

Company Profile



Overview

At Strategic Financial Planning Australia Pty Ltd we believe the key to financial planning is taking the time to understand clients' needs, and more importantly, future needs. The more we understand about where you are and where you want to be, the better equipped we are to help you get there. Our role is a technical one, based on knowledge we have accumulated over time through study, research and experience. Together, we will establish a personalised financial 'roadmap' to suit where you are now, and help guide you to where you want to be financially in the future.

The advice and recommendations we offer our clients are based entirely on their personal needs and objectives.

Our service philosophy is simple, the client and the relationship that we have with our clients always comes first. In order to allow us to deliver the best customer experience and service to our clients, we have a limit on the number of clients we are able to service for each financial planner in our team. We have learnt from experience that it's quality that counts, not quantity. We are selective about the clients we provide financial advice for, just as you should be selective about who provides you with financial advice. Selecting us means direct personal service. Experience the difference.

Strategic Financial Planning Australia Pty Ltd is a Corporate Authorised Representative (No. 301170) of Capstone Financial Planning Pty Ltd.

Authorisations

Strategic Financial Planning Australia Pty Ltd and its Advisers are authorised to provide advice and deal in the following financial products:

- Life Products including Investment Life Insurance Products & Life Risk Insurance Products;
- Interests in Managed Investment Schemes including Investor Directed Portfolio Services;
- Deposit & Payment Products;
- Retirement Savings Accounts ("RSA") products;
- Debentures, Stocks or Bonds issued or proposed to be issued by a Government;
- Superannuation;
- Self Managed Superannuation Funds;
- Securities; and
- Standard Margin Lending Facility.

Strategic Financial Planning Australia

Suite 2, Level 7,
85 Queen Street
Melbourne VIC 3000

PO Box 249
Collins Street West VIC 8007

Phone: 03 9615 4400

www.sfga.com.au

Financial Adviser Profile



STRATEGIC
FINANCIAL PLANNING AUSTRALIA PTY LTD

Overview

Kerry has worked in banking and finance since June 1980, following two years of teaching adults in the TAFE Education system. In 1989, she became an Authorised Representative in a small boutique financial planning firm and in April 1992 became a Corporate Superannuation Consultant with the National Australia Group. Since July 2001 her focus has been on Financial Planning at both the individual and corporate level.

Kerry has had extensive experience in investment, wealth accumulation and superannuation management within or outside a self managed super fund environment, dealing with managed funds, rollovers, retirement planning, direct share and listed property investments, as well as dealing with Centrelink.

Kerry's main focus is on helping her clients create and protect wealth tax effectively, maximize Centrelink benefits where appropriate, so that in retirement they maintain or extend their lifestyle options. If appropriate, Kerry also focuses on tax effective estate-planning strategies to extend the accumulated wealth to the next generation.

Kerry Sourasis is a Sub-Authorised Representative of Strategic Financial Planning Australia Pty Ltd, Corporate Authorised Representative No. 301170. Authorised Representative No. 230629.

Qualifications

Kerry holds a Bachelor of Economics, a Diploma in Education and a Diploma of Financial Planning and meets the competency requirements under ASICs Regulatory Guide RG 146.

Professional Memberships

Kerry is a member of the Financial Planning Association of Australia and the Institute of Corporate Managers, Secretaries and Administrators and abides by their codes of professional conduct and ethics.



Kerry Sourasis

Strategic Financial Planning
Australia

Suite 2, Level 7
85 Queen Street
Melbourne VIC 3000

PO Box 249
Collins Street West VIC 8007

Phone: 03 9615 4455

ksourasis@sfga.com.au
www.sfga.com.au

Financial Adviser Profile



Authorisations

Kerry is authorised to provide advice and deal in the following financial products:

- Life Products including Investment Life Insurance Products and Life Risk Insurance Products
- Interests in Managed Investment Schemes including Investor Directed Portfolio Services
- Deposit and Payment Products
- Retirement Savings Accounts ("RSA") products
- Debentures, Stocks or Bonds issued or proposed to be issued by a Government
- Superannuation
- Self Managed Superannuation Funds
- Securities
- Standard Margin Lending Facility.

