



Financial Services Guide

This guide contains important information

Version 20 Dated 5 May 2022

Hudson Financial Planning has been in the business of providing quality advice for over 30 years, and prides ourselves on the **core of our existence – Education**. Educating our clients financially, so they are equipped, to make well informed financial decisions with our guidance.

The purpose of this Financial Services Guide (FSG) is to help you make an informed decision about the services we offer and whether they are appropriate for your circumstances. This FSG also contains important information as follows:

- ❖ Who we are and how we can be contacted.
- ❖ The financial services Hudson can offer and what we can advise on.
- ❖ The process we follow to provide financial advice.
- ❖ How Hudson and other relevant parties are remunerated.
- ❖ Important matters relating to our relationships with third parties.
- ❖ Our privacy policy and information we may request from you to provide you with advice and services which are appropriate to you.
- ❖ Our internal and external dispute resolution procedures and how you can access them.

This guide should help you decide whether to use any of the financial services we provide.

Before we can provide any advice to you, we need to make sure that the advice given is appropriate to your financial situation. We must make reasonable enquiries about your current financial situation and your future needs.

About Hudson Financial Planning

Mainview Securities Pty Ltd trading as Hudson Financial Planning is privately owned and not part of any financial institution.

Lack of Independence

Hudson Financial Planning is not independent, impartial, or unbiased because we:

- receive commissions for the advice we provide on life risk insurance products. Refer to the section – Hudson Financial Planning remuneration arrangements for more details.

Summary of the business

Name	Mainview Securities Pty Ltd trading as Hudson Financial Planning
Australian Business Number	18 078 484 456
Australian Financial Services Licence No	241 177

Our Office Contact Details

Address	22 Mayneview St, Milton Qld 4064
Phone	1800 804 296
Email	helpdesk@hudsonfp.com.au
Website	www.hudsonfinancialplanning.com.au

Who is responsible for the financial services provided?

Mainview Securities trading as Hudson Financial Planning are responsible for the financial services provided including the distribution of this Financial Services Guide (FSG).

Mainview Securities trading as Hudson Financial Planning
ABN 18 078 484 456
Australian Financial Services Licensee Number: 241177
22 Mayneview Street, Milton Qld 4064

Our Financial Planning Process

Providing advice is something that we do not take lightly here at Hudson. Over the years, we have developed a well-defined financial planning process ensures that you and we achieve the best financial planning outcomes for you. At the same time, we understand that we are all different, and we all have different needs and circumstances. Though our experience tells us, that by applying a defined process sets expectations. The journey will take you through an initial meeting through to the implementation and review of your financial plan. This is achieved through the following key steps:

Understanding you (*Discovery*)

This involves us having an initial chat with you at no obligation to help you and us understand your advice needs, including what you are wishing to achieve.



Investigating opportunities (*Analysis and research*)

Next step is assessing your overall financial situation against what you are looking to achieve and identifying potential opportunities that are available to you.



Bridging the Gap (*Strategy development*)

Utilising what we know and understand about you and opportunities that we have uncovered; we then build your strategy to help bridge the gap where you are right now and where you want to be.



Giving life to your plan (*Implementation*)

We work together to help you put the necessary steps in place including all paperwork and meetings that are required to give life to your financial plan.

As with all facets of life, it is important that your plan adjusts as circumstances change, market changes, regulation, and legislation changes. Keeping tabs on your plan becomes important which is the final and ongoing step in the financial journey with us.



Staying on track (*regular ongoing advice*)

We can provide an ongoing advice service programme that suits you, to ensure that you remain on track to bridge the gap that is so important to you. This involves ongoing reliable and trusted ongoing advice.

Financial Services we offer

Your adviser is authorised through Mainview Securities Pty Ltd to provide you with personal and general advice about specific services and financial products listed below.

Mainview Securities is licensed to provide advice on and deal in the following products and services:

Strategies	Products
<ul style="list-style-type: none">• Investment Strategies (strategic asset allocation and goals-based investing)• Savings and wealth creation• Superannuation advice including self-managed super funds• Personal Insurances*• Debt Management (including borrowing for personal and investment purposes, inc. SMSFs)• Budget and Cash flow Management• Self Managed Super Funds (SMSF)• **Direct Property Investments – in conjunction with strategic property alliances• Gearing Strategies• **Estate Planning • Centrelink planning • Portfolio Review and Ongoing Services • **Aged Care planning	<ul style="list-style-type: none">• Superannuation Accounts, Transition to Retirement Pension accounts, Account-based Pensions and Annuities.• Fixed Interest Investments including bank deposits and term deposits• Managed Funds Investments including investor directed portfolio services - platforms• Fixed Interest Investments including bank deposits and term deposits• Arrange mortgages through our in-house lending team• Life, Total and Permanent Disability (TPD), Income Protection and Trauma.• Margin Loans• Education and Insurance Bonds

*Mainview Securities authorised representatives are not authorised to provide product advice in General Insurance Products.

