

Financial Services Guide

The financial services referred to in this financial services guide (FSG) are offered by:

O'Donohue Nominees Pty Ltd T/As Western Insurance Brokers ABN:28 005 729 831 AFS Licence: 239911

77 Gellibrand St Colac Vic 3250

Phone: 03 5231 3088

Facsimile: 03 5231 3137

Email: Office @westernib.com.au

O'Donohue Nominees Pty Ltd holds a current Australian Financial Services Licence No: 239911 and is responsible for the financial services that Belinda Smith provides to you. Belinda Smith Authorised Representative No is 450250. The distribution of this FSG by Belinda Smith is authorised by O'Donohue Nominees Pty Ltd

Lack of Independence

We are not independent, impartial or unbiased because

- we or our representatives or associates may receive remuneration or other gifts or benefit from:
- the issuer of the product you buy (e.g. commission that we retain); or
- other third parties for related services provided in connection with the personal advice service (e.g. premium funding, claims or loss adjusting or reinsurance services), which may reasonably be expected to influence the personal advice provided to you.
- we or our representatives may be subject to direct or indirect restrictions relating to the financial products in respect of which personal advice is provided; and
- we or our representatives or associates have associations or relationships with issuers of financial products and others that might reasonably be expected to influence the personal advice provided to you.

We explain such arrangements in more detail in this document and you can ask us for more detail. However, it is important to note that when providing personal advice, we are required under the Corporations Act to always act in our client's best interests. We also have policies and procedures for the proper management of conflicts of interests. You can ask us for more detail.

This FSG sets out the services that we can offer you. It is designed to assist you in deciding whether to use any of those services and contains important information about:

- the services we offer you.
- how we and others are paid.
- any potential conflict of interest we may have.
- our internal and external dispute resolution procedures and how you can access them.
- arrangements we have in place to compensate clients for losses.

Further information when personal advice is given.

We will provide you with further information whenever we provide you with advice which takes into account your objectives, financial situation and needs. This information may include the advice that we have given you, the basis of the advice and other information on our remuneration and any relevant associations or interests. This information may be contained in a statement of advice (**SOA**).

When you ask us to recommend an insurance policy for you, we will usually only consider the policies offered by the insurers or insurance providers that we deal with regularly. In giving you advice about the costs and terms of recommended policies we have not compared those policies to other policies available, other than from those insurers we deal with regularly.

Product disclosure statement

If I/we offer to arrange the issue of an insurance policy to you, I/we will also provide you with, or pass on to you, a product disclosure statement (**PDS**), unless you already have an up to date PDS. The PDS will contain information about the particular policy which will enable you to make an informed decision about purchasing that product.

From when does this FSG apply?	This FSG applies from 28/02/2019 and remains valid unless a further FSG is issued to replace it. We may give you a supplementary FSG. It will not replace this FSG but will cover services not covered by this FSG.
How can I instruct you?	You can contact me/us to give us instructions by post, phone, fax or email on the contact number or details mentioned on page 1 of this FSG.
Who is responsible for the financial services provided?	O'Donohue Nominees Pty Ltd is responsible for the financial services that will be provided to you, or through you to your family members, including the distribution of this FSG. O'Donohue Nominees Pty Ltd holds a current Australian Financial Services Licensee no: 239911. The contact details for O'Donohue Nominees Pty Ltd are on the front of this FSG.
What kinds of financial services are you authorised to provide to me and what kinds of financial product/s do those services relate to?	Belinda Smith is authorised to provide advice and deal in general insurance products to wholesale and/or retail clients. I/We will do this for you as your broker unless we tell you otherwise.

Will I receive tailored advice?

Maybe not in all cases. However, we may need information about your personal objectives, details of your current financial situation and any relevant information, so that we can arrange insurance policies for you, or to give you advice about your insurance needs. We will ask you for the details that we need to know.

In some cases, we will not ask for any of this information. If we do not ask, or if you do not give us all of the information we ask for, any advice you receive may not be appropriate to your needs, objectives, and financial situation.

You should read the warnings contained in any SOA, or any other warnings that we give you, carefully before making any decision about an insurance policy.

