



FINANCIAL SERVICES GUIDE

1 February 2022

Version 21

Part 2

Adviser Profile of Christina Cabrera

This document is part of a Financial Services Guide ("Guide") and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) Version 21, dated 1 February 2022.

Authorised Representative Profile

This section is designed to provide you with enough information to decide whether to obtain financial advice (or any other financial service) from us. It's an important document that will introduce your adviser, Marion Deegan and provide you with the information you need to consider before you engage us to provide you with advice or services.

This document complements Part 1 that provided information about our Licensee and the types of documents – Statements of Advice, Records of Advice and Product Disclosure Statements – that you will receive if we provide you with personal advice. Part 1 also explained how you can provide information to us, our compensation arrangements and who to contact if you want to provide feedback or complain about our advice or services.

We've tried to be as clear and direct as possible but if you have any questions, we're happy to answer them.

ABOUT YOUR ADVISER

Who is your financial adviser?

Your adviser is Christina Cabrera, an Authorised Representative of Paragem. Christina Cabrera's ASIC Authorised Representative number is 245844.

What experience does your financial adviser have?

Christina Cabrera has extensive experience in the financial planning industry. She has spent over 28 years as a Financial Adviser offering advice to individual clients as well as small and large business clients. Prior to Blue Edge Financial Planning, she was a Financial Adviser with various financial organisations, including Trust West (Bank West) and Challenge Bank.

What qualifications and professional memberships does your financial adviser have?

Christina Cabrera is a Certified Financial Planner®, holds a Diploma of Financial Planning and a Bachelor of Commerce (UWA) and is a member of the Financial Planning Association of Australia Limited.

Does your financial adviser have any associations or relationships?

Christina Cabrera has an association with Blue Edge Financial Planning ABN 34 101 114 167 as a director. Blue Edge Financial Planning is a Corporate Authorised Representative of Paragem (Authorised Representative No. 290536). Fees and commissions are paid to Blue Edge Financial Planning by Paragem for distribution to Christina Cabrera and its directors.

Christina Cabrera is retained by Blue Edge Financial Planning as a consultant.

ABOUT OUR SERVICES

What areas is your financial adviser authorised to provide advice on?

Christina Cabrera is authorised by Paragem to advise and deal in the following financial products:

- 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 (e.g. shares)
- Self-managed superannuation funds
- Superannuation products

REMUNERATION

How will your financial adviser be paid for the services provided?

Financial advice has value, but it also involves fees and charges. We are committed to transparency because we believe it's important that you're able to make an informed decision about our advice and its benefits. You may pay a fee for a service, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Rest assured that the relevant costs or fees will be discussed with you by your adviser before any services are provided.

Remuneration

The following is a schedule of the fees that are payable for our services and/or the commissions we may receive from product issuers. Note that you may pay a fee for a service and we may also receive commissions as a result of you accepting our recommendations. The costs applicable to the services you require will be discussed with you by Christina Cabrera.

Paragem will pay Blue Edge Financial Planning, 100% of the fees and/or commissions detailed in this schedule. Paragem will charge Blue Edge Financial Planning for licensee services and is not linked to client revenue.

Christina Cabrera is a director of Blue Edge Financial Planning Pty Ltd and is remunerated by consultancy fees and bonus/dividends/distributions from Blue Edge Financial Planning Pty. Ltd

ADVICE FEES

We are predominantly a Fee for Service organisation. There are set fees for each service that I provide to you, and these fees will be agreed upon and confirmed to you prior to any service being provided. Current fees and charges are detailed below and are GST inclusive:

Holistic financial planning involves a multi- step process that takes you from the initial engagement process of collecting your personal and financial information right through to implementing our recommendations for your wealth strategy. This process can take 4 – 6 weeks. We also offer an Ongoing Advice Service after you have implemented your initial strategy.

Our fees are collected at various stages of the process.

