

Viridian Advisory Pty Ltd

Authorised Representatives

Financial Services Guide

Part 2 (Advisor Profile)

Issue date: 14 December 2022

Version: 1.1

About this document

This Viridian Advisory Pty Ltd Authorised Representatives Financial Services Guide (FSG) is made up of two documents:

- Financial Services Guide Part 1 (General), (**Part 1**); and
- Financial Services Guide Part 2 (Advisor Profile), (**Part 2**).

These documents should be read together. This document is Part 2.

Viridian Advisory Pty Ltd (**Viridian Advisory** or **Licensee**), ABN 34 605 438 042, holds Australian financial services licence (**AFSL**) number 476223 and has authorised the Corporate Authorised Representative (**the Practice**) and the individual Authorised Representative(s) (**Advisors**) identified in this Part 2 of the FSG to distribute this FSG to retail clients.

The licensee's contact details are:

Viridian Advisory Pty Ltd ABN 34 605 438 042
Australian Financial Services Licence 476223
Level 17, 120 Collins Street
Melbourne VIC 3000,

Phone: 1300 84 74 34
Email: enquiries@viridianadvisory.com.au
Website: viridianadvisory.com.au

This FSG provides you with important information about Viridian Advisory, its Corporate Authorised Representatives and individual Authorised Representatives, who will provide you with the financial services described in this FSG.

Part 1 of this FSG contains important information about:

- Viridian Advisory and the financial services that Viridian Advisory is licensed to provide,
- the process which Viridian Advisory and its Advisors follow to provide financial services,
- how Viridian Advisory, its Practices and their Advisors and associates are paid,
- any arrangements which may influence Viridian Advisory and its Advisors advice to you
- how Viridian Advisory and its Advisors protect your privacy, and
- who you can contact if you have a complaint or if you are not satisfied with the services or advice provided.

Part 2 of this FSG is the Advisor Profile and includes specific information about the Practice and their Advisors who may provide services to you. This Part 2 includes information about the services the Practice and their Advisors are authorised to provide on behalf of Viridian Advisory, the Advisor's experience, qualifications and professional memberships and more detailed information about how the Practice and Advisor are paid.

Financial Services Guide Part 2

Who is the Practice and your Advisor(s)?

The Practice is **Harness Financial Services Pty Ltd**, ABN 41 621 447 345, Authorised Representative number 304834, a Corporate Authorised Representative of Viridian Advisory.

Your Advisors are **Gregory Klumpp**, Director, Authorised Representative number 304835 and **Adam Hinze**, Director, Authorised Representative number 304838. Each Advisor is an Authorised Representative of Viridian Advisory.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Harness Financial Services Pty Ltd, Gregory Klumpp and Adam Hinze. In this document, the term 'Advisor' refers generally to Viridian Advisory's individual Authorised Representatives and 'the Practice' refers to Corporate Authorised Representatives.

What experience, professional memberships and qualifications do your Advisors have?

Gregory Klumpp

Authorised representative number: 304835

Gregory Klumpp has extensive experience in the financial services industry.

He began his career as a Financial Adviser in 1994 offering advice to individual clients as well as small and large business clients. Prior to Harness, he was a Financial Adviser with Westpac Banking Corporation as an Executive Financial Planner.

He is responsible for advising his clients on achieving their goals.

Once engaged by a client, he conducts regular review meetings, to ensure mutual understanding of your goals, adjusting strategies as circumstances change, keeping you educated and up to date on legislation and the impacts this may have on your plan.

He is a strong advocate for the Financial Planning Industry and what it provides to people.

He supports the Future of Financial Advice reforms and having a client's Best Interest as his focus.

He believes it is in times of uncertainty that he can help the most, keeping clients informed on what is happening and how it is affecting them.

He is passionate about his client's goals and enjoys seeing them achieved.

He follows a proven process: After identifying your goals, he develops strategies, to achieve harnessed outcomes, through honest communication.

