



# **Financial Services Guide**

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This Financial Services Guide has been authorised for distribution by the authorising licensee:

DJT Wealth Pty Ltd

ABN 95 626 330 630

Australian Financial Services Licence No. 510793 ('AFSL')

Level 30, 264 George St Sydney NSW 2000.

PO Box R1962 Royal Exchange NSW 1225

Email: [admin@ditwealth.com.au](mailto:admin@ditwealth.com.au)

This Financial Services Guide ('FSG' or the 'Guide') provides you with important information about DJT Wealth Pty Ltd (DJT Wealth or 'Licensee'), and its Authorised Representatives, who will provide you with the financial services described in this Guide. It is designed to help you evaluate and make an informed decision about whether to use the financial services described in this Guide. We suggest you retain this Guide for your future reference. If any part of this Guide is not clear, please speak to your financial adviser.

The Guide has four sections;

- Financial Services Guide (Section 1);
- Privacy Statement (Section 2);
- Are you satisfied? (Section 3); and
- How to contact us? (Section 4).

These documents contain important information about:

- who we are;
- the financial services we offer as Authorised Representatives of DJT Wealth;
- DJT Wealth as the holder of an AFSL;
- the financial services that DJT Wealth offers;
- the process we follow to provide financial services;
- how we, our associates, and DJT Wealth are paid;
- any arrangements which may influence our advice to you;
- how we and DJT Wealth protect your privacy; and
- who to contact if you have a complaint or if you are not satisfied with the services provided.

References in this Guide to 'me', 'I', 'us', 'we' and/or 'our' should be read as either DJT Wealth or 'Authorised Representatives' of DJT Wealth, as the context requires.

#### **Lack of Independence**

DJT Wealth Pty Ltd receives commission on the sale of life risk insurance products. As such, we are neither independent, impartial, or unbiased as defined in Section 923A of the Corporations Act.

## ABOUT DJT WEALTH

Dean O'Neill and Themistoklis Karakaidos have over 50 years of financial markets experience to form DJT Wealth Pty Ltd.

DJT Wealth is a company born out of a desire to provide individual and specifically tailored advice to Dean and Themis's unique clients.

Combining their financial planning and advisory skills, Dean and Themis seek to provide bespoke advice to a relatively small number of clients with whom they seek to build deep and long-lasting relationships. In doing so, Dean and Themis believe that they are best placed to add significantly to their clients financial and personal well being.

DJT Wealth (AFSL 510793) is wholly owned by Dean and Themis and holds its own AFSL issued by the Australian Securities and Investments Commission.

DJT Wealth is a Corporate Trustee of DJT Wealth Unit Trust (ABN 43 717 437 916).

As the holder of an AFSL, DJT Wealth is responsible for the financial services we provide to you. DJT Wealth acts on its own behalf when these financial services are provided to you.

As Authorised Representatives, we act on behalf of DJT Wealth when providing the financial services we are authorised to provide under DJT Wealth's AFSL.

Further information on these services is set out in this Guide.

## SECTION 1 - FINANCIAL SERVICES GUIDE

### WHAT OTHER INFORMATION SHOULD YOU CONSIDER BEFORE DECIDING WHETHER TO PROCEED WITH OUR RECOMMENDATIONS?

If you receive personal financial advice this will be documented in a Statement of Advice (SoA), or, in specific circumstances, a Record of Advice (RoA). This confirms the discussions you have had with us, the recommendations we are making and the basis for those recommendations. These documents will also explain how those recommendations will work towards achieving your goals, any relevant fees received by us, and any associations with financial product providers.

When a financial product is recommended to you, you will be provided with a Product Disclosure Statement (PDS) or other disclosure document issued by the product provider. Among other things, the PDS contains information about the risks, benefits, features and fees payable in respect of the product. In combination, these documents will help you make an informed decision about whether to proceed with our recommendations.

### WHO PROVIDES THE FINANCIAL SERVICES DESCRIBED IN THIS FSG?

The financial services described in this FSG are provided by us as Authorised Representatives of DJT Wealth.

