

# AIM FINANCIAL ADVICE

## Financial Services Guide

ABN 76 680 833 916 | AUTHORISED REPRESENTATIVE NO: 001311506

Version number: 24.03

### Part Two – Adviser Profile

This adviser profile is Part Two of the Count Financial Limited (Count) Financial Services Guide (FSG), 24 September 2024 and should be read in conjunction with Part One of our FSG dated 1 March 2024. Together these documents form the complete FSG.

Essendon Financial Solutions (Vic) Pty Ltd, trading as Aim Financial Advice (Aim FA) is an Authorised Representative of Count Financial Limited (Count).

The individuals listed in this FSG are authorised by Count to provide personal advice through Essendon Financial Solutions (Vic) Pty Ltd, trading as Aim Financial Advice.

### Our contact details:

Address: 1035A Mt Alexander Road Essendon Vic 3040

Phone: 03 9379 1166 Fax: 03 9379 6621 Email: [hello@aimfa.com.au](mailto:hello@aimfa.com.au) Web: [aimfinancialadvice.com.au](http://aimfinancialadvice.com.au)

### Luke Di Pietro



### Authorised Representative Number: 246869

Luke is an Authorised Representative of Count and a principal/employee of Aim Financial Advice and receives a salary as his only form of remuneration.

Luke has over 18 years of experience in the provision of financial planning advice and is also accredited to advise on self-managed superannuation funds. He attained the Advanced Diploma of Financial Services (Financial Planning) from Kaplan in October 2010 and the Graduate Diploma of Financial Planning from Kaplan in May 2021. He is a member of the Financial Advice Association Australia.

Luke is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin lending
- Superannuation

Contact: [luke@aimfa.com.au](mailto:luke@aimfa.com.au) or 0411 404 447

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**Susan Di Pietro**



**Authorised Representative Number: 240423**

Susan is an Authorised Representative of Count and a principal/employee of Aim Financial Advice and receives a salary as her only form of remuneration.

Susan has over 30 years of experience in the provision of financial planning advice and is also accredited to provide aged care advice. She attained the Diploma of Financial Planning from Deakin University in August 2002 and holds the CERTIFIED FINANCIAL PLANNER® designation. Susan is a member of the Financial Advice Association Australia.

Susan is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Margin Lending
- Retirement Savings Accounts
- Securities
- Superannuation

**Contact:** [susan@aimfa.com.au](mailto:susan@aimfa.com.au) or 0418 179 463

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**Initial consultation, advice preparation and implementation fees**

Unless otherwise stated, all fees and commissions are inclusive of GST.

We may charge a fee of up to \$330.00 for your initial consultation. Then prior to the provision of personal advice we will agree upon a preferred payment option.

Price can vary depending on scope and complexity of the advice; we will inform you in writing of the applicable fee and seek your written agreement to this fee prior to commencing any work. The payment options below can be used separately or combined to pay for the preparation and implementation of our advice:

**Time based charging**

The fee is calculated at an hourly rate of \$330, with an overall minimum of \$3,300 and maximum of \$20,000.

**Service based charging**

The fee is calculated based upon a fixed price agreement, with an overall minimum of \$3,300 up to a maximum of \$20,000.

This is the only option available where we are aware that you have used borrowed funds (ie funds that are either secured or unsecured) to invest.

**Asset based charging**

The fee is calculated as a percentage of the dollar amount advised upon with a minimum of the greater of 1.1% or \$3,300, up to a maximum of \$20,000.

**In all cases, you can choose to pay by invoice or authorise deduction from your investment or superannuation portfolio, if applicable.**

**Where you choose not to implement our recommendations, the Statement of Advice preparation fee is due and payable in full.**

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**Supplementary service fees**

For supplementary services, such as the provision of general research material or the completion of administrative tasks, a fee may be calculated on a time basis of \$330.00 per hour.

Where you enter into an Ongoing Service Arrangement, Supplementary services are included and will not be provided at an additional cost.

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**Ongoing and Fixed Term  
service fees**

Our ongoing advice fees vary depending on scope and complexity. They range from \$1,650.00 to \$44,000 per annum unless otherwise agreed or are calculated as a percentage of the amount we are managing, ranging from 0.75% to 1.50% per annum unless otherwise agreed.

The exact cost of the ongoing review service will depend on the review package we recommend relevant to your circumstances and this will be disclosed within the Ongoing or Fixed Term Service Agreement we provide to you.

Should you require any additional services outside of any agreement between you and your adviser, a fee of \$330.00 per hour may be charged.

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**Non-advised  
transaction fees**

**Share transactions:** A fee of 1.5% (includes both adviser and broker charges) per transaction will be charged, subject to a minimum of \$150.

**Other:** If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee of \$330.00 per hour may be charged.

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**Other third-party  
payments we may receive**

We may also receive the following fees, which are not payable by you.

**Stamping Fees**

Where we facilitate Share Placements and Initial Public Offers in relation to ASX-listed Direct Equities (i.e. Shares - this excludes Listed Investment Companies and Trusts), we may receive up to 1.5% of the transaction value as “stamping fees”.

**Insurance Commissions**

Where we facilitate the acquisition, or modification of a Life Insurance product, we may receive commissions as described in Part 1 of this FSG.

Where we provide advice in relation to the above transactions and charge an advice fee we may choose to rebate part or all of the third-party payment to you.

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