Gregory:

- is a Certified Financial Planner®
- holds a Diploma of Financial Planning;
- is a member of the Financial Planning Association of Australia Limited;
- is a Fellow Chartered Financial Practitioner;
- is a Member of AFA;
- is a Practitioner Member of the Association of Financial Advisers AFA.

Adam Hinze

Authorised representative number: 304838

Adam Hinze has extensive experience in the financial planning industry.

He has spent over 30 years in the Finance Industry, catering for a variety of client financial needs, specialising in wealth protection and creation.

He specialises in holistic financial advice for a wide range of clients including investment, wealth creation, wealth preservation, superannuation including self-managed superannuation, personal insurance and retirement planning, including income streams.

Adam:

- holds an Advanced Diploma of Financial Services (Financial Planning);
- holds an Associate Diploma of Business;
- is a Commissioner of Declarations;
- is a member of the Financial Planning Association of Australia Limited;
- is a Fellow Chartered Financial Practitioner;
- is a Member of AFA;
- is a Practitioner Member of the Association of Financial Advisers AFA.

Do your Advisors have any associations and relationships?

Gregory Klumpp and Adam Hinze have an association with Harness Financial Services. Fees and commissions are paid to Harness Financial Services by Viridian Advisory for distribution to them. Harness Financial Services is also a Corporate Authorised Representative of Viridian Advisory and is not a related company of Viridian Advisory. Harness Financial Services Authorised Representative number is 304834.

What areas are your Advisors authorised to provide advice on?

Harness Financial Services is authorised by Viridian Advisory to provide financial product advice and to deal in financial products, in relation to retail or wholesale clients.

Gregory Klumpp and Adam Hinze are authorised by Viridian Advisory to provide financial product advice and to deal in financial products, in relation to retail or wholesale clients, including in relation to the following financial products:

- basic and non-basic deposit and payment products
- debentures, stocks or bonds issued or proposed to be issued by a government
- life products
- interests in managed investment schemes (including investor directed portfolio services)
- retirement savings accounts
- superannuation (including Self-Managed Superannuation Funds (SMSFs))
- securities; and
- standard margin lending facilities (including structured investments).

When your Advisor provides these services to you, they will be providing financial product advice and dealing in the classes of financial products listed above as Authorised Representatives of Viridian Advisory (authorised under Viridian Advisory's AFSL number 476223). When your Advisor provides financial services, they will act for you and not for product issuers or other Viridian Group entities.

Are there any services your Advisors are not authorised to provide?

Gregory Klumpp and Adam Hinze are not authorised to provide the following:

- derivatives (including warrants)

You can ask for a referral for any of these services. If we receive a specific fee for this referral, it will be explained below under the heading: 'Will your Advisor be paid when making a referral'. It may also be disclosed in an advice document such as a Statement of Advice (**SOA**) or Record of Advice (**ROA**), if I provide you with personal advice.

How can you provide instructions to us?

You may provide instructions to us by using any of the contact details provided in the Contact Us section.

Privacy Statement

In addition to the information provided in Part 1 of the FSG on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available on Viridian's Advisory's website viridianadvisory.com.au.

Complaints handling

Please contact your Advisor to discuss your complaint. Our complaints handling process is outlined in more detail in Part 1 of this FSG.

How will your Advisor be paid for the services provided?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Viridian Advisory.

Viridian Advisory will pay up to 100% of those fees and commissions to Harness Financial Services for distribution as directed by me.

We receive director fees and profit share as directors of Harness Financial Services as determined by that company as appropriate from time to time.

We may also receive other benefits as detailed below under the headings: 'What other benefits do your financial Advisors receive?' in Part 1 of the FSG and 'Will your financial Advisor be paid when making a referral?'

What is your fee structure?

As part of detailed financial advice and financial services, there are costs to you at various stages of the process. Before making any recommendations, we will discuss and agree the fees with you.

