



## Adviser Profile

Brendan O'Rourke

Dip FP, Adv Dip FP, SSA, AFP

This adviser profile forms an essential part of the Financial Service Guide (FSG). The FSG is not complete without it.

Authorised Representative Number: 330763

Corporate Authorised Representative Number: 450473

Adviser profile issue date: 6/5/2020

Brendan O'Rourke is an Authorised Representative of Millennium3 Financial Services Pty Ltd (Millennium3) AFSL 244252.

Brendan O'Rourke is employed by Geelong Wealth Advisers Pty Ltd as The Trustee for the GWA Unit Trust trading as Geelong Wealth Advisers which is a Corporate Authorised Representative of Millennium3.

### My qualifications and experience

I have worked in the financial services industry since 1985 and as a qualified Financial Adviser since 1995.

Holding the relevant industry qualifications required, combined with years of experience, positions myself well to assist my clients to meet their needs.

I am a passionate adviser, that treats his clients with respect and cares what his clients want to achieve in their life.

### Services offered

I am authorised to provide advice in the following areas:

- Personal Insurance
- Superannuation
- Budget and cashflow management
- Debt management
- Investments
- Retirement planning
- Centrelink/DVA
- Estate planning
- Self Managed Superannuation Funds
- Gearing / Margin lending

### Products offered

- Life insurance products
- Superannuation
- Deposit products
- Pensions and annuities
- Retirement savings accounts
- Managed investment funds
- Investment bonds
- A wide range of approved ASX listed investments within the ASX 200
- Standard margin lending facilities

## How I am paid

As the licensee, Millennium3 collects all advice fees and commissions. Millennium3 then pays the fees and commissions, less an agreed amount (the licensee fee), to my Practice. The licensee fee retained by Millennium3 can range between \$0 and \$150,000 (excluding GST) per annum.

My Practice pays me out of the fees and commissions it receives from Millennium3, by one or more of the methods outlined below.

- **Salary** – I may be paid a salary based on my experience and capability.
- **Bonus** – I may be eligible to receive a bonus, based on a combination of revenue and certain non-financial measures (such as the quality of my service).
- **Profits** – I may be eligible to receive a percentage of profits from the Practice.
- **Other** – I may also receive other benefits, all of which are outlined in the FSG or will be disclosed in the advice document at the time of providing advice.

At the time of providing advice, I will disclose the amounts that Millennium3, the Practice and I receive (if any) as a result of that advice.

### Additional product provider arrangements

In addition to the advice fees and product revenue outlined under 'How we are paid' in this FSG, Geelong Wealth Advisers has entered into an arrangement with TAL, where TAL may pay a bonus (in addition to standard commission rates) if certain targets are achieved. The bonus, of which I may receive a portion, could be up to \$150,000. The bonus payment is not an extra charge to you.

## Client fee and payment options

Before providing advice, we will agree the fees and payment options with you. The fee you pay will depend on the complexity of your circumstances and the services you require.

Your options to pay for our services can include fee for service, commission, or a combination of both.

### Fee for service

Fee for service is based on the service we provide. This fee can be determined by:

- An hourly rate
- A percentage of funds invested (excluding borrowed funds)
- A fixed dollar amount
- A combination of these methods

We can invoice you directly for our fee for service. Alternatively, some products allow an adviser service fee to be deducted from the balance of your investment.

### Commissions

Some product providers pay commissions to Millennium3. The amount of commissions received will depend upon the type of product and the amount invested or premium paid.

If we receive commissions as a result of recommending a product to you, we may reduce our fee for service. In the event that we reduce our fee for service in this manner and you decide not to proceed with our recommendations, or if your insurance policies are cancelled within the first 2 years' of acceptance (in which case the insurer claims back all or some of the commission paid to us), we may invoice you directly for the cost of our service.

## My contact details

M: 0458 008 008

E: brendan@geelongwealth.com.au

A: 2/79 High Street BELMONT VIC 3216 Australia

P: 03 5245 8088