Where we provide you with advice about your insurance arrangements, that advice is current at the time that we give it. We will review your insurance arrangements when you inform us about changes in your circumstances.

In some cases, we may automatically renew your insurance to ensure you continue to be covered. At the time we will send you an offer to renew the insurance policy and invoice you for the cost of the renewal. If there is a change in your circumstances or if you want to change the details of cover, contact us as soon as you receive the renewal offer. This will allow us to assess whether your insurance is appropriate of your needs and circumstances.

Contractual Liability and your insurance cover

Many commercial or business contracts contain clauses dealing with your liability (including indemnities or hold harmless clauses). Such clauses may entitle your insurers to reduce cover, or in some cases, refuse to indemnify you at all. You should seek legal advice before signing and accepting contracts. You should inform us of any clauses of this nature before you enter into them.

What information do you maintain in my file and can I examine my file?

O'Donohue Nominees Pty Ltd maintain a record of your personal profile, including details of insurance policies that we arrange for you. O'Donohue Nominees Pty Ltd may also maintain records of any recommendations or advice given to you. O'Donohue Nominees Pty Ltd will retain this FSG and any other FSG given to you as well as any SOA or PDS that we give or pass on to you for the period required by law.

O'Donohue Nominees Pty Ltd are committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. A copy of our privacy policy is available on request. A copy is also available on our website, www.westernib.com.au

If you wish to look at your file, please ask us. We will make arrangements for you to do so.

How will I pay for the services provided?

For each insurance product the insurer will charge a premium that includes any relevant taxes, charges, and levies. O'Donohue Nominees Pty Ltd often receive a payment based on a percentage of this premium (excluding relevant taxes, charges, and levies) called commission, which is paid to O'Donohue Nominees Pty Ltd by the insurers. However, in some cases you will also be charged a fee. These will all be shown on the invoice that we send you. You can choose to pay by any of the payment methods set out in the invoice. You are required to pay us within the time set out on the invoice.

If there is a refund or reduction of your premium as a result of a cancellation or alteration to a policy or based on a term of your policy (such as a premium adjustment provision), we will retain any fee we have charged you. We will also retain commission depending on our arrangements with the insurer or charge you a cancellation fee equal to the reduction in our commission.

When you pay us your premium it will be banked into O'Donohue Nominees Pty Ltd trust account. O'Donohue Nominees Pty Ltd will retain the commission from the premium you pay and remit the balance to the insurer in accordance with our arrangements with the insurer. O'Donohue Nominees Pty Ltd will earn interest on the premium while it is in our trust account or we may invest the premium and earn a return. O'Donohue Nominees Pty Ltd will retain any interest or return on investment earned on the premium.

How are any commissions, fees or other benefits calculated for providing the financial services?

O'Donohue Nominees Pty Ltd commission will be calculated based on the following formula:

$$X = Y\% \times P$$

In this formula:

X = O'Donohue Nominees Pty Ltd commission

Y% = the percentage commission paid to O'Donohue Nominees Pty Ltd by the insurer. O'Donohue Nominees Pty Ltd commission varies between 0% and 40%.

P = the amount you pay for any insurance policy (less any government fees or charges included in that amount).

We will receive 80% of O'Donohue Nominees Pty Ltd commission for each policy we arrange for you.

Any fees that we charge you will be shown separately.

We do not often pay any commissions, fees or benefits to others who refer you to us or refer us to an insurer. If we do, we will pay commissions to those people out of our commission or fees (not in addition to those amounts), in the range of 0% to 30% of our commission or fees.

If we give you personal advice, we will inform you of any fees, commission, or other payments we, our associates or anyone referring you to us (or us to any insurer) will receive in relation to the policies that are the subject of the advice.] See below for information on the Steadfast association and commission

Do you have any relationships or associations with the insurers who issue the insurance policies or any other material relationships?

O'Donohue Nominees Pty Ltd is a Steadfast Group Limited (Steadfast) Network Broker. Steadfast has exclusive arrangements with some insurers and premium funders (Partners) under which Steadfast will receive between 0.5 – 2.0% commission for each product arranged by us with those Partners. Steadfast is also a shareholder of some Partners.

