
2. debentures, stocks or bonds or proposed to be issued by a government,
3. life products including:
  - > investment life insurance products, and
  - > 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,
4. interests in managed investment schemes including investor directed portfolio services,
5. Retirement Savings Accounts (RSA) products (within the meaning of the Retirement Savings Account Act 1997),
6. securities, and
7. superannuation.



## **What services are available from my Adviser?**

Your Adviser may only be authorised to provide some of the above services on our behalf in relation to some of the authorised financial products listed above. This will be noted on their Adviser Profile.

Please note: Aon Financial Planning & Protection Limited is responsible for the services provided by the Adviser that it has authorised in the Adviser Profile. We are not responsible for any unauthorised services (to the full extent permitted by law) so check the services provided are authorised in the Adviser Profile.

If your Adviser also acts for other licensees they will provide you with other documents that provide details in relation to the services provided for the other licensees. Those documents and this document together make up the Adviser's Financial Services Guide.



## What types of advice services are available?

Personal and/or general advisory services may be provided depending on the circumstances. It is important you understand the difference.

**General advice** is a general recommendation or opinion given without taking into account your individual objectives, financial situation or needs. We warn you when this is the case, because if general advice is given you need to consider if the advice and any relevant product is right for your circumstances.

**Personal advice** is a recommendation or opinion given after taking into account your individual objectives, financial situation or needs.

We recommend that you seek personal advice from us regularly (at least yearly) to review your financial strategy and financial products to ensure that they remain appropriate for your circumstances. We also encourage you to contact us at any time for an interim review, or to answer any questions you may have.



## How can I instruct you?

You can give us instructions by telephone, fax or other means agreed to by us.

## How will I pay for the services?

There are a range of payment options. We may be paid by one or a combination of the following methods;

- ↘ remuneration (e.g. commissions) paid by the product issuer, and/or
- ↘ fee for service paid by you

Further details are provided below on each of the above remuneration options. Any remuneration rate specified and the dollar examples of the amounts we can receive are inclusive of GST.

Your Adviser can explain these options to you and will agree with you on what option(s) will apply.

Specific remuneration details will be disclosed in any Statement of Advice given to you where personal advice is provided.

If we don't provide a personal advice service you will not receive a Statement of Advice. Your Adviser will however agree with you on the applicable remuneration option(s) before you buy any product. You need to ask your Adviser if you need further details.

## Remuneration by product issuers

### **UPFRONT AND ONGOING REMUNERATION**

If you decide to buy units in a chosen fund, Aon Financial Planning & Protection Limited will receive an upfront remuneration from the manager of that fund. We may receive up to 5 percent of the amount you invest. This means that if you decide to invest \$10,000, and we have recommended that you do this, we may receive an upfront



payment of \$500. We may also receive from the fund manager an ongoing remuneration payment of up to 1 percent per annum of the value of your holding in that fund for as long as you hold the product.

In addition, for some agricultural management investments, we may receive a marketing bonus of up to 5 percent in addition to the entry fee of 5 percent. This means that if you decide to invest \$10,000, as per the above example, we will receive an additional marketing bonus of \$500.

If you buy life insurance risk products the product issuer pays us:

- ↳ an upfront remuneration when you first purchase or you increase the level of cover, and
- ↳ ongoing remuneration (when you renew)

The remuneration is calculated as a percentage of the premium that is paid and the rate may vary depending on the product issuer and product. Usually upfront remuneration can range from 90 percent to 120 percent and ongoing remuneration can range from 5 percent to 10 percent. For example, based on the maximum percentage payable in a typical situation, if the premium that is paid by you is \$1,000 we may receive an upfront remuneration of \$1,200 (120 percent) on this amount and an ongoing remuneration of \$100 (10 percent) of the annual premium.

However, in circumstances where the adviser chooses a level remuneration, the upfront remuneration payable may be as high as 32 percent and ongoing remuneration 32 percent. For example, if the premium that is paid by you is \$1,000 we may receive an upfront remuneration of \$320 (32 percent) and an ongoing remuneration of \$320 (32 percent) of the annual premium.

All remuneration received will be paid direct to Aon Financial Planning & Protection Limited after the relevant entry into or renewal of the policy.

