



# Financial Services Guide

A guide to the financial services we provide and  
how we will work with you to achieve your goals



Financial Services Guide: Version 9.0

Issue date November 2025

**Purpose of this FSG** Before we provide you with financial advice, you should read this Financial Services Guide (FSG). It contains the following important information to help you decide whether to use our services:

- about us
- the financial products and services your adviser can provide to you
- how we, your financial adviser and other related parties are paid
- what associations or relationships we have with others that could influence the advice provided to you
- how we collect and use your personal information
- details of who to contact should you have a complaint

**About us**

Insight Investment Services Pty Ltd ('Insight, **us or we**') is an organisation of choice for highly successful groups of financial advisers and for those who aspire to be. Insight holds an Australian Financial Service (AFS) Licence for providing personal advice. Insight operates nationally through a network of advisers located around the country and offers a range of financial services that are listed within this document.

Insight Representatives abide by the Financial Planners and Advisers Code of Ethics 2019, in addition to the code of conduct of any professional association they are members of such as the Financial Advice Association of Australia (FAAA).

This Financial Services Guide ('**Guide**') is used by Insight to inform retail clients of the financial products and services provided by our network of advisers. It is designed to assist you in deciding whether to use these services and to ensure that Insight complies with our obligations under our Australian Financial Services (AFSL) and Corporations Act (Cth) 2001.

If you decide to utilise any of the services provided by our network of advisers, you will receive this Guide and your adviser's profile. Your adviser's profile must be read in conjunction with this Guide and will outline specific information about your adviser prior to you receiving advice.

#### Contact Details

ABN 22 122 230 835 | AFSL No: 309996

Address: Level 9, 160 Ann Street, Brisbane QLD 4000

Phone: +61 7 3018 0400

Fax: +61 7 3018 0399

Email: [info@insightinvestments.com.au](mailto:info@insightinvestments.com.au)

Web: [www.insightinvestments.com.au](http://www.insightinvestments.com.au)

Insight has approved the distribution of this Guide. Please retain this document for your reference and any future dealings with Insight Investments Services Pty Ltd.

Under the Corporations Act, there are a number of restrictions that prohibit the use of certain terms, one of these restrictions applies to personal insurance advice that may be provided to clients. We allow our clients the option of fully or partially paying for insurance advice by way of the Insurance company paying a commission to your financial adviser, we believe this approach allows many clients to afford appropriate advice by providing the option to limit out of pocket fees. As such we are required to disclose the statement below.

**Not Independent;** You should know that pursuant to s923A of the Corporations Act we are prohibited from using the terms independent, impartial, or unbiased. s923A(2)(a)(i) prohibits the use of these terms, if life insurance commission is received and not fully rebated to the client.

**About our advisers**

Advisers are authorised by Insight to provide financial product advice in relation to, and deal in, certain financial products and services. Insight will be responsible for any financial services that your adviser is authorised to provide to you.

Your adviser's profile contains important information about your adviser including details of their education and qualifications, what advice they can provide, what relationships and associations they maintain as well as details of the advice fees you may pay and how they get paid for providing you with advice.

**Why you should choose us**

We aim to provide personalised and responsible advice suited to your objectives and believe that sound advice and planning is the key to improving your financial position.

We undertake continuous professional development and training programs so that we are up to date with legislative changes to superannuation, investment, social security and tax environments.

We have access to technical, risk and investment research professionals who provide us with additional analysis on strategies and products that become available as a result of these changes.

Our advisers will help you determine your goals and weigh up different investment strategies to achieve them.

Most importantly, we turn your thoughts into action. There are no secret formulas to achieving financial security. We work with you to get the basics right and ensure you have a plan to achieve your goals over time.

