

# Viridian Select Pty Ltd Authorised Representatives

## Financial Services Guide

### Part 2 (Advisor Profile)

**Issue date: 6 August 2019**

**Version: 1.0**

# Financial Services Guide

## Part 2

### About this document

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

- Financial Services Guide Part 1 (General), dated 6 August 2019 (**Part 1**); and
- Financial Services Guide Part 2 (Advisor Profile) (**Part 2**).

The FSG is comprised of Part 1 and Part 2 and these documents should be read together. This document is Part 2.

Viridian Select Pty Ltd (**Viridian Select** or **Licensee**), ABN 41 621 447 345, holds Australian financial services licence (**AFSL**) number 515 762 and has authorised the Corporate Authorised Representative and the individual Authorised Representative(s) identified in this Part 2 of the FSG to distribute this FSG to retail clients.

The licensee's contact details are:

Viridian Select Pty Ltd  
ABN 41 621 447 345  
Australian Financial Services Licence 515762  
Level 17, 120 Collins Street  
Melbourne VIC 3000,

Phone: 1300 84 74 34

Email: [enquiries@viridiansselect.com.au](mailto:enquiries@viridiansselect.com.au)

Website: [viridiansselect.com.au](http://viridiansselect.com.au)

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

Part 1 of this FSG contains important information about:

- Viridian Select and the financial services that Viridian Select is authorised to provide
- the process which Viridian Select and its Advisors follow to provide financial services
- how Viridian Select and its Advisors and associates are paid
- any arrangements which may influence Viridian Select and its Advisors advice to you
- how Viridian Select 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 Corporate Authorised Representative and individual Authorised Representative Advisors who may provide services to you. This Part 2 includes information about the services your Corporate Authorised Representative and Advisor are authorised to provide on behalf of Viridian Select, the Advisor's experience, qualifications and professional memberships and more detailed information about how your Corporate Authorised Representative and Advisor are paid.

## **Financial Services FSG**

### **Part 2**

#### **Who are your Advisors?**

Your Advisors are GK Financial Services Group Pty Ltd, (ABN 48 133 739 081), a Corporate Authorised Representative of Viridian Select Pty Ltd (Viridian Select), Authorised Representative (AR) number 410751, and Jim Koumides AR number 331282. Each Advisor is an Authorised Representative of Viridian Select.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Pty Ltd and GK Financial Services Group Pty Ltd and Jim Koumides. In this document, the term 'Advisor' refers generally to Viridian Select's individual Authorised Representatives and Corporate Authorised Representatives.

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

Jim Koumides

Authorised representative number: 331282

Jim Koumides has extensive experience in the financial services industry and has the following qualifications, professional memberships and industry experience:

With more than nineteen years of experience in the financial services industry, Jim is well regarded for his expertise and strategic advice relating to effective wealth management solutions, equities and structured investments, and asset protection, at both an individual and entity level. An experienced leader in the Financial Services and Banking Industry in Australia, Jim has worked in the corporate, government and private sectors in roles encompassing Private, Retail and Business Banking, Financial Planning and Private Wealth Management. Ranked as one of the leading Financial Advisers in 2000 by Westpac, Jim went on to head Westpac's 26-strong team of practice development managers, responsible for the technical and business coaching of advisers. In this role, Jim led and coached a supporting network of over 550 Financial Planners for Westpac. In subsequent senior leadership roles with BT Financial Group, Jim was awarded the David Williams Fellowship as part of BT's pre-eminent Executive Development Program. Over the last 11 Jim has been a Director and Senior Financial Planner of GK Financial Services Group, a boutique Financial Planning Practice specialising in the provision of tailored personal financial advice to individuals and entities, with a passion for wealth creation and wealth protection.

Jim Koumides is a Certified Financial Planner® professional and a CERTIFIED FINANCIAL PLANNER® practitioner of the Financial Planning Association. He also holds a Bachelor of Economics (with Golden Key Honours) & a Graduate Diploma in Applied Finance and

Investment. He has been awarded membership to the Golden Key International Honour Society for Academic Excellence (Monash University Chapter).

## **Do your Advisors have any associations and relationships?**

Jim Koumides has an association with GK Financial Services Group Pty Ltd as a director and employee. Fees and commissions are paid to GK Financial Services Group Pty Ltd by Viridian Select for distribution to them. GK Financial Services Group Pty Ltd is also a Corporate Authorised Representative of Viridian Select and is not a related company of Viridian Select.