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Your Adviser will receive an agreed percentage of the above upfront and ongoing remuneration and their attached Adviser Profile sets out the details.

#### **FEE FOR SERVICE PAID BY YOU**

Aon's Advisers are able to charge you a fee depending on the time we spend developing your plan and advice, or depending on the value of the funds you invest.

The fees charged vary for each Adviser so please ensure that you review the specific fees charged by your adviser, this will be detailed in their Adviser Profile which forms part of this Financial Services Guide and should be read in conjunction.

If you receive personal advice from us, your adviser will explain to you in writing details of all fees and charges that apply and the method by which you will pay.

### **Preferred platforms volume remuneration arrangements**

#### **PREFERRED PLATFORMS**

We also have arrangements with the managers of certain wrap preferred platforms and master trust preferred platforms where we receive from them an amount based on the total volume of funds that the clients of Aon Financial Planning & Protection Limited and other specified associates, invest through the platform.

The amount paid is calculated as a percentage of all funds invested for the relevant agreed period and is paid out of the preferred platform provider's own administration fees. The arrangement does not increase the administration fee or management expense ratio (MER) amount that would otherwise be charged by the manager of the platform if this remuneration arrangement were not in place.

For example, in the case of a wrap platform the manager will (subject to the relevant volume level being reached)



pay us up to a maximum of 35 percent of the administration fee. For example, if the administration fee charged by the manager to you were \$100, they would pay us at most an additional \$35.

In the case of a master trust platform the manager will (subject to the relevant volume level being reached) pay us up to a maximum of 25 percent of the administration fee. The manager's administration fee is included in the platform's management expense ratio (MER). For example, if the administration fee charged by the manager were \$100, they would pay us at most an additional \$25.

We may share with your Adviser part of the above additional amount we receive where the total volume of funds invested by your Adviser's clients through certain pools of preferred platforms exceeds \$10 million (for the individual Adviser or practice if they are part of a practice).

As at 1 January 2009, we have a strategic partnership with the following organisations:

- ↘ Aon Master Trust
- ↘ AXA Summit/Generations
- ↘ Colonial First State First Choice
- ↘ ING One Answer
- ↘ Asgard
- ↘ Aviva Navigator
- ↘ BT Wrap
- ↘ Macquarie Wrap



### **PREFERRED LIFE INSURANCE PROVIDERS**

We also have arrangements with certain life assurance companies where we receive from them an amount based on the total volume of premium that clients of Aon Financial Planning & Protection Limited and other specified associates, subscribe for the purchase of insurance cover.

The amount is calculated based on the total in-force premiums and lapse rates for the relevant agreed period and is paid out of the life companies' own resources. The arrangement does not increase the cost of the insurance cover or increase the administration fees that would otherwise be charged by the life assurance company if this remuneration arrangement were not in place.

We retain a percentage of any funds that we may receive, and share a proportion approximately 50% with the advisers, contingent on meeting specific business and compliance benchmarks.

We may also receive sponsorship for business and conferences.

For example, in all cases, all life assurance companies who are part of this arrangement have agreed to pay (subject to net growth in in-force premiums) an additional 6% (approximately) remuneration based on inforce portfolio. This additional remuneration is only paid in arrears. For every \$100 subscribed the life assurance company would pay us at most an additional \$6.

We may share with your adviser part of the above additional amount we receive where they meet and exceed business set benchmarks including lapse rate and compliance (for the individual adviser or practice if they are part of a practice).



As at 1 January 2009, we have a strategic partnership with the following organisations:

- ↳ AIG
- ↳ Asteron
- ↳ AXA
- ↳ Comminsure
- ↳ ING
- ↳ Tower

Any personal financial advice we give you in relation to the purchase of insurance cover will be considered in light of your relevant personal financial situation, objectives and needs, and any advice of this nature will not be influenced in any way by this arrangement.

If we give you a Statement of Advice or a Record of Advice, we will set out the amount of any remuneration including commission or other benefits, if it can be calculated at the time, or if the remuneration cannot be calculated at that time, we will provide that information as soon as practicable thereafter or, we will provide an outline of the manner in which it will be calculated.

Note: No work will commence prior to agreement regarding our method of remuneration.