We can provide advice on:	We can arrange the following products and services:
<ul style="list-style-type: none"> <li>• guidance on budgeting and goal setting savings and wealth creation strategies</li> <li>• investment planning</li> <li>• gearing strategies</li> <li>• superannuation planning</li> <li>• pre-retirement planning</li> <li>• retirement planning</li> <li>• personal insurance planning</li> <li>• business insurance planning</li> <li>• estate planning considerations</li> <li>• aged care and Centrelink planning</li> <li>• salary packaging advice</li> </ul>	<ul style="list-style-type: none"> <li>• deposit and payment products (e.g. term deposits and cash management accounts)</li> <li>• life risk insurance products (life, disability, trauma, income protection and business)</li> <li>• debentures, stocks or bonds</li> <li>• securities</li> <li>• managed investments</li> <li>• direct equities</li> <li>• superannuation and retirement savings accounts</li> <li>• retirement incomes streams, including pensions and annuities</li> <li>• employer superannuation</li> <li>• self-managed superannuation funds (including limited recourse borrowing arrangements)</li> </ul>

Your adviser may only be authorised to provide advice to you in some but not all of the above products and services. Please refer to your adviser's profile for a list of strategies and products they can recommend.

#### How you can give us instructions about your financial products

To develop a successful financial strategy, including recommending suitable products and services to meet your needs, we need to consider your personal circumstances and financial needs, goals and objectives. We will ask you for information about your personal circumstances when we meet with you.

You have the right not to provide us with personal information. However, without this information, or if it is inaccurate, the advice you receive may not be appropriate for your personal circumstances. If the information is incomplete and/or inaccurate, your adviser may provide you with a warning that the advice may not wholly represent your needs, objectives or financial situation.

It is also important that you keep us up to date by informing us of any changes in your circumstances so we are able to determine if our advice continues to be appropriate to your circumstances.

#### Documents you may receive

Our initial advice will be provided to you in a financial plan, known as a Statement of Advice (SOA). The SOA contains a summary of your goals and the strategies and financial products we will recommend to achieve your goals. It also provides you with detailed information about the fees, costs and other benefits we will receive as a result of the advice we have provided. Further advice will be documented in a Record of Advice (ROA) or a further Statement of Advice (SOA) depending on the nature of the advice at the time.

You have the right to request a copy of these documents up to seven years after the advice was provided by contacting your adviser.

If we recommend or arrange a financial product for you, we will make available a product disclosure statement (PDS) or investor directed portfolio service (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits, and risks as well as the costs you will pay the product provider to professionally manage your investment or insurance. You should read any warnings contained in your SOA, the PDS or IDPS guide carefully before making any decision relating to our advice.

If you hold an ongoing fee arrangement with us for a period of more than twelve months, we will provide you with annual Opt-In Renewal Notice. The notice sets out the renewal terms and applicable fees for the forthcoming twelve-month period. After reviewing the agreement, should you wish to continue the arrangement you have the option to renew by providing consent as set out in the agreement.

#### Privacy Policy

In order to provide you financial products or services and undertake the management and administration of those products and services, it may be necessary for us to disclose your personal information to third parties. Insight is part of the Picture Wealth Group and is, therefore, governed by Picture Wealth Holdings Ltd's Privacy Policy. The Privacy Policy is available online at <https://www.picturewealth.com/privacy-policy>. If you experience any issues or would like us to send you a copy, please contact us.

If you have supplied your email address to us, we will send all relevant documents including any PDS, SoA and RoA to that address, unless you instruct us that you wish to receive these documents via a different method (e.g. hard copy sent to you by post).

What information is maintained in your file, can you examine the client file and who may access it?

If you are provided with personal advice, Insight will maintain a record of your personal information including details of your objectives, financial situation and any recommendations made to you. If you wish to examine your file, please ask us and we can arrange access for you.

In order to provide you with financial products or services and undertake the management and administration of those products and services, it may be necessary for us to disclose your personal information to third parties. For more information on how we collect and manage your personal information, please refer to the Privacy Policy (which can be located here: <https://www.picturewealth.com/privacy-policy>).