### WHO IS YOUR ADVISER?

#### Dean O'Neill

Authorised Representative Number: 00449132

Dean has over 28 years financial services experience and holds a Bachelor of Commerce (Economics) from Macquarie University, a Diploma of Financial Planning and is a Certified Financial Planner®. Prior to establishing DJT Wealth, he worked with Themis for 15 years which included 12 years at Macquarie Bank. In total, Dean worked at Macquarie for 14 years and was formerly an employee of Merrill Lynch for 5 years.

#### Themistoklis Karakaidos

Authorised Representative Number: 001235130

Themis has 26 years financial services experience and holds a Bachelor of Economics from Sydney University, a Diploma of Financial Planning and is a Certified Financial Planner®. Prior to establishing DJT Wealth, he worked with Dean for 15 years which included 12 years at Macquarie Bank. Prior to this he held financial services roles with AMP, Lend Lease and NRMA.

Their financial markets experience and knowledge is extensive and has resulted in Dean and Themis providing advice to clients across a broad range of areas including but

not limited to: superannuation, SMSF strategies, equities, managed funds, risk management, gearing, and estate planning.

Dean and Themis are both members of the Financial Planning Association of Australia and are members of the Tax Practitioners Board.

### DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

Through their family trusts, Dean O'Neill and Themistoklis Karakaidos are unit holders of the DJT Wealth Unit Trust. Dean and Themis are employees and owners of DJT Wealth.

### WHO IS RESPONSIBLE FOR THOSE FINANCIAL SERVICES?

As the holder of an AFSL, DJT Wealth is responsible for the financial services we provide to you. DJT Wealth acts on its own behalf when these financial services are provided to you. In relation to the financial services offered in this FSG, DJT Wealth, as the holder of an AFSL, does not act on behalf of any other person or licensee. DJT Wealth is only responsible for the services offered in this FSG.

The law requires DJT Wealth to have arrangements in place to compensate certain persons for loss or damage they suffer from certain breaches of the Corporations Act by DJT Wealth and/or its Authorised Representatives. DJT Wealth has internal compensation arrangements as well as professional indemnity insurance that satisfy these requirements.

### WHAT FINANCIAL SERVICES DO WE OFFER?

We are authorised, on behalf of DJT Wealth to provide financial product advice and to deal in a wide range of:

- deposit products;
- Government debentures, stocks or bonds;
- life investment and life risk products;
- managed investment schemes including investor directed portfolio services;
- standard margin lending facilities;
- retirement savings account products;
- securities (for example shares); and
- superannuation products

Some of the services we can provide to you, are:

- financial planning advice;
- wealth accumulation advice;
- superannuation advice, including self managed superannuation funds;
- redundancy advice;
- retirement advice;
- gearing strategies;
- cash flow advice;
- social security benefits advice;
- life and disability insurance advice; and
- estate planning services (financial planning).

We are not authorised to provide advice or services in the following areas:

- Managed Discretionary Account services
- Derivatives

## **WHAT PRODUCTS ARE AVAILABLE?**

A range of financial products offered by many leading financial product providers are available to our advisers when they provide personal advice. Details of the products we can recommend are contained in the Approved Product List (APL).

Internal and external experts provide financial product research and other information, which is made available to your financial adviser. This includes information relating to:

- the economy and financial markets;
- investment and technical strategies;
- managed funds, unlisted investments;
- shares, debt securities and bonds; and
- insurance products.

When providing personal advice to you, our advisers may only recommend a product to you if they consider it is appropriate after considering your objectives, financial situation and needs and the product is approved by DJT Wealth.