Strategic Financial Planning Australia Advice Fees and Charges

Kerry Sourasis will be paid by Financial Planning Advice Fees as described in the Financial Services Guide. The amount of the benefit and how it is calculated will be advised to you during your initial meeting.

Kerry's fee for the preparation of a Statement of Advice and other Advice documents will vary depending on the complexity involved and the time taken. You will be notified of the costs involved prior to the commencement of any work.

Kerry provides the option of ongoing reporting and advisory services. This fee is a fixed fee of 1.1% p.a. of the value of your holding incl. GST. You will be notified of the cost involved prior to the commencement of any ongoing services.

Strategic Financial Planning Australia Pty Ltd pays a fixed licensing fee to Capstone Financial Planning Pty Ltd and will receive all revenue earned from the financial services provided to you. Kerry is a salaried employee of Strategic Financial Planning Australia Pty Ltd and will receive a salary from this company.

Other Benefits Kerry May Receive

From time to time Kerry may be invited to social or sporting events and receive the occasional gift such as a bottle of wine or hamper on special occasions. These non-cash benefits will have a value of less than \$300. A register listing the details of any non-cash benefits between \$100 and \$300 is maintained. These invitations and gifts do not influence the advice provided to you. If you would like more information you can request a copy of the register.

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Level 1, 607 Bourke Street
Melbourne Victoria 3000
1300 306 900
www.capstonefp.com.au

This Adviser Profile has been authorised for distribution by Capstone Financial Planning Pty Ltd. AFSL No. 223135. This Adviser Profile forms part of the Financial Services Guide (FSG) and is to be read in conjunction with the FSG.

Financial Adviser Profile

Overview

Kam has worked in the financial services industry since 2001, initially working as a financial accountant, learning and applying his technical skills in accounting and tax planning for individuals and entities including self-managed superannuation funds.

Kam's been a financial adviser since 2007 and joined the Strategic family in 2010, where he has continued to develop and strengthen invaluable skills and experience in areas of wealth accumulation and investment advice, tax planning, retirement planning, superannuation and account based pensions, transition to retirement measures, estate planning and wealth protection.

Kam's friendly and professional attitude enables him to develop and maintain strong and reliable relationships with his clients and co-workers alike.

Kam Simsek is a Sub-Authorised Representative of Strategic Financial Planning Australia Pty Ltd, Corporate Authorised Representative No. 301170. Authorised Representative No. 327624.

Qualifications

Kam Simsek holds a Bachelor of Commerce, a Diploma and Advance Diploma of Financial Planning and is a registered Tax Agent and meets the competency requirements under ASICs Regulatory Guide RG 146.

Professional Memberships

Kam Simsek is a member of the Institute of Public Accountants (IPA) and abides by their code of professional conduct and ethics.

Authorisations

Kam is authorised to provide advice and deal in the following financial products:

- Life Products including Investment Life Insurance Products and Life Risk Insurance Products
- Interests in Managed Investment Schemes including Investor Directed Portfolio Services
- Deposit and Payment Products
- Retirement Savings Accounts ("RSA") products
- Debentures, Stocks or Bonds issued or proposed to be issued by a Government
- Superannuation
- Self Managed Superannuation Funds
- Securities
- Standard Margin Lending Facility.



Kam Simsek

Strategic Financial Planning
Australia

Suite 2, Level 7
85 Queen Street
Melbourne VIC 3000

PO Box 249
Collins Street West VIC 8007

Phone: 03 9615 4400

ksimsek@sfga.com.au
www.sfga.com.au

Financial Adviser Profile



Strategic Financial Planning Australia Advice Fees and Charges

Kam Simsek will be paid by Financial Planning Advice Fees as described in the Financial Services Guide. The amount of the benefit and how it is calculated will be advised to you during your initial meeting.

Kam's fee for the preparation of a Statement of Advice and other Advice documents will vary depending on the complexity involved and the time taken. You will be notified of the costs involved prior to the commencement of any work.

Kam provides the option of ongoing reporting and advisory services. This fee is a fixed fee of 1.1% p.a. of the value of your holding incl. GST. You will be notified of the cost involved prior to the commencement of any ongoing services.