Advice fees

The fees charged for our advice and services may be based on:

- A set dollar amount that is agreed between you and us and invoiced directly to you or paid via your product (if possible).
- A percentage-based fee that is agreed between you and us and paid via your product (if possible).

Our advice fees may include charges for the following advice services:

**Initial advice** - The initial advice fee covers the cost of researching and preparing your financial plan and is based on a set dollar amount.

Before providing you with initial advice we will prepare an Initial Advice Agreement. The Initial Advice Agreement sets out what our initial advice will cover and how much it will cost you. In addition, the initial advice fee will be disclosed in your SOA.

**Advice implementation** – The advice implementation fee covers the administrative time spent implementing the recommended strategies and products and is based on a set dollar amount. The advice implementation fee will be disclosed in your Initial Advice Agreement or in your SOA.

**Ongoing advice** – The ongoing advice fee covers the cost to review the strategies and the products recommended in your SOA. An ongoing review helps you take advantage of opportunities as they become available.

The ongoing advice fee is calculated as either a set dollar amount or a percentage of your investments.

Before providing you with ongoing advice your adviser will prepare an Ongoing Advice Agreement. This agreement sets out our ongoing advice offer, which includes the advice and services we will provide, as well as frequency these will be delivered, how much it will cost, your payment method and how the service can be terminated. In addition, the ongoing advice fee will be disclosed in your SOA.

**Additional advice** – For all other advice, an additional advice fee may be charged based on a set dollar amount or hourly rate. Any additional advice fee will be disclosed in your SOA.

**Insurance Commissions** - Please note that for services in relation to insurance products, commissions may be paid by the product provider as follows:

- Initial commission - a percentage of the value of your investment contributions, loan balance or insurance premiums; and
- Ongoing commission - a percentage of the value of your investment balance, outstanding loan amount or premiums, usually calculated at the end of each month in which you hold the investment or loan, or on renewal of insurance products.

**Advice fees cont..**

Your advice fees will be calculated at the time we provide you with personal advice. Your SOA will outline the advice fees and any commission inclusive of GST.

You have a right to request for further information in relation to the remuneration the range of amounts or rates of remuneration and soft dollar benefits received by the licensee and / or representative.

**Payment Method & Frequency**

We offer you the following payment terms:

- Direct debit (credit card or savings), cheque
- Deduction from your investment
- Initial and/or ongoing advice fees may be deducted as an annual instalment or in monthly or quarterly instalments.

Insight may retain up to 22% (inclusive of professional indemnity insurance) of the gross revenue received for the recommended financial services and/or products. Insight will pay advisers the remaining gross revenue received (unless otherwise stated). Please refer to your adviser's profile and SOA for detailed information on the types of fees charged.

**Relationships and associations**

It is important for you to understand the relationships that exist between us and other service providers, as they may be considered to influence our recommendations to you.

Insight Investment Services Pty Ltd (Insight) may provide you with products and services that are offered, managed or administered by associated entities. Insight is a wholly owned subsidiary of Picture Wealth Holdings Limited (PWHL). PWHL is a diversified financial services and technology company owned by both private and institutional shareholders, including FT Fintech Holdings, LLC (an investment fund of Franklin Resources, Inc.). Franklin Resources, Inc. [NYSE:BEN] is a global investment management organisation operating together with its subsidiaries as part of the Franklin Templeton group of companies. Our advisers may provide financial services, including advice, on financial products issued by the Franklin Templeton group of companies. Your Insight adviser does not have any obligation, implied or otherwise, to recommend investment products issued by the Franklin Templeton group of companies. Your Insight adviser will only recommend an investment product issued by the Franklin Templeton group of companies if it is appropriate for you and in your best interests to do so.

Picture Wealth Finance Pty Ltd (ABN 43 675 776 155) a related entity of PWHL, provides finance and lending solutions to clients.

Representatives of Insight (with your consent) may refer you to Picture Wealth Finance should you wish to review your lending needs.