## **HOW DO WE ENSURE THAT THE PERSONAL ADVICE WE GIVE YOU SUITS YOUR NEEDS AND OBJECTIVES?**

To ensure your adviser provides personal advice that is appropriate, we firstly need to understand your objectives, financial situation and needs. Your adviser (referred to as 'we' below) will follow a step-by-step process as outlined below:

- 1.) We will meet with you for an initial consultation in person or teleconference if a personal meeting is impractical. During this meeting we will discuss your expectations and provide you with details of the services we can offer.
- 2.) We will collect all the information we need from you, including your objectives, financial situation and needs. If you do not wish to provide the information we require, we will advise you of the possible consequences of not disclosing all of this information and the impact on the recommendations given. This may include not being able to provide advice on the subject matter you request.
- 3.) We will help you identify your goals and may discuss your attitude towards investment risk.
- 4.) We may consider strategies in areas such as income, social security, insurance, cash and estate planning requirements. Where we recommend a financial product, we will also conduct a reasonable investigation of the financial products that may be suitable to implement the strategies as part of our

recommendations. Based on these and other considerations, we will prepare and present you with a written SoA, or in some cases depending on the circumstances, an RoA. We will explain in the SoA (or RoA) the basis for the advice, and any remuneration, benefits or associations which could have influenced our advice.

Where we recommend financial products, we will provide you with a PDS or other disclosure document containing information about each product recommended, to help you make an informed decision about whether to invest in or acquire that product.

- 5.) We will discuss our recommendations with you, make any changes you require and ask you whether you would like us to implement those recommendations on your behalf.
- 6.) If you agree, we will then implement those recommendations.
- 7.) We will meet with you periodically to review your financial circumstances if we agree to an ongoing advice service arrangement which includes a regular review component. If an ongoing advice service arrangement is entered into, this will be documented in your Ongoing Advice Service Arrangement Letter and/or SoA. We will renew your arrangement with you at a minimum of every year.

We will also explain to you any significant risks of the financial products and strategies which we recommend to you. If you are unclear of the risks, do not hesitate to question us further.

In certain circumstances, we may not provide you with personal advice via a SoA or RoA, as outlined above. These circumstances may include:

- 1.) Where we provide you with only general advice, such as through seminars and newsletters;
- 2.) Further advice or verbal advice – if you previously received an SoA, any further personal advice provided by us may be recorded in a RoA. We will not necessarily provide you with a copy of the RoA unless you request it (see below).

## **WHAT DOCUMENTS DO YOU GET IF WE PROVIDE FURTHER ADVICE?**

Where a further review is conducted and personal advice is provided, in some circumstances we are not required to provide you with a SoA for this further advice. Where this is the case, if you have not already been provided with a RoA, you may request a copy of the RoA from us by contacting us for a period of seven years from when the further advice was first provided to you.

## HOW CAN YOU INSTRUCT US?

You may specify how you would like to give us instructions, for example, by phone or email using the relevant contact details set out in this FSG in Section 4. Alternatively, you may provide instructions to us in person.

## HOW ARE WE PAID FOR OUR SERVICES?

We and DJT Wealth may receive:

- fees paid by clients;
- brokerage and placement fees;
- commissions paid by product providers; and
- other benefits.

All fees and brokerage charged by us and commissions paid by product providers are received by DJT Wealth as the Australian Financial Services Licensee.

Dean and Themis may receive salaries, management fees and distributions from their family trusts. Other employees may also receive salary and distributions from their family trusts.

Details of any fees, commissions or other benefits that we, DJT Wealth or other associated persons are entitled to receive if you implement our recommendations in relation to a specific financial product, will be disclosed to you in your SoA or RoA when personal advice is given.

## WHAT TYPE OF FEES, COMMISSIONS, PAYMENTS AND OTHER BENEFITS DO WE RECEIVE FOR OUR SERVICES?

If fees, commissions or other benefits are not calculable at the time we provide personal advice, we will describe the manner in which they are calculated at the time the advice is given or as soon as practicable thereafter. If you receive general advice you may request particulars of the fees, commissions and other benefits that we may receive, within a reasonable time after this FSG is given to you.