## **What areas are your Advisors authorised to provide advice on?**

GK Financial Services Group Pty Ltd is authorised by Viridian Select to provide financial product advice and to deal in financial products, in relation to retail or wholesale clients.

Jim Koumides is authorised by Viridian Select 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
- derivatives (including warrants)
- 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 Select (authorised under Viridian Select's AFSL number 515 762). 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 financial Advisors are not authorised to provide?**

Jim Koumides is not authorised to provide the following:

- MDA services

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 financial 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 Select's website [viridianselect.com.au](http://viridianselect.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 financial 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 Select.

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

I receive director fees and profit share as a director of GK Financial Services Group. These fees are determined by GK Financial Services Group as appropriate from time to time as per the services provided to you.

We may also receive other benefits as detailed below under the headings: 'What other benefits do your financial advisors receive?' and 'Will your financial advisor be paid when making a referral?'

## **What is your financial 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.

### **Advice Fees**

For having a personalised financial plan (SoA) prepared, a plan preparation fee (up to \$15,000) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you. Advice Fees will be detailed in full in your SOA or ROA.

## **Implementation Fees**

We may charge fees for the implementation of our advice or for arranging transactions on your behalf without advice (such as when we provide an 'execution only' service). Implementation Fees are based on your individual circumstances, the complexity involved in your situation and the value of your portfolio. The Implementation Fees will generally be between 1% and 3% (incl. GST) of the value of the funds under advice and will be charged after we provide our implementation or transaction services. We will discuss these fees with you and gain your agreement to the fees before we provide you with our services. Implementation Fees will be detailed in full in your SOA or ROA.

The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed:

- a. a range from \$550 (min) to \$2,200 (max); or
  - b. \$300 per hour; or
  - c. 3% of the initial funds invested, or
  - d. the maximum of entry fees or contribution fees specified in the Product Disclosure Statement (PDS) for the recommended product;
- whichever is the greater.

## **Ongoing Advice Fees**

We may charge a fee to provide ongoing portfolio reviews and/or for the provision of ongoing services. The Ongoing Advice Fee will generally be between .5 % and 1.5% per annum (incl. GST) of the value of the funds under advice and will be agreed with you if you decide to use our Ongoing Advice Service. You may choose to pay the Ongoing Advice Fee annually or monthly.

If you choose to have me provide an ongoing advice service, the actual fee will depend on the complexity of your situation but will not exceed:

- a. A fixed dollar amount of up to \$20,000; or
- b. Up to 2% per annum of funds under management.

We may also receive the following 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.

## **Infinity Asset Management (only where you are recommended or use this product)**

A separate ongoing service fee is charged by IAM in relation to SMA services. This fee is a percentage of your portfolio and generally will not exceed 0.275% p.a. (incl. GST), calculated on the average daily balance for the month of your portfolio. For example, if the average daily balance of your SMA portfolio for each month in a year is \$100,000, you will be charged an amount of up to \$23 for each month, or up to \$275 for the year. This will be in addition to any non-SMA ongoing advice fees.

Ongoing Advice Fees (and ongoing SMA service fees where applicable) will be fully detailed in your Ongoing Service Agreement.

## **What amounts does the licensee and other related entities receive for financial services?**

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

Under an arrangement with Viridian Select, Viridian Select collect up to 100% of the fees and commissions payable in connection with the financial products or services we provide are collected by Viridian Select and passed on to GK Financial Service Group Pty Ltd, except for Separately Managed Account (**SMA**) service fees which are paid to IAM 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 financial fee structure?'

## **What other benefits do your financial advisors receive?**

In addition to the remuneration detailed above, we may also receive other benefits and entitlements as detailed below:

From time to time, we may accept alternative forms of remuneration from product providers or other parties (up to a value of \$300), such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

## **Will your financial 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 Advisors can be contacted:

<b>Your Financial Adviser:</b>	Phone: +613 8862 6433
	Fax: +613 8589 5358
	Mobile: 0488 244 066
	<b>Jim Koumides</b> Email: jim.koumides@gkfinancialservices.com.au
	<b>GK Financial Services Group</b> Website: www.gkfinancialservices.com.au
<b>Practice details:</b>	Phone: +613 8862 6434
	Fax: +613 8589 5358
	Mobile: 0488 244 066
	GK Financial Services Group Pacific Tower, Suite 2.05 737 Burwood Road, Hawthorn East Vic 3123
	Email: <a href="mailto:office@gkfinancialservices.com.au">office@gkfinancialservices.com.au</a> Website: www.gkfinancialservices.com.au