The Highfield Group Pty Ltd (Highfield). Is an entity that includes some shareholders and directors of Insight.

Sterling Managed Investments Pty Ltd ("Sterling") is an entity owned by Highfield. Sterling holds an Australian Financial Services (AFS) License (No.340744). The shareholders of Highfield may share in dividends that Sterling generates. The share price of Highfield may be affected favourably by the sale of products issued by Sterling.

### Other benefits we may receive

We may be offered or receive non-commission benefits such as education or sponsorship from some product providers at no extra cost to you. Both our advisers and Insight maintain a register to document benefits received. A copy of this register will be made available within seven days of a request.

- **Non-monetary:** From time to time, product issuers have access to our advisers to provide training on their products. Any payments made by fund managers for educational purposes at conferences, professional development or training days are shown in a non-monetary benefits register, which is available for inspection on request.

Our advisers and Insight keep a non-monetary benefit register of indirect benefits received from product issuers that are less than \$300. Indirect benefits include such things as lunches, tickets to sporting or cultural events, corporate promotional merchandise and so on. You can see a copy of this register by asking us.

- **Payments to and from other professionals:** In some cases, your business may have been referred to us by third parties such as real estate agents, accountants, mortgage brokers etc. Any arrangement in place will be subject to the FASEA Code of Ethics. Where this is the case:
  - We may pay a referral fee when clients are referred to us from other professionals. This will be disclosed in your adviser's profile and SOA if applicable.
  - We may receive a referral fee from other professionals when we refer you to their services. This will be disclosed in your adviser's profile and SOA if applicable.
  - Picture Wealth Finance Pty Ltd – Should a referral from your advice provider to Picture Wealth Finance proceed. The Advice firm will receive a flat 20% initial payment of the up-front loan commission. Individual advisers do not receive this benefit; it is a payment to the Corporate Authorised Representative Firm

Alternatively, you can ask us about the fees and we will tell you how much was paid and how it was calculated.

### What should you do if you have a complaint?

If you have a complaint about the advice or services we provided to you, you should take the following steps:

- Contact your adviser and tell them about your complaint;
- If your complaint is not satisfactorily resolved within three working days by your adviser, you can telephone Insight on +61 7 3018 0400, email us at [info@insightinvestments.com.au](mailto:info@insightinvestments.com.au) or put your complaint in writing to:

#### Complaints Officer

Insight Investment Services  
GPO Box 942,  
Brisbane QLD 4001

Insight places great importance on resolving complaints quickly and amicably. For all complaints, we will follow the following steps:

- We will acknowledge your complaint and try to resolve your complaint as quickly as possible.
- We will conduct a thorough investigation of your situation and the issues that you raise;
- We will provide you with a formal written response within a 30-day period (standard complaints) and 45 days for superannuation trustee complaints.



What should you do if you have a complaint?  
cont..

If your complaint has not been resolved satisfactory, you have the right to complain to one of the following External Dispute Resolution Schemes listed in the following table:

Type of complaint	External complaints service
Financial advice, investments, superannuation or insurance matters	<p>Australian Financial Complaints Authority ( AFCA )</p> <p>Phone: 1800 931 678 (free call) Email: <a href="mailto:info@afca.org.au">info@afca.org.au</a> Website: <a href="http://www.afca.org.au">www.afca.org.au</a></p> <p>In writing to: Australian Financial Complaints Authority GPO Box 3, Melbourne VIC 3001</p>
Personal information held	<p>The Privacy Commissioner on 1300 363 992</p>

The Australian Securities & Investments Commission (ASIC) may also be contacted on 1300 300 630 to find out which body may best assist you in settling your complaint.

Professional indemnity insurance

Insight is covered by professional indemnity insurance satisfying the requirements under the Corporations Act for compensation arrangements.

The insurance covers claims arising from the advice, actions and recommendations of current or former employees or representatives of ours, even where subsequent to these actions they have ceased to be employed by or act for us.