The types of fees, commissions and other benefits that may be received by us and by DJT Wealth include the following:

### Service fees

We will discuss and agree on our fee structure with you before we provide you with services. The types of fees you can be charged are listed below. You may be charged a combination, or part of, any of these fees.

### Fees for advice

We may charge fees for the preparation, presentation and implementation of our advice.

Typically, for having a personalised financial plan prepared for you, a plan preparation fee of up to \$11,000 is payable (includes GST).

We may charge a separate implementation fee to implement the recommendations we make to you. These are payable when you decide to proceed with the implementation of any one or more recommendations, we provide to you. An implementation fee of up to \$5,500 (includes GST) may be charged.

These plan preparation and implementation fees will be based on your individual circumstances, the complexity involved in your situation and the time it takes to prepare personal financial advice for you. We will discuss these fees with you and gain your agreement to the fees before we provide you with advice.

### Ongoing advice fees and reviews

If you choose us to conduct a review of your financial plan or circumstances, you may be charged a review fee.

If you choose to have us provide an ongoing advice service, we may charge a fee to provide ongoing portfolio reviews and/or for the provision of other ongoing services.

We will discuss these fees with you and gain your agreement to the fees prior to providing the review or ongoing service. The fees are either a set amount, or an amount based on the amount of funds under our advice (up to 1.4% pa including GST), and/or the time involved in reviewing your portfolio, financial strategies and circumstances.

### Brokerage and Placement Fees

DJT wealth may receive up to 100% of any brokerage fees charged for the execution of share trades. We may charge between 0% to 1.1% (includes GST) but subject to a minimum of \$110 inclusive of GST on any share transaction. For example, a share trade to the value of \$50,000, would incur a brokerage rate of up to 1.1%, which is \$550 (includes GST).

DJT Wealth may accept placement fees for corporate actions and Initial Public Offerings relating to shares. This placement fee will vary depending on the offer and is at no additional cost to you. As an example, if a placement fee of 1% is payable on a \$50,000 investment, this is \$500. DJT Wealth may choose to rebate a part of this to you.

### Referral fees

DJT Wealth does not accept referral fees.

### Payment methods

Our fees are either invoiced to you directly, or deducted from your investments, or a combination of these methods.

Where it is debited from your investments it is normally referred to as the Adviser Service Fee.

In most instances you will be able to select the method of payment that suits you best. We will discuss and agree the method of payment with you before we provide you with services.

## Commissions

If you take out a life insurance product through us, DJT Wealth may receive payments in the form of initial commissions and/or ongoing commissions from the financial product providers. These commissions are included in the premiums you pay for the product. We may agree to rebate some or all of these fees to you.

### Life Insurance Products

Initial and ongoing commissions from insurance providers may be received by DJT Wealth. These commissions are paid to DJT Wealth by the company that issues the product that we recommend to you and they are included in what you pay for the product. The commissions vary and are based on the policy cost, which is the sum of the premiums you pay and may include other fees related to the product.

The initial commission is paid in the first year by the product issuer to DJT Wealth. Ongoing commissions are payments paid by product issuers to DJT Wealth in the years after the first year. These commissions may be passed onto us.

If you initiate an increase to your cover DJT Wealth may receive an initial commission and ongoing commissions on the annual increase to your policy cost. The ongoing commission on a client initiated increase is only paid in respect of the period that starts from the first anniversary of the increase.

If the initial commission is equal to the ongoing commissions (as a percentage of your policy cost), DJT Wealth may receive up to 30% (including GST) of your annual policy cost. If the initial commission is higher than the ongoing commissions, the maximum commission that DJT Wealth may receive is set out in the table below:

Date a new product is issued	Initial commission (% of annual policy cost or increase incl. GST)	Ongoing commission pa (% of annual policy cost or increase incl. GST)
Before 1 January 2018 or before 1 April 2018 when the application was received prior to 1 January 2018	0 - 154%	0 – 40%
Between 1 January 2018 - 31 December 2018*	0 - 88%	0 – 30%
Between 1 January 2019 - 31 December 2019*	0 - 77%	0 – 30%
From 1 January 2020*	0 - 66%	0 – 30%

\* DJT Wealth may receive the pre 1 January 2018 commission rates above from the product issuer if:

- > your policy was issued before 1 January 2018 and you exercise an option or apply for additional cover under your policy after 1 January 2018; or
- > your policy was issued before 1 January 2018 and is replaced after 1 January 2018 to correct an administrative error.

### Examples

We recommend an insurance product to you and it is applied for and issued after 1 January 2020. The annual policy cost is \$500. DJT Wealth may receive up to \$330 (66% incl. GST) as an initial commission. Assuming the policy cost stays the same each year, DJT Wealth may receive up to \$90 pa (22% incl. GST) as an ongoing payment.

We recommend an insurance product, where the initial commission is equal to the ongoing commissions (as a percentage of your policy cost). It is applied for and issued after 1 January 2020. The annual policy cost is \$500. DJT Wealth may receive up to \$150 (30% incl. GST) as an initial commission. Assuming the policy cost stays the same each year, DJT Wealth may receive up to \$150 pa (30% incl. GST) as an ongoing payment.

You'll find details of how your insurance policy cost is calculated in the relevant PDS that we provide you. Where personal advice is provided to you, you'll also find details of the commission that DJT Wealth are entitled to receive if you decide to purchase a life insurance product, in your SoA or RoA.

### DOES DJT WEALTH CHARGE ANY FEES?

DJT Wealth will not charge you any additional fees. However, it may retain up to 100% of all fees and commissions generated by its Authorised Representatives.

### OTHER BENEFITS

From time to time, DJT Wealth or Authorised Representatives 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.

## WHAT FEES DO WE PAY TO SOMEONE WHO REFERS YOU TO US?

If you are referred to us, we do not pay the referrer a fee. However, the licensee (DJT Wealth) may provide the referrer with gifts to thank them for their professional referral such as branded promotional items, hampers or gift vouchers.

## SECTION 2 - PRIVACY STATEMENT

### WHY WE COLLECT YOUR PERSONAL INFORMATION

We collect personal information, including sensitive information (e.g. health information), from you to provide you with services including financial advice.

We may also use your information to comply with legislative or regulatory requirements in any jurisdiction, to prevent fraud, crime or other activity that may cause harm in relation to the particular products or services provided, and to help us run our business.

If you do not provide all the information we request, we may no longer be able to provide a product or service, including financial advice, to you.

### COLLECTING AND DISCLOSING YOUR PERSONAL INFORMATION

We may disclose your personal information to anyone we engage to do something on our behalf such as a service provider, and other organisations that assist us with our business. We may also disclose your personal information to third parties such as a complaints body to whom a complaint relating to a product or service is referred, any party acquiring an interest in our business and anyone acting on your behalf.

We may also collect from the parties listed above any personal information they may hold about you which relates to our provision of financial advice.

We may disclose your personal information to an entity which is located outside Australia.

As a provider of financial services, we have obligations to disclose some personal information to government agencies and regulators in Australia, and in some cases offshore. We are not able to ensure that foreign government agencies or regulators will comply with Australian privacy laws, although they may have their own privacy laws. By using our products or services, you consent to these disclosures.

DJT Wealth is also required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF

Act) and its corresponding rules and regulations to implement certain client identification processes. We may be required to obtain information about you at the time of providing financial services to you, and from time to time in order to meet our legal obligations.

We have certain reporting obligations pursuant to the AML/CTF Act and information obtained from or about you may be provided to external third parties and regulators in accordance with the requirements imposed on us.

### OTHER IMPORTANT INFORMATION

We are required or authorised to collect personal information from you by certain laws. Details of these laws are in our privacy policy.

Our privacy policy is available at [www.djtwealth.com.au](http://www.djtwealth.com.au) which covers:

- how you can access the personal information we hold about you and ask for it to be corrected;
- how you may complain about a breach of the Privacy Act 1988 (Cth), or a registered privacy code and how we will deal with your complaint; and;
- how we collect, hold, use and disclose your personal information in more detail.