Strategic Financial Planning Australia Pty Ltd pays a fixed licensing fee to Capstone Financial Planning Pty Ltd and will receive all revenue earned from the financial services provided to you. Kam is a salaried employee of Strategic Financial Planning Australia Pty Ltd and will receive a salary from this company.

Other Benefits Kam May Receive

From time to time Kam may be invited to social or sporting events and receive the occasional gift such as a bottle of wine or hamper on special occasions. These non-cash benefits will have a value of less than \$300. A register listing the details of any non-cash benefits between \$100 and \$300 is maintained. These invitations and gifts do not influence the advice provided to you. If you would like more information you can request a copy of the register.

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Financial Adviser Profile

Overview

Thomas has worked in the financial planning industry since 2011, starting his career as a Paraplanner. During this time, he gained valuable experience working with and assisting senior advisers with the construction of complex financial strategies on behalf of clients, providing these strategies in the form of Statements of Advice and Records of Advice.

In early 2018, Thomas joined Strategic Financial Planning where he became Authorised as a Financial Adviser. He will be able to assist you across most financial advice areas including superannuation, retirement planning and account based pensions, self managed super funds, wealth accumulation, transition to retirement strategies, aged care planning, social security (including Centrelink & DVA), budgeting, wealth protection and estate planning.

Thomas first got into financial planning with a goal of ensuring the financial security in individuals and families. Therefore, in every strategy he takes pride in providing particular care and empathy for his client's stated needs whilst never losing sight of the overall financial objectives.

Thomas is a Sub-Authorised Representative of Strategic Financial Planning Australia Pty Ltd, Corporate Authorised Representative No. 223135. Authorised Representative No. 1237004.

Qualifications

Thomas holds a Bachelor of Business (Economics & Finance), a Diploma and Advanced Diploma in Financial Planning and meets the competency requirements under ASICs Regulatory Guide RG 146.

Authorisations

Thomas is authorised as a Trainee Financial Adviser and is able to provide advice and deal (under supervision of a senior Capstone Financial Adviser) in the following financial products:

- Life Products including Investment Life Insurance Products and Life Risk Insurance Products
- Interests in Managed Investment Schemes including Investor Directed Portfolio Services
- Deposit and Payment Products
- Retirement Savings Accounts ("RSA") products
- Superannuation
- Self Managed Superannuation Funds.



Thomas Morris

Strategic Financial Planning
Australia

Suite 2, Level 7,
85 Queen Street
Melbourne VIC 3000

PO Box 249, Collins St West
VIC 8007

Phone: 03 9615 4400

tmorris@sfga.com.au
www.sfga.com.au

Financial Adviser Profile

Thomas is currently undertaking a Professional Year of work and training in accordance with subsection 921B (4) of the Corporations Act 2001. His Supervisor during this period is Kam Simsek, Authorised Representative (327624) of Strategic Financial Planning Australia Pty Ltd. Kam Simsek will be responsible for any advice provided by Thomas during that time.

Thomas is authorised to provide financial advice, conduct client meetings and prepare advice documents only under the supervision of a senior Capstone Financial Adviser.

Strategic Financial Planning Australia Advice Fees and Charges

Thomas will be paid by Financial Planning Advice Fees as described in the Financial Services Guide. The amount of the benefit and how it is calculated will be advised to you during your initial meeting.

Thomas fee for the preparation of a Statement of Advice and other Advice documents will vary depending on the complexity involved and the time taken. You will be notified of the costs involved prior to the commencement of any work.

Thomas provides the option of ongoing reporting and advisory services. This fee is a fixed fee of 1.10% p.a. of the value of your holding incl. GST. You will be notified of the cost involved prior to the commencement of any ongoing services.

Strategic Financial Planning Australia Pty Ltd pays a fixed licensing fee to Capstone Financial Planning Pty Ltd and will receive all revenue earned from the financial services provided to you. Thomas is a salaried employee of Strategic Financial Planning Australia Pty and will receive a salary/benefit from this company.

Other Benefits Thomas Morris May Receive

From time to time Thomas may be invited to social or sporting events and receive the occasional gift such as a bottle of wine or hamper on special occasions. These non-cash benefits will have a value of less than \$300. A register listing the details of any non-cash benefits between \$100 and \$300 is maintained. These invitations and gifts do not influence the advice provided to you. If you would like more information you can request a copy of the register.

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