Initial Engagement and Advice

Christina will discuss the fees for the Engagement Process with you and will be mutually agreed upon depending on the complexity of work to be done. We will provide you a written estimate before work commences.

We charge an hourly fee of \$440 inclusive of GST for the preparation of our advice.

As a guide, a comprehensive financial planning project (Statement of Advice) of average complexity may cost between \$5,500 - \$12,100 inclusive of GST. This fee normally includes the implementation of our advice.

Advancement through the process is accompanied by applicable progress payments towards our professional fees as follows:

Work Commencement	30%
Strategy Meeting	40%
Advice Presentation	30%

Please note that the Engagement Process fees still apply should you decide not to implement my advice. All advice fees are inclusive of GST.

Ongoing Advice Service and Reviews:

We offer a suite of ongoing advice and review services. This comprises regular reviews of your portfolio and strategy, email updates and newsletters, invitations to client briefings as well as easy access to your adviser for information and advice as required. The fee structure and service offering is derived from multiple considerations such as:

- the time and necessary expertise involved;
- the complexity of work and service level required;
- the level of assets that we are responsible for managing

Our ongoing advice and care packages range from \$4,000 per annum to \$16,000 per annum. Based on your personal circumstances, we will recommend a service level that best suits you. We will also recommend the most tax effective payment method for you. This may mean having your fees deducted from your investment funds and paid to me by product providers instead or being invoiced directly to you. All fees are inclusive of GST.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

COMMISSIONS

Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or the policy cost is reduced in the first year and 60% clawback of commission in the second year.

If you choose to pay fee for service, we can rebate to you part or all of the commission we would otherwise receive for insurance arrangements.

In the interests of transparency, please understand that I will receive an upfront commission from the product issuer if you decide to buy a life risk insurance product I recommend to you. Commissions, whether up-front or ongoing, are paid to us by the Insurer.

I will receive an upfront commission of between 0% and 66% of the first year's annual premium, and then an annual ongoing commission of between 0% and 22% of the annual premium.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays me an upfront commission of 66%, I will receive \$1,320. The issuer will pay me 22% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$440 per year.

POTENTIAL CONFLICTS OF INTEREST

Ownership

Paragem is a wholly owned subsidiary of Diverger Limited, an ASX listed company that provides services to financial advisers and accountants in the areas of licensing, training, education and client engagement. Diverger Limited has a material shareholder, HUB24 Limited, which offers a leading investment administration and reporting platform to the Australian marketplace.

Paragem was previously owned by HUB24 as such if you use the HUB24 platform, some of Paragem's employees and representatives (our advisers) may benefit financially by virtue of being shareholders in the company. This will be disclosed to you below and in the Statement of Advice if you wish to receive advice, where applicable.

We are obliged to always act in a client's best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

Referral Payments

We do not receive any form of referral payments

How can you contact your adviser

Your Financial Adviser:

Christina Cabrera

Practice details:

Blue Edge Financial Planning
Level 3, 30 Hasler Road
OSBORNE PARK WA 6017

Phone: 08 9244 4394

Fax: 08 9446 2298

Email: info@blueedge.net.au

Website: www.blueedge.net.au

CLIENT ACKNOWLEDGEMENT

ACKNOWLEDGEMENT – ADVISER COPY (to be retained on client file)

I/We acknowledge that I was/we were provided with the Paragem Financial Services Guide Part 1 Version 21, dated 1 February 2022 and Part 2 (Christina Cabrera’s Profile) dated 1 February 2022.

Client name: _____

Client signature: _____ Date received: _____

Client name: _____

Client signature: _____ Date received: _____

OR

complete as follows if Financial Services Guide is mailed to Client(s):

I confirm that I sent a copy of the Paragem Financial Services Guide Part 1 Version 21, dated 1 February 2022 and Part 2 (Christina Cabrera’s Profile) dated 1 February 2022 as follows:

Sent to (Client name(s)): _____

Sent on (Date): _____

Sent by (Name): _____