## Soft dollar benefits

From time to time, we and your Adviser and our representatives may receive 'soft dollar benefits' from product issuers and other financial service providers we deal with. These can include entertainment (e.g. lunches, sporting events, movies etc), conferences (e.g. attendance at a product issuer conference or sponsorship of our annual conference by a product issuer), accommodation and travel, business tools (e.g. software), and gifts (e.g. product issuer or service provider branded promotional items and other occasional small gifts such as bottles of wine or hampers on special occasions etc).

We do not accept any soft dollar benefits which may be given because of the volume of business we provide to the product issuer or service provider.

We comply with the IFSA/FPA industry code of practice on alternative forms of remuneration in the wealth management industry. We will provide a copy of the Code on your request. If we provide you with personal advice, we will tell you the dollar amount of any remuneration we receive for each financial product we have arranged (or if that is not known the method of calculation) in the Statement of Advice.



## What important associations should I be aware of?

Aon Financial Planning & Protection Limited is a member of the worldwide Aon Group of companies. We are a related body corporate of Aon Risk Services Australia Limited ABN 17 000 434 720 AFSL No 241141, and other Aon companies.

- ↘ The company is also related to Aon Wealth Management Limited AFSL 239187 ABN 14 003 344 232 which is partly owned by ipac Securities Limited. ipac Asset Management Limited ABN 22 003 257 225 AFSL No 234655 is the distributor of ipac iAccess and the responsible entity of ipac Pathways and is a wholly owned subsidiary of ipac Securities Limited.



## Conflicts of interest

Conflicts of interest may arise in circumstances where some or all of your interests as our client are or may be inconsistent with, or diverge from, some or all of our interests.

We have a conflicts of interest policy, which we and our representatives must comply with. Our procedures and training are designed to properly manage any conflict of interest.

An example of a conflict of interest may be where we act for you and are paid by a product issuer or other service provider for our services. This creates a potential conflict of interest because it may be in our interest to recommend the product issuer or service provider because it increases our remuneration but it may not be in your interest.

To manage this potential conflict of interest we tell you about remuneration in this FSG. You can ask for more information if you need it and make an informed decision on whether to proceed. If we cannot comply with our own policy, we will tell you and seek your further instructions. The Statement of Advice confirms the remuneration we receive.



## Service issues and Complaints

We are committed to providing quality services to our clients. This commitment extends to providing easy access to resolving complaints.

If you have a complaint about the service provided to you, you should take the following steps;

- Contact your Adviser and tell your Adviser about your complaint.
- If your complaint is not satisfactorily resolved within 7 days, contact the Managing Director, Aon Financial Planning & Protection Limited on (02) 9253 7000 or put your complaint in writing and send it to us at GPO Box 4189, Sydney NSW 2001. We will try and resolve your complaint quickly and fairly.
- If we cannot reach a satisfactory resolution, you can raise your concerns with the Financial Ombudsman Service on 1300 780 808. Aon Financial Planning & Protection Limited is a member of this complaints resolution service. The Australian Securities and Investments Commission (ASIC) also has a freecall Infoline on 1300 300 630 which you may use to make a complaint or obtain information about your rights.



## **Professional Indemnity Insurance**

In accordance with the requirements of the Corporations Act, Aon Financial Planning & Protection Limited maintains adequate Professional Indemnity Insurance. This insurance cover extends to claims in relation to our conduct as an Australian Financial Services licence holder and our employees and representatives both past and present, to compensate clients or their beneficiaries for loss or damage suffered if we provide negligent advice.



## Privacy

We value the privacy of personal information and are bound by the Privacy Act 1988 when we collect, use, disclose or handle personal information. We collect personal information to offer, provide, manage and administer the services outlined in this FSG.

Please contact your local Aon office or visit our website at [www.aon.com.au](http://www.aon.com.au) if you would like a copy of our Privacy Policy or wish to seek access to, or to correct, the personal information we collect or disclose to you.

**AON**

**AON FINANCIAL PLANNING & PROTECTION  
LIMITED**

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Aon is a leading provider of risk management services, insurance and reinsurance broking, financial planning and employee benefit and risk solutions. Aon professionals meet the diverse and varied needs of our clients through our industry knowledge, technical expertise and global resources.  
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