You do not have a direct right to claim under this insurance, which is taken out to ensure sufficient resources will be available to meet claims against us.





## Contact us

Contact us for more information  
or to discuss how you can benefit  
from Insight's support.

### HEAD OFFICE

LEVEL 9, 160 ANN STREET, BRISBANE QLD 4000

PHONE: 07 3018 0400

EMAIL: [info@insightinvestments.com.au](mailto:info@insightinvestments.com.au)

[www.insightinvestmentservices.com.au](http://www.insightinvestmentservices.com.au)



**Buxton**  
Private Wealth

## Business, Adviser Profile and Schedule of Fees and Services

Business, Adviser Profile and Schedule of Fees and Services - Version:  
**No. 5**

Date Issued:  
**1 July 2025**

This document contains a Business and an Adviser profile. The business profile provides information about the business your adviser works for.

The adviser profile provides information about your adviser - their contact details, qualifications, experience, and any memberships they may hold.

It also outlines the strategies and products your adviser can provide advice on; and the fees associated with the advice provided.

*These profiles are part of the Financial Services Guide (FSG) and are only complete when they are provided together.*

[buxtonprivatewealth.com](http://buxtonprivatewealth.com)

Level 6, 9 Castlereagh Street, Sydney, NSW, 2000 | PO Box 911, St Ives, NSW, 2074

### Licensing

Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust, trading as Buxton Private Wealth ABN 71 274 599 734, a Corporate Authorised Representative No. 001299746 of Insight Investment Services Pty Ltd. Paul Hanley, Authorised Representative No. 441990 of Insight Investment Services Pty Ltd. Australian Financial Services Licensee - Insight Investment Services Pty Ltd - No. 309 996 ABN 22 122 230 835.



# Buxton Private Wealth

## BUSINESS PROFILE

### ABOUT OUR LICENSEE



**ABN** 22 122 230 835 **AFSL/ACL NUMBER** 309996  
**ADDRESS** Level 6, 200 Creek Street Brisbane Queensland 4000  
**POSTAL** GPO Box 942, Brisbane QLD 4001  
**PHONE** 07 3018 0400  
**FAX** 07 3018 0399  
**EMAIL** [info@insightinvestments.com.au](mailto:info@insightinvestments.com.au)  
**WEB** [www.insightinvestments.com.au](http://www.insightinvestments.com.au)

Insight is responsible for the services provided by any of its authorised representatives.

### ABOUT OUR BUSINESS



Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust, trading as Buxton Private Wealth.

**ABN** 71 274 599 734 **AR NUMBER** 001299746  
**ADDRESS** Level 6, 9 Castlereagh Street, Sydney, NSW, 2000  
**PHONE** 0458 801 121  
**POSTAL** PO Box 911, St Ives, NSW, 2074  
**EMAIL** [admin@buxtonprivate.com.au](mailto:admin@buxtonprivate.com.au)  
**WEB** [www.buxtonprivatewealth.com](http://www.buxtonprivatewealth.com)

Buxton Private Wealth provides Portfolio Management, Superannuation, Risk Management, and Planning and Modelling advice and services to a select group of private clients and their families.

Our sense of purpose, and our focus and attention on a limited number of clients means that we understand our client's and their financial affairs intimately.

Our focus is not on transactional advice. We seek to be our clients' coach and guide on their Journey to Wealth. We partner with our clients' specialist tax, accounting and legal advisers in support of an integrated approach.

Our qualifications, strategic, commercial and life experience bring unique insights to the advice process –and to the construction and management of our client's investments.

#### ADVICE FEES AND INSURANCE COMMISSIONS

Buxton Private Wealth will not charge you a fee until such time as we have agreed upon the nature and scope of any advice to be provided. The nature and scope of the advice provided, and the agreed fees will be incorporated in a Letter of Engagement.

Buxton Private Wealth will not receive any income, fee or commission from any party other than you or your insurance product provider.