**Although we provide direct property, estate advice and age care as incidental part of the provision of overall financial planning advice, we can arrange to provide a referral to a specialist who deal in these professional services, where required.

Note: Hudson Financial Planning and its authorised representatives are not registered tax agents and accordingly, all clients should consider taking advice from a registered tax agent before seeking advice that may impact on their tax obligations, liabilities or entitlements.

Any additional services we offer, such as accounting or legal advice, real estate investments, or estate planning advice are offered through a separate business arrangement. These other services are not provided under our AFSL and we do not support, or supervise the provision of these services and have no responsibility in relation to those services.

Where we are not authorised to provide you with a financial service or financial product that you are interested in, we will advise you of this and refer you to an alternative source of advice where we are able to.

Hudson Financial Planning maintains an approved products and services list from a diversified selection of approved providers. These have been researched by external houses such as Lonsec, as well as our in-house investment committee. Our internal investment team, supplemented by external experts, provides financial product research which is used to carefully select and maintain an extensive list of approved products ('APL') for our Advisers to use when providing personal advice.

Transaction services

If you would like us to help you complete a specific transaction, but you do not require advice from us, we may also arrange to execute your instructions without providing you with personal advice. You can contact us directly with any instructions relating your existing financial products. We will require your final instructions in writing, and we will provide you with a letter to sign to acknowledge that you have declined our offer of advice as well as understand the risks of a transaction service. If you do not obtain advice, you face the risk that the Financial Products you select will not fully consider your objectives, financial situation or needs and therefore **not** be appropriate for you.

Documents you may receive

We will provide you with a number of documents as you progress through our financial planning process to capture each stage of your advice journey. We may provide these documents to you electronically to your nominated email address, unless otherwise agreed.

Some of these documents that you may receive from your adviser as part of your advice journey with us include but not exhaustive:

Letter of Engagement (LOE)

Is an agreement outlining agreed scope of advice and sets out the initial advice fee before you make a commitment to engage our services.

Personal Financial Profile (PFP) and Risk Profile (RP)

The Personal Financial Profile is a document that we will use to collect your personal and financial details which forms the basis of our advice. It is generally the first document we will provide you as part of your financial advice journey with us and is therefore important that you complete this document as accurately as possible. The Risk Profile gives us an indication of your overall risk appetite in terms of investing. Please refer to the section, 'Your Privacy' to see how we collect, store and use your data.

Statement of Advice (SoA) and Record of Advice (RoA)

The SOA is our written advice that documents our personal advice to you, which contains a summary of your goals, strategies, and financial products we may recommend achieving your goals. It also provides you with detailed information about product costs, and the fees and other benefits we and others will receive, as a result of the advice we provide. If we provide further personal advice, an SOA may not be required. However, we can document this further advice through a Record of Advice (RoA). We keep a record of any further personal advice we provide you for seven years. You may request a copy of such records by contacting our office during that period.

Product Disclosure Statement (PDS) or Investor Directed Portfolio Service (IDPS) guide

If we recommend or arrange a financial product for you, we will provide a Product Disclosure Statement (PDS) or investor directed portfolio service (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks as well as the costs you will pay the product provider to professionally manage that product. You should read any warnings contained in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

Ongoing Service Agreement (OSA)

This agreement outlines our ongoing services offering and the costs to engage in our services. It includes the review services we will provide to you, the frequency these services will be delivered, how much it will cost, your payment method and how the service can be terminated.

Fee Disclosure Statement (FDS) and Ongoing Services Renewal Notice

A FDS will be issued to you where you have engaged in our ongoing service arrangement with your adviser for a period of 12 months. The FDS will contain information about the services you were entitled to receive, the services you received and fees you have paid. Our renewal agreement will outline to you what the services will be for the next 12 months, and the fees associated with this.

Your relationship with us and using our services

You must complete a **Personal Financial Profile (PFP)** to provide us with a list of your personal objectives, details of your current financial situation and any relevant information, so that we can offer you the most appropriate advice possible. You may also be required to complete a **Risk Profile (RP)** which provides us with a guide to your appetite, for investment risk.

You have the right to tell us if you do not wish to provide this information. However, if you do not, the advice you receive will be only general advice and may not be appropriate to your needs, objectives and financial situation.

There are two types of advice that can be provided by our Advