

# **marcustoday**



## Financial Services Guide

Financial Services Guide (Version 5)  
Issue date: 25<sup>th</sup> August 2020

The distribution of this Financial Services Guide has been authorised by Marcus Today Pty Ltd to inform you of the financial services provided by Marcus Today Pty Ltd and to comply with our obligations as a Corporate Authorised Representative of Australian Financial Services Licence (AFSL 473383).

The information provided is of a general nature. If you still have any questions after reading this FSG, please contact us. Our contact details are shown below.

Marcus Today Pty Ltd - Corporate Authorised Representative of MTIS Private Wealth AFSL No 473383 ABN 73 603 371 955  
[compliance@marcustoday.com.au](mailto:compliance@marcustoday.com.au)

This **Financial Services Guide (FSG)** is designed to help you make an informed decision about the services we offer and whether they are suited appropriately to meet your needs. This FSG provides you with important information on how to engage with one of our advisers.

This FSG should be read in conjunction with the Adviser Profile and covers the following:

- Information about MTIS Private Wealth Pty Ltd as a licensee
- Information about Marcus today Pty Ltd as Corporate Authorised Representative
- Who we are and how we can be contacted
- The products and services we can offer
- Our responsibilities in relation to these products and services and what type of service we give
- How you can instruct us
- What you can expect to pay for the financial services we provide
- Our relationship with others and how we and any other relevant parties are paid
- What to do if you have a complaint, and how it will be dealt with
- For what purpose we use your contact data

Throughout this FSG, MTIS Private Wealth Pty Ltd is referred to as “we”, “us”, “our” or any variations. The term “adviser” refers to MTIS Private Wealth Pty Ltd’ Authorised Representatives.

## Welcome

We know how important financial advice is in providing you with peace of mind and want to thank you for considering an engagement with one of our advisers to assist you in identifying and achieving your needs and objectives.

As part of our commitment to quality of service, we have prepared this guide to provide an overview of our services and value proposition. Please take the time to review this document before engaging our services.

## Who We Are and What We Stand For

As an Australian Financial Services (AFS) Licence holder, MTIS Private Wealth Pty Ltd is owned by likeminded group of people and they collectively have over many decades of experience in the Financial Services Industry.

Our mission at MTIS Private Wealth Pty Ltd is to provide clients like yourself with high quality advice that you can rely on to help remove uncertainty in your life, thus positioning you to meet your needs and objectives.

## Your Adviser

- Marcus Today Pty Ltd is a Corporate Authorised Representative of MTIS Private Wealth AFSL no. 473383.
- Marcus Today Pty Ltd’s AFS Representative Number is 000310093.
- Authorised since 6/2/2007.
- Marcus Today Pty Ltd ABN: 57 110 971 689.
- Office: Level 3, 636 St Kilda Road, Melbourne, VIC 3004.
- Tel: 0414 603 607.
- Email: marcus@marcustoday.com.au.

Marcus Today Pty Ltd is authorised to give General Advice on the following products:

- Basic deposit products
- Debentures, stocks and bonds
- Risk insurance (personal and business)
- Investment products
- Managed funds
- Securities
- Margin lending
- Superannuation and self-managed superannuation funds
- Retirement planning including aged care and estate planning
- Aged Care

Any advice provided by Marcus today Pty Ltd is limited to general financial product advice which they provide, for example, in their PDSs, investment newsletter, investor reports and website material. This information generally relates to investment market commentaries, stock commentaries, portfolio commentaries and economic overviews.

A person who gives retail clients general advice (that is, advice that is not personal advice) must generally warn the client that the advice does not take into account the client’s objectives, financial situation or needs. Where Marcus today Pty Ltd provides you with general advice, they will also generally provide you with a general advice warning. The general advice warning will be given in the same manner as the advice is provided (ie in writing or verbally).

A person who provides a retail client with personal advice (that is advice that does take into account the client’s objectives, financial situation and needs) must give the client a statement of advice (SOA). Marcus Today Pty Ltd does not provide personal advice to retail clients. Accordingly, you should not expect to receive an SOA from Marcus Today Pty Ltd.

## What products does your Adviser offer:

### (1) Investment Newsletter

The Marcus Today Pty Ltd stock market newsletter is a subscription based service. A subscription fee is payable at the time you subscribe to the service, the cost of which will depend on the length of the subscription and the services to be provided. The standard cost of a one year subscription to a single report is \$999.00 (inclusive of GST). The level of subscription may change from time to time as a result of promotional offers.

### (2) Education Website subscription

The Marcus Today Pty Ltd Education website subscription is a subscription based service. A subscription fee is payable at the time you subscribe to the service, the cost of which will depend on the length of the subscription and the services to be provided. The cost will be published on the Education website when launched. The level of subscription may change from time to time as a result of promotional offers.

### (3) Seminars & Webinars

A fee may be charged for attending investment seminars or online Webinars provided by Marcus today Pty Ltd. The level of fee will depend on the nature of the seminar and will be published on our website.

### (4) Separately Managed Accounts

Marcus Today Pty Ltd acts as the Investment Manager for the Marcus Today Pty Ltd Separately Managed Accounts. In return Marcus Today Pty Ltd will receive a portion of the fees paid by you in relation to the above mentioned Separately Managed Accounts.

Marcus Today Pty Ltd role in relation to the delivery of each Product or Service is outlined below.

#### **Marcus Today Separately Managed Account**

- Provider: Praemium Australia Ltd
- Role of Praemium: Issuer and Responsible Entity
- Distributor: Marcus Today Pty Ltd
- Investment Manager: Marcus Today Pty Ltd

#### **Marcus Today Income Separately Managed Account**

- Provider: Praemium Australia Ltd
- Role of Praemium: Issuer and Responsible Entity
- Distributor: Marcus Today Pty Ltd
- Investment Manager: Marcus Today Pty Ltd

Marcus Today Pty Ltd offers these Separately Managed Accounts which are administered on a platform hosted by Praemium Pty Ltd, an ASX listed Australian company.

Marcus Today Pty Ltd provides a Cashier and Clerk function in facilitating an investment in these products. It does not provide any personal advice regarding the suitability of these investments to your personal financial circumstances.

You will receive a product disclosure statement (PDS) before acquiring one of Marcus Today Pty Ltd's SMA products (Separately Managed Accounts). If you do not receive one ask for one. The SMA product disclosure statements (PDS), are designed to assist you to make an informed decision about the product.

The PDS contains information about the product and will usually include the costs and details of other fees and charges which may apply, including (if applicable) any fees, commission or other benefits (collectively referred to as Adviser Remuneration) payable to financial advisers.

Again, Marcus Today Pty Ltd does not provide personal financial product advice to retail clients. Before you make any investment decision, we recommend that you obtain advice tailored to address your individual objectives, financial situation and needs from a licensed financial adviser.

### If you have your own adviser

If you have invested in one of Marcus Today's Separately Managed Accounts on the advice of another adviser the advice provided may be personal in nature. In the case of the latter the advice provided is a function of taking into account one or more of your objectives, financial situation and/or needs.

In order to do this, you will be asked to answer a number of questions relating to your financial position and risk profile. Upon receipt of this information, that adviser will review it and assess your suitability to invest in this product.

That adviser is then bound to provide you with a written Statement of Advice drawing on the information that you have provided. Any material changes in your circumstances should be disclosed to that adviser as they occur so that they may assess whether the recommendations included in the SoA that you receive continue to be suitable for you.

## The benefits that may be received by Marcus today Pty Ltd from their SMA products

The information in this section is subject to change and does not include information in relation to taxes or duties that you may be required to pay in relation to an investment.

Unless otherwise stated, all fees, charges, commissions and benefits disclosed in this FSG are in Australian dollars and are exclusive of the Goods and Services Tax (GST).

These rates are indicative rates only as the fee structure may be different for different Separately Managed Accounts. The actual fees will be disclosed in the PDS (as applicable). For an example of how fees are calculated please refer to the 'Fees and other section of the PDS'

If you have opened a Separately Managed Account with Marcus Today Pty Ltd, Marcus today Pty Ltd will receive a portion of the fees paid by you as detailed below:

### Marcus Today Separately Managed Accounts

- Investment Management Fee – 0.75%pa
- Performance Fee – 10% of benchmark outperformance

For details please see the SMA PDS documents issued by the provider Praemium Australia Pty Ltd available on the Marcus Today Pty Ltd website under the 'Funds Management' Tab.

## Marcus Today Pty Ltd's Responsibility to You

Marcus Today Pty Ltd provides its general financial advice and services on behalf of MTIS Private Wealth Pty Ltd and accordingly MTIS Private Wealth Pty Ltd are responsible for the financial advice and services they provide.

Marcus Today Pty Ltd is required to provide this FSG to you prior to providing any financial advice, products and/or services. The FSG, together with the Adviser Profile, is a disclosure requirement under the Corporations Act 2001 (Cth). If you have not received an Adviser Profile, please ask Marcus Today Pty Ltd for a copy or contact MTIS Private Wealth (see page 6 for contact details).

The Adviser Profile contains important information about your adviser. This includes their Authorised Representative number and/or Corporate Authorised Representative number (if applicable), accreditations, qualifications and experience, areas of advice and types of financial services they can provide, details of how they get paid and fees that you may be charged.

## MTIS Private Wealth Pty Ltd Advice

MTIS Private Wealth Pty Ltd the licence holder adheres to the Codes of Ethics/Conduct of professional associations such as the Financial Planning Association of Australia, the Financial Services Council and the Australian Association of Financial Advisers.

The principles enshrined in the above-mentioned Codes serve as a minimum standard for the professional behaviour of Marcus Today as a Corporate Authorised Representative of MTIS Private Wealth Pty Ltd, with advisers required, amongst other things, to act in the best interests of clients and to act honestly, efficiently and fairly in the provision of financial services.

## Financial Services and/or Products We Can Provide

MTIS Private Wealth Pty Ltd – the licence holder - is licensed to provide financial product advice on the following services and/or products including:

- Basic deposit products
- Debentures, stocks and bonds
- Risk insurance (personal and business)
- Investment products
- Managed funds
- Securities
- Margin lending
- Superannuation and self-managed superannuation funds
- Retirement planning including aged care and estate planning
- Aged Care

MTIS Private Wealth Pty Ltd maintains an Approved Product List (APL).

## Documents You May Receive

Although Marcus Today Pty Ltd does not provide personal advice, should an accredited MTIS Private Wealth adviser provide personal financial advice to you, you may receive one or more of the following documents:

- Letter of Engagement
- Statement of Advice (SoA)
- Record of Advice (RoA)
- Product Disclosure Statement (PDS)
- Fee Disclosure Statement (FDS)

The SoA will set out the advice that has been tailored to your

specific circumstances and provide you with details of all relevant disclosures including details of any remuneration payable.

The RoA may be provided in situations where further advice is provided. The RoA streamlines the documentation process by avoiding unnecessary duplication of information already provided in previous advice documents.

A PDS will be provided if a product recommendation is made and includes detailed information on the financial product including features, benefits, conditions, costs and cooling off rights (if applicable).

An FDS will be issued to you in instances where you enter into an Ongoing Fee Arrangement with your adviser for a period greater than 12 months. The FDS will contain information about the services you were entitled to receive, the services you actually received and the fees you paid during the period.

You may request in writing a copy of any personal advice document up to seven (7) years after the advice has been given.

If you have any questions about this FSG or the financial advice, investment and/or risk insurance products or services provided, please contact your adviser.

## Client Services from MTIS Private Wealth

An MTIS Private Wealth Adviser may accept your instructions by phone, letter, email or fax. In some instances, your adviser can only accept written instructions from you and will let you know when this occurs.

Your MTIS adviser is required to maintain a physical or electronic record of your personal information, which includes details of your relevant personal and financial circumstances.

Your MTIS adviser is also required to maintain records of documentation for any financial advice given to you in the course of taking instructions from you, as well as any advice documents your adviser has provided to you.

These records are required to be retained for at least seven (7) Years.

## Your Privacy

MTIS Private Wealth Pty Ltd and your adviser are subject to certain legislative and regulatory requirements that necessitate collecting, holding and using detailed information that personally identifies you and/or contains information about you.

MTIS Private Wealth Pty Ltd respects your privacy and is

committed to protecting and maintaining the security of the personal and financial information you provide us. If you want to access your personal information at any time, please let us know.

## Cross-border disclosure

MTIS Private Wealth Pty Ltd may engage third party service providers to assist in the provision of products or services.

Some services may require disclosure of personal information to service providers outside Australia. The purpose of such disclosure is to facilitate the provision of financial services including the preparation of financial advice documents for MTIS Private Wealth Advisers. Based on the software providers we use your client information may be stored on US servers.

All reasonable steps will be taken to ensure that offshore service providers comply with the Privacy Act 1988.

## Licensee Remuneration

All MTIS Private Wealth authorised representatives receive a salary, they do not pay licencing fees to MTIS.

For those that do provide personal advice (does not include Marcus Today Pty Ltd) - starting from 1 January 2018, upfront commissions on life insurance products will be capped at 80%, then reduce to 70% from 1 January 2019, before settling at 60% from 1 January 2020.

From 1 January 2018 ongoing commissions will be capped at 20% for advice where an upfront insurance commission is paid.

For example, an insurance premium which costs \$1,000 inclusive of GST will result in the upfront commission of \$800 be paid to the licensee and ongoing commissions of \$200 each year.