Buxton Private Wealth will neither pay referral fees to, nor receive referral fees from any accountant, attorney, broker or any other party.

Depending on the nature and extent of the advice provided, the cost of our advice may be charged as Adviser Fees, or received as Insurance Commissions, or as a combination of both.

- **Advice Fees** charged may be once-off, periodic or ongoing - depending on our engagement.
  - **Once-off Strategic Advice Fees** - are based on the agreed scope, and the complexity of the advice to be provided.
    - The Advice Implementation Fee may apply where we execute our recommendations on your behalf.
    - May be paid for directly by you following invoice, and / or indirectly paid via the investment or superannuation product provider.
  - **Ongoing Advice Fees** - are based on the breadth and complexity of your financial affairs, the scope and complexity of the ongoing advice to be provided, the extent of the administration and other services to be provided, and the nature and value of the portfolio/s under our advice, management and administration.
  - **Ongoing advice fees may be charged as:**
    - A set dollar amount - that is agreed between you and us and either invoiced directly to you, and / or paid under your authority via your financial product/s.

	<ul style="list-style-type: none"> <li>▪ A portfolio percentage-based fee - that is agreed between you and us and paid via your financial product/s.</li> </ul> <ul style="list-style-type: none"> <li>• <b>Advice and Insurance:</b> <ul style="list-style-type: none"> <li>○ <b>Insurance advice</b> may be paid for directly by you following invoice, and / or indirectly via commissions paid by a life insurance product provider.</li> <li>○ <b>Insurance Commissions</b> – Commissions paid by a life insurance product provider are built into the cost of your premium and may comprise a percentage of the initial annual premium, and / or a percentage of the annual premium on renewal.</li> </ul> </li> </ul> <p><b>Our Standard Advice Fee table (inclusive of GST)</b> follows and include charges for the following advice and services:</p>		
UPRONT FEES	INITIAL CONSULTATION	No Charge	An initial meeting with the objectives of: obtaining a basic understanding of your situation and requirements; an opportunity for you to obtain a better understanding of us and the advice and services we provide; culminating in an initial agreement whether and how we might be of assistance.
	ADVISOR HOURLY RATE	\$770 per hour Incl GST (Paul Hanley) \$550 per hour incl GST (Alicia Minnie)	For specific matters not incorporated into Initial or Ongoing Advice.
	INITIAL ADVICE	Between \$4,400 (incl. GST) and \$11,000 (incl. GST) for the Preparation of a Statement of Advice	This fee includes: all consultations and meetings, information gathering, research and analysis, modelling, strategy development, portfolio construction; and the presentation of our advice and recommendations in a statutory Statement of Advice.
	ADVICE IMPLEMENTATION	Up to \$2,200 (incl. GST)	Comprising the establishment of superannuation and investment accounts and portfolios; and insurance products.
	INSURANCE ADVICE MINIMUM COST RECOVERY FEE*	\$3,500 (incl. GST)	Where an application for life cover is declined by the insurer or, where you reject an offer of Amended Cover Terms (exclusions /premium loadings) by an insurer.