Financial Plan Statement of Advice (SOA) Preparation Fee

This fee is for preparation of your financial plan (which is formally captured in your SOA) and is determined based on the complexity of your circumstances, recommended strategies and the time taken to prepare the financial plan. These fees may be calculated on an hourly basis and range from \$440 to \$660 per hour, with a typical Financial Plan Preparation Fee of up to \$33,000. Your SOA will outline other fees that may be applicable to you if you proceed with the implementation of the advice. These fees are generally taken out of your bank account, credit card or investment proceeds.

Implementation Fees

This fee is charged on implementation of the recommendations made in your SOA. The implementation/ facilitation fee may be calculated based on a percentage of the value of your portfolio and/or a fixed dollar amount.

For example, if the value of your portfolio is \$100,000, the maximum percentage-based fee payable for the year will be 4.0%. Alternatively, it may be charged as a flat fee. The flat fee typically ranges between \$4,980 to \$33,000 and is based on the complexity of the advice being implemented.

Fixed Term Service Agreement Advice Fees

If you elect to receive advice services from your advisor, we will agree to the arrangements with you via a Fixed Term Service Agreement for a period of up to 12 months. Fees are applied based on the desired frequency of contact with your advisor and the complexity of your circumstances. These fees may be a fixed dollar amount (from \$4,980 per 12-month period), and/or a percentage of your portfolio, and generally do not exceed 3.3% pa of the value of your portfolio. For example, if the value of your portfolio is \$100,000 and a percentage advice fee of 3.3% applies, you will be charged an amount of up to \$3,300 for a 12-month period.

Insurance Commission

We may also receive commissions if we provide advice about new or existing life insurance policies. Remuneration in relation to Life Insurance is set out in FSG Part 1.

One-off advice fees

If you receive one off or ad-hoc advice from us, we will charge a fee. These fees are calculated on an hourly basis and range from \$440 to \$660 per hour.

What amounts does your licensee and other related entities receive for financial services?

All advice fees and commissions are paid to Viridian Private Wealth Pty Ltd on behalf of Viridian Advisory.

Harness Financial Services Pty Ltd pays a licensee fee to Viridian Advisory to cover the administration, support and licensee services that Viridian Advisory provides. This arrangement allows Harness Financial Services Pty Ltd to maintain our authorisations to provide financial services and Harness Financial Services Pty Ltd to access Viridian Advisory's administration and support services. These payments are made by Harness Financial Services Pty Ltd and are not charged as a separate fee to you.

Under an arrangement with Viridian Advisory, up to 100% of the fees and commissions payable in connection with the financial products or services we provide are passed on to Harness Financial Services Pty Ltd (except Managed Portfolio Advice Fees which are paid to Viridian Finance Group Limited and referral fees which may be paid directly to us). The fees and commissions payable in connection with our services are detailed above under the heading 'What is your fee structure?'.

Will your Advisor be paid when making a referral?

We may receive a payment for making a referral to an external party such as an accountant, mortgage broker or solicitor. Any amount payable will be disclosed in the SOA, or the Referral Form provided to you. This will be paid by the external specialist and will be at no additional cost to you. If you have been referred to us by an external party and you accept the services we provide, we may make a payment to the external party for that referral. Any amount payable will be disclosed to you. This will be paid by us to the external party and will be at no additional cost to you.

How can you contact us?

Your Financial Advisers can be contacted:

Name: Gregory Klumpp
Mobile: 0418 180 908
Email: gregory@harnessfinancial.com.au

Name: Adam Hinze
Mobile: 0411 278 935
Email: adam@harnessfinancial.com.au

Practice details:

Harness Financial Services Pty Ltd
Address: Level 2, South Tower, Terrace Office Park,
527 Gregory Terrace, Fortitude Valley Q 4006
Phone: (07) 3230 2600
Website: www.harnessfinancial.com.au