We will update our privacy policy from time to time.

Where you have provided information about another individual, you must make them aware of that fact and the contents of this privacy statement.

We will use your personal information to contact you or send you information about other products and services offered by us or our preferred suppliers. If you do not wish to receive marketing communications from us, please contact us.

### DEFINITIONS

“We”, “our”, “us” means DJT Wealth and its Authorised Representatives.



## SECTION 3 - ARE YOU SATISFIED?

### WHAT TO DO IF YOU HAVE ANY CONCERNS ABOUT OUR SERVICES

Both we and DJT Wealth will endeavour to provide you with quality financial advice. If you have a complaint or concern about the service provided to you, we encourage you to take the following steps:

- 1.) Contact us (your adviser) first about your concern.
- 2.) If your concern is not resolved to your satisfaction, you may contact DJT Wealth by:

#### Writing to:

DJT Wealth  
Level 30, 264 George St  
Sydney NSW 2000  
Or  
PO Box R1962  
Royal Exchange NSW 1225

Or

Email: [admin@djwealth.com.au](mailto:admin@djwealth.com.au)

- 3) If your concern is not resolved, or if you are not satisfied with the decision, you may contact the Australian Financial Complaints Authority (AFCA).

#### Writing to:

Australian Financial Complaints Authority  
GPO Box 3  
Melbourne VIC 3001

Email: [info@afca.org.au](mailto:info@afca.org.au)

Website: [www.afca.org.au](http://www.afca.org.au)

Phone: 1800 931 678

- 4) The Australian Securities & Investments Commission (ASIC) is Australia's corporate, markets and financial services regulator. ASIC contributes to maintaining Australia's economic reputation by ensuring that Australia's financial markets are fair and transparent, and is supported by informed investors and consumers alike. ASIC seeks to protect consumers against misleading or deceptive and unconscionable conduct affecting all financial products and services. You may contact ASIC by:

#### Writing to:

Australian Securities & Investments Commission  
GPO Box 9827  
Your Capital City

Or

PO Box 4000  
Gippsland Mail Centre  
Victoria 3841

Website: [www.asic.gov.au](http://www.asic.gov.au)

Phone: 1300 300 630

- 5) The Financial Planning Association of Australia Limited (FPA), is the peak professional body for financial planning in Australia. The FPA provides the leadership and professional framework that enables members to deliver quality financial advice to their clients. All FPA members are bound by professional, technical and ethical standards as provided in the FPA Code of Professional Practice. The FPA has effective and appropriate policies and procedures in place to assist you with your complaint and ultimately help protect consumers and those planners doing the right thing.

You may contact the FPA by:

#### Writing to:

The Investigations Manager  
Financial Planning Association of Australia Ltd  
GPO Box 4285  
Sydney NSW 2001

Website: [www.fpa.asn.au](http://www.fpa.asn.au)

Phone: 1300 626 393

Before you send your concern to any of these respective bodies, please contact them first to understand the process of lodging your concern with them.

## SECTION 4 - CONTACT

### HOW CAN YOU CONTACT YOUR ADVISER?

**Your Financial Adviser: Dean O'Neill**

Phone: 02 9098 8690

Mobile: 0419 464 242

Email: [doneill@djtwalth.com.au](mailto:doneill@djtwalth.com.au)

**Your Financial Adviser: Themistoklis Karakaidos**

Phone: 02 9098 8690

Mobile: 0403 508 131

Email: [tkarakaidos@djtwalth.com.au](mailto:tkarakaidos@djtwalth.com.au)

**Practice Details: DJT Wealth Pty Ltd**

*DJT Wealth Address:*

Level 30, 264 George St

Sydney NSW 2000

*Postal address:*

PO Box R1962

Royal Exchange NSW 1225

Email: [admin@djtwalth.com.au](mailto:admin@djtwalth.com.au)

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