O'Donohue Nominees Pty Ltd may receive a proportion of that commission from Steadfast at the end of each financial year (or other agreed period).

As a Steadfast Network Broker, O'Donohue Nominees Pty Ltd have access to services including model operating and compliance tools, procedures, manuals and training, legal, technical, banking and recruitment advice and assistance, group insurance arrangements, product comparison and placement support, claims support and group purchasing arrangements. These broker services are either funded by Steadfast, subsidised by Steadfast or available exclusively to Steadfast Network Brokers for a fee.

You can obtain a copy of Steadfast's FSG at www.steadfast.com.au

If we arrange premium funding for you, O'Donohue Nominees Pty Ltd may be paid a commission by the premium funder. We may also charge you a fee (or both). The commission that O'Donohue Nominees Pty Ltd are paid by the premium funder is usually calculated as a percentage of your insurance premium (including government fees or changes). If you instruct us to arrange or issue a product, this is when we become entitled to the commission.

O'Donohue Nominees Pty Ltd commission rates for premium funding are in the range of 0% to 3% of funded premium. When we arrange premium funding for you, you can ask O'Donohue Nominees Pty Ltd what commission rates are paid for that funding arrangement compared to the other arrangements that were available to you.

O'Donohue Nominees Pty Ltd may receive additional remuneration from insurers whom we have profit share agreements. The amount of profit share, if any, is variable and determined by either the increased amount of premium earned or when compared with the claim's ratios that O'Donohue Nominees Pty Ltd has with these insurers. The profit share is calculated and received on an annual basis subject to certain parameters set by the insurer governing the amount of profit share to be paid, if any.

O'Donohue Nominees Pty Ltd is a shareholder of Aviso Group Pty Ltd, which is the owner of the Aviso Group trademarks and intellectual property. Aviso Group Pty Ltd has granted O'Donohue Nominees Pty Ltd a licence to use the Aviso Group trademarks and its intellectual property. Aviso has arrangements with some insurers and premium funders (Partners) under which Aviso may receive between 0.5% - 1.5% commission and/or profit incentives for each product arranged by us with those partners. We may receive a proportion of that commission from Aviso at the end of each financial year (or other agreed period).

<p>What should I do if I have a complaint?</p>	<ol style="list-style-type: none"> 1. Contact O'Donohue Nominees Pty Ltd us and tell us about your complaint. O'Donohue Nominees Pty Ltd will do our best to resolve it quickly 2. If your complaint is not satisfactorily resolved within seven (7) days, please contact Marc Montano on 03 5231 3088 or put your complaint in writing and send it to the address noted at the beginning of this FSG. We will try and resolve your complaint quickly and fairly. 3. O'Donohue Nominees Pty Ltd is a member of the Australian Financial Complaints Authority (AFCA). If your complaint cannot be resolved to your satisfaction by have the right to refer the matter to the AFCA. AFCA provides fair and independent financial services complaint resolution that is free to customers. The AFCA can be contacted at: Mailing address - Australian Financial Complaints Authority, GPO Box 3, Melbourne, VIC 3001 Ph - 1800 931 678 Email - info@afca.org.au Website - www.afca.org.au
--	---

<p>What arrangements do you have in place to compensate clients for losses?</p>	<p>O'Donohue Nominees Pty Ltd has a professional indemnity insurance policy (PI policy) in place.</p> <p>The PI policy covers O'Donohue Nominees Pty Ltd and our representatives (including our authorised representatives) for claims made against us and our representatives by clients as a result of the conduct of us, our employees or representatives in the provision of financial services.</p> <p>Our PI policy will cover us for claims relating to the conduct of representatives who no longer work for us.</p> <p>This policy satisfies the requirements for compensation arrangements under section 912B of the Corporations Act.</p>
--	--

<p>Any questions?</p>	<p>If you have any further questions about the financial services Belinda Smith or O'Donohue Nominees Pty Ltd provides, please contact us.</p> <p>Please retain this document for your reference and any future dealings with Belinda Smith or O'Donohue Nominees Pty Ltd.</p>
------------------------------	--
