Lovisa Financial Services

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Renato Lovisa Authorised Representative No. 1270637
Lovisa Financial Services ABN 87 780 330 834
396 Payneham Rd, Payneham SA 5070
Phone 08 8317 6093 **Mobile** 0468 308 671 **Email** renato@lovisafinancial.com.au

InterPrac Financial Planning Pty Ltd ABN 14 076 093 680
Australian Financial Services Licence Number: 246638
Level 8, 525 Flinders St Melbourne Vic 3000
Phone: (03) 9209 9777

About Your Adviser **Profile**

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Renato Lovisa,** Authorised Representative No. **1270637** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage **Renato Lovisa (Renato)** to prepare financial advice for you.

Renato operates under Renato Lovisa Pty Ltd ATF Renato Lovisa Family Trust t/a Lovisa Financial Services, Corporate Authorised Representative No. 1284505

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About Your **Adviser**

Renato has been in the Financial Services Industry since Febuary 2013.

Before becoming a Financial Adviser, Renato originally started his career in Client Relationship Management within Financial Planning Practices and worked with financial advisers for 6 years developing a strong passion for helping clients achieve both their financial and personal goals, whilst helping to educate them on financial matters.

Renato holds a Degree in Economics of Enterprises and Markets and a Specialist Degree in Economics. He also holds a Diploma of Financial Planning and Kaplan Certifcates in Tax for Financial Advising, Estate Planning and Commercial Law.

Renato has a very approachable demeanor and explains strategies in an easy to understand way, providing high quality service and with his clients informed and confident each step of the way.

Approaching a financial adviser can seem daunting at first, however Renato aims to create a positive client experience. By exploring your current situation and assisting you in discovering what is really important to you, he will help to articulate your short, medium and long term goals to make informed decisions for your future.

Renato Lovisa
Authorised Representative No. **1270637**

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Mobile:	0468 308 671
Email:	renato@lovisafinancial.com.au
Website:	www.lovisafinancial.com.au

Financial **Services Your Adviser Provides**

The financial services and products which **Renato** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and **Payments**

Renato is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide Renato advice fees are $250 per hour including GST.

You will be notified of the time involved and potential cost prior to the commencement of any work if applicable.

There is also an option to receive ongoing reporting and advisory services. You will be notified of the cost involved prior to the commencement of any ongoing services.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.