## Adviser Remuneration

The cost of providing a financial product or service to you will depend on the nature and complexity of the advice, financial product and/or service provided. Generally, whenever your adviser provides a recommendation for a financial product or service, your adviser may be remunerated through either:

An initial fee for service; or an ongoing fee for service; or Commission payments from product providers where applicable; or a combination of any of the above.

All fees or commissions are initially paid to MTIS Private Wealth.

## Other Forms of Remuneration or Benefits



MTIS Private Wealth and/or its advisers may receive non-monetary benefits from product providers and other similar parties. Examples of the types of non monetary benefits that MTIS may receive include:

- Where the amount is less than \$300 and identical or similar benefits are not given on a frequent basis;
- Where the benefit has a genuine education or training purpose and is relevant to providing financial product advice; and/or
- Where the benefit consists of the provision of information technology software or support and is related to the provision of financial product advice in relation to the financial products issued or sold by the benefit provider.

Payments or benefits received must be disclosed in either a Conflicts of Interest Register or an Alternative Remuneration Register. A copy of MTIS Private Wealth Register is available upon request. If you wish to inspect this Register, please ask your adviser or contact us.

## Sponsorship

MTIS Private Wealth receives payments or benefits from product providers in return for granting rights such as being recognised as a sponsor and the right to promote their product and give presentations at conferences and/or professional development training days.

MTIS Private Wealth may use these payments to pay for costs associated with such conferences, training or professional development days.

## Associations and relationships

MTIS associations and relationships are as follows:

Entity	Association	Role
MTIS Private Wealth Pty Ltd	Pauline Hammer Anna Garuccio Marcus Padley	Directors & Shareholders
Investment Strategists Accounting Services Pty Ltd	Pauline Hammer Anna Garuccio	Directors & Shareholders
MTIS Wealth Management Pty Ltd	Pauline Hammer Anna Garuccio	Directors & Shareholders
Marcus Today Pty Ltd	Marcus Padley	Director & Shareholder

Occasionally your adviser may refer to you a related corporate entity of MTIS Wealth Management Pty Ltd.

Marcus Padley is a shareholder and director of Marcus Today Pty Ltd and therefore is entitled to receive dividend

payments and a share of profits.

## Relationships with Financial Services Providers

Marcus Today Pty Ltd has a relationship with providers of portfolio administration services. These relationships in no way influence the provision of financial services, in particular the advice provided to you by Marcus Today Pty Ltd.

## Reporting Your Concerns

If you have a complaint about any financial service provided to you by your adviser, you should take the following steps:

Contact the MTIS Private Wealth Claims team to discuss your complaint.

Phone	+613 9211 0235
Fax	+613 9867 2131
Online	www.mtis.com.au
Email	compliance@mtis.com.au
Mail	Claims Manager MTIS Private Wealth Pty Ltd Level 3 636 St Kilda Road Melbourne VIC 3004

We will acknowledge receipt of a complaint immediately, however, where this is not possible, acknowledgement will be made as soon as practicable. We will then investigate the complaint and respond to you within 45 days. Some complex matters may require an extension to thoroughly investigate the complaint and bring it to resolution.

If you are not fully satisfied with our response, before 1 November 2018, you have the right to lodge a complaint with the Financial Ombudsman Service (FOS), an External Disputes Resolution Scheme, of which MTIS Private Wealth Pty Ltd is a member. The contact details for FOS are:

Phone	1800 367 287 (free of charge)
Fax	03 9613 6399
Online	www.fos.org.au
Email	info@fos.org.au
Mail	GPO Box 3 Melbourne VIC 3001

From 1 November 2018 FOS will be replaced by the Australian Financial Complaints Authority (AFCA). If you have a complaint after 1 November 2018; AFCA's Contact Details are as follows:

Phone:	1800 931 678
Email:	info@afca.org.au
Website:	www.afca.org.au
Mail:	GPO Box 3 MELBOURNE VIC 3001

Furthermore, the Australian Securities and Investments Commission (ASIC) has a free of charge info line on 1300 300 630, which you may use to obtain information about your rights and to make a complaint.

## Professional Indemnity

MTIS Private Wealth Pty Ltd maintains a group policy which includes appropriate Professional Indemnity Insurance cover for MTIS Private Wealth as required by the Corporations Act 2001. We believe this satisfies the requirements in the Corporations Regulations 2001 (Corporations Regulations), which are that licensees must obtain professional indemnity insurance cover that is adequate, considering the nature of the licensee's business and its potential liability for compensation claims.

## Contact Us

### Office Address

#### **MTIS Private Wealth Pty Ltd**

Level 3, 636 St Kilda Road MELBOURNE VIC 3004  
T: 03 9211 0235 F: 03 9867 2131  
E: support@mtis.com.au  
W: www.mtis.com.au

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