			<i>*Refer to Insurance Commission disclosure below.</i>
ONGOING FEES	ONGOING ADVICE FEES	<p>Our Standard Annual Fee Basis* is tiered, and based on the portfolio/s under our advice and management as follows:</p> <ul style="list-style-type: none"> <li>• \$0 - \$1m 1.00 %</li> <li>• \$1m - \$2m 0.75 %</li> <li>• \$2m - \$5m 0.50 %</li> <li>• \$5m - \$10m 0.25 %</li> <li>• \$10m + 0.125%</li> </ul> <p><i>*Agreed Fees are determined based on the nature and scope of the advice provided, and the nature of the portfolio/s under our advice and management.</i></p> <p><i>*Fees are discussed and agreed at each review meeting, but at least annually.</i></p> <p><i>*Fees quoted here are excluding GST of 10%</i></p>	<p>Comprising annually agreed advice and services which may include:</p> <ul style="list-style-type: none"> <li>• Portfolio management and administration.</li> <li>• Fund manager reviews and assessments.</li> <li>• Portfolio updates and reviews.</li> <li>• Evaluation of progress with superannuation contribution strategies / pension payments and strategies; and updates and guidance in the lead up to financial year end.</li> <li>• Annual insurance policy premium updates and reviews.</li> <li>• Financial modelling in support of intra-year financial decision-making.</li> <li>• Reviews of your personal situation and objectives and progress in the achievement of your strategic financial plan.</li> <li>• Liaison with your specialist advisers.</li> <li>• Financial year end and taxation matters.</li> <li>• Provision of educational information.</li> </ul>
INSURANCE COMMISSION	<ul style="list-style-type: none"> <li>• <b>Insurance Commissions</b> – Commissions paid by a life insurance product provider are built into the cost of your premium and may comprise a percentage of the initial annual premium, and / or a percentage of the annual premium on renewal. <ul style="list-style-type: none"> <li>○ Where the initial commission is less than our Initial Advice Fee above, you will be invoiced the difference between the Initial Advice fee and the initial commission received.</li> <li>○ Where an application for life cover is unsuccessful or, where you reject an offer of Amended Cover Terms by an insurer, we will invoice you a cost recovery fee of \$3,300 Inc. GST.</li> <li>○ Policies cancelled within 24 months of inception will result in a proportion of the commission paid by the life insurance product provider being ‘clawed back’. <ul style="list-style-type: none"> <li>▪ Where applicable, clawed back commissions will result in the client being invoiced in the amount of the claw back.</li> </ul> </li> </ul> </li> </ul>		

	<ul style="list-style-type: none"> <li>• <b>Legislated maximum standard Life Insurance Commission Rates</b> - apply to all policies written since 1 January 2020. These are detailed below:</li> </ul> <table> <tr> <td>Initial Year Commission</td><td>0-66% of the initial year's annual premium</td></tr> <tr> <td>Renewal Commissions</td><td>0-22% of the annual premium applicable at renewal</td></tr> </table>	Initial Year Commission	0-66% of the initial year's annual premium	Renewal Commissions	0-22% of the annual premium applicable at renewal
Initial Year Commission	0-66% of the initial year's annual premium				
Renewal Commissions	0-22% of the annual premium applicable at renewal				
<b>HOW WE ARE PAID</b>	<p>As Licensee, <b>Insight</b> receives all fees and commissions (incl. GST). <b>Buxton Private</b> pays <b>Insight</b> an agreed monthly fee for compliance, education, professional indemnity insurance and administration services.</p> <p>The remainder of our fees are paid to Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust, trading as Buxton Private Wealth which is responsible for your adviser's remuneration.</p>				

<b>ADVISER PROFILE</b>	
<b>YOUR ADVISER</b>	<p><b>Paul Hanley</b> is an authorised representative No. 441990 of Insight Investment Services Pty Ltd.</p> <p>EDUCATION, QUALIFICATIONS AND REGISTRATIONS</p> <p>Chartered Accountant of Australis CAANZ Bachelor of Commerce</p> <p>Bachelor of Commerce Bachelor of Accounting (Post-graduate) Diploma in Financial Planning Statutory Financial Adviser South African Institute of Chartered Accountants CA(SA) Statutory 'relevant provider' - tax (financial) advice services Statutory Financial Adviser</p> <p>MEMBERSHIPS</p> <p>Financial Advice Association Australia (FAAA)</p> <p>EXPERIENCE</p> <p>National Head of Credit and Risk Management - Private Banking - 4 Years Country Head of Private Banking and Wealth Management - Australia and South Africa - 7 Years Trusted adviser, wealth manager and financial planner - since 2013</p> <p>MOBILE: EMAIL</p> <p>0407 755 116 paulh@buxtonprivate.com.au</p>



	<p><b>Alicia Minnie</b> is an authorised representative No. 001311145 of Insight Investment Services Pty Ltd; and an employee of Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust ABN 71 274 599 734 – a corporate authorised representative No. 001299746 of Insight Investment Services Pty Ltd.</p> <p><b>EDUCATION, QUALIFICATIONS AND REGISTRATIONS</b></p> <p>Bachelor of Commerce Finance</p> <p>Diploma in Financial Planning</p> <p>Advance Diploma in Financial Planning</p> <p>Graduate Diploma in Financial Planning</p> <p><b>MEMBERSHIPS</b></p> <p>Financial Advice Association Australia (FAAA)</p> <p><b>EXPERIENCE:</b></p> <p>Financial Service industry as administrator, client service manager and paraplanner – Australian and South Africa – 11 years</p> <p>Authorised Representative in Financial Planning from 28th August 2024</p> <p><b>MOBILE:</b></p> <p>0422 845 810</p> <p><b>EMAIL</b></p> <p><a href="mailto:aliciam@buxtonprivate.com.au">aliciam@buxtonprivate.com.au</a></p>
<p><b>WHY SHOULD YOU CHOOSE ME</b></p>	<p><b>Paul Hanley</b> - My qualifications and strategic and operational experience managing the Private Banking division of a recognised Anglo-South African bank in Australia and South Africa; my lifelong association with emerging and prosperous private clients and their families; and the successful relationships I have built advising select private clients - bring unique insights to the advice relationship.</p> <p><b>Alicia Minnie</b> – I have eleven years of experience in client services and advisor support across four different boutique financial planning firms, including three in Australia and one in South Africa. I have been working with Paul Hanley since February 2019.</p> <p>My extensive knowledge of and involvement in modelling, research, financial planning, and Life Risk insurances have contributed to achieving favourable outcomes for clients. My focus is on educating clients during the advice process to help them understand and take advantage of their financial situation while making informed financial decisions supported by a professional adviser.</p> <p>We are specialist wealth managers and advisers, working closely with our client's specialist credit, tax, accounting and legal advisers - ensuring an integrated approach - avoiding the conflicts of interests associated with 'one-stop shops'.</p>

**ADVICE I CAN  
PROVIDE**

I am authorised to provide you with single-issue or comprehensive strategic financial advice, and financial product advice and execution - associated with the following areas of expertise.

**STRATEGIES**

**FINANCIAL SERVICES PRODUCTS**

• **Investment planning**

- Portfolio construction and management
- Savings and wealth creation strategies
- Children's education savings and long-term savings strategies

- Managed investments, Securities and Deposits
- Superannuation and Retirement Savings Accounts

• **Financial planning**

- Guidance on budgeting and goal setting
- Pre-retirement planning
- Superannuation planning - contributions, withdrawals, products and investments
- Retirement planning
- Post-retirement planning

- Managed investments, Securities and Deposits
- Superannuation and Retirement Savings Accounts

• **Estate planning considerations**

- Life risk insurance products, superannuation, managed investments, Securities and deposits

• **Risk Management**

- Personal insurance planning
- Business insurance planning

- Life Risk Insurance Products
- Superannuation and Retirement Savings Accounts
- Managed investments

HOW WE ARE PAID	PAUL HANLEY	
	SHAREHOLDER / TRUST BENEFITS	I control a percentage of the equity interests in Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust. As a result, I will benefit from fees, dividends or income received from the business's profits that may result from any payments or other benefits received in respect of the services provided to you.
	EMPLOYEE BENEFITS	As an employee of Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust I receive a salary, and superannuation guarantee benefits at statutory rates.
	ALICIA MINNIE	
	EMPLOYEE BENEFITS	As an employee of Buxton Advisory Pty Ltd ATF Buxton Private Wealth Unit Trust, I receive a salary, and superannuation guarantee benefits at statutory rates, as well as discretionary variable remuneration.