Beaulife

The Adviser Profile

Authorised Representative of **HIVE GROUP PTY LTD** ("Hive Group") and as a representative of:

Beaulife Group Pty Ltd ABN 63 697 547 489.
Corporate Authorised Representative Number 001322230.

Address: Level 1, 160 Edward Street, BRISBANE QLD 4000
Telephone No: (07) 3221 8533
Email: insurance@beaulife.com.au

Timothy McKendry

Authorised Representative ASIC No. 462212

Graduate Diploma in Financial Planning

Mark Beauchamp

Authorised Representative ASIC No. 1241410

Graduate Diploma in Financial Planning

Matthew Beauchamp

Authorised Representative ASIC No. 417171

Graduate Diploma in Financial Planning

Paul Beauchamp

Authorised Representative ASIC No. 240657

Graduate Diploma in Financial Planning
Graduate Diploma in Finance

Aisha Elnour

Authorised Representative ASIC No. 1320903

Aisha is currently a Provisional Risk Adviser and is completing work and training requirements under the Professional Year program. Mark Beauchamp is Aisha's Supervisor who must ensure appropriate supervision of advice provided by Aisha. Aisha holds a Bachelor of Commerce (Accounting & Financial Planning).

Edward Haydon

Authorised Representative ASIC No. 001319522

Bachelor of Business Financial Planning

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Services & Products Our Advisers Provide

Advisers are authorised to provide Personal advice and General advice and deal in the following:

- Basic Deposit Products
- Non-Basic Deposit Products
- Government Debentures, Stocks and Bonds
- Life Insurance Investments Products
- Life Insurance Risk Products
- Managed Investments
- Retirement Savings Account Products
- Securities
- Superannuation

Strategies Provided:

- Group Insurance
- Personal and Business Risk Insurance
- Estate Planning
- Claims Handling and Settling

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Fees and Charges

How Do We Charge Clients for Our Services?

For preparation of a strategy recommendation and implementation, we quote our **fees and commissions** on an individual basis depending upon the type of advice required and the level of complexity of the advice. We will always advise you of our terms of engagement prior to commencing work on your behalf.

Commissions on Insurance Products

Hive Group is paid **upfront commission** from the product issuer if you buy a life risk insurance product we recommend. Hive will receive an **upfront commission of between 0% and 60% of the first year's annual premium** and then an **annual ongoing commission of between 0% and 20% of the annual premium**. We will seek your initial consent in writing for us to receive the insurance commission payments.

For example, for an insurance product with an **annual premium of $10,000** (excluding GST and stamp duty), where the issuer pays us an **upfront commission of 60%**, we will receive **$6,000**. The issuer will pay us **20% of the annual premium as an ongoing commission** for as long as you hold the product. Assuming an annual premium of $10,000 (excluding GST and stamp duty) equates to **$2,000 per year**.

Our advice documentation and service agreements fully disclose all advice fees and commissions. Any changes to these fees and commissions will be disclosed to you when you receive further advice, a review of the service agreement, or additional product material. No fees will be payable by you in relation to our services or advice without your prior consent.

Claims Management Fee

Our Claims Management Services for insurance claims are subject to the following fee structure:

Lump Sum Claims

The actual fee amount is provided and agreed to prior to managing the claim. Fees vary depending on the complexity of the claim. Our fee is based on a percentage of the claim benefit and is only charged if the claim is accepted, and benefit funds received. **The maximum charge is 3% plus GST.** For example, if your insurance claim is for a $50,000 payout, we will receive a maximum of $1,500 plus GST in the claims management fee.

Income Protection Claims

A **monthly fee of $100 plus GST** only applies to claims payable over a year of benefits.

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How our Advisers are paid?

All revenue relating to our advice, including fees, commissions and claim service fees are payable to Hive Group. This revenue is shared between the relevant business and Hive Group under an arrangement fixed at 95%, up to a maximum amount.

This means that for every $1,000 of income Hive Group receives relating to services and advice provided by us, Hive Group will retain up to $50 and pass through a minimum of $950 to the relevant business.

Details of the amount that is retained by Hive Group, relative to the advice provided to you, can be found in your SoA (and may also be provided in an RoA if there is any change to this amount as a result of the advice provided to you).

Paul, Mark, Matt & Tim are co-owners of Beaulife Group, Palm Protect and Life Claims Assist and are entitled to distribution and dividends via these shareholdings. Edward & Aisha are remunerated by way of salary.

Important Note

The Adviser Profile forms an essential part of the Hive Group Financial Services Guide and must be read in conjunction with the Hive Group Pty Ltd Financial Services Guide Part 1. the Hive Group Financial Services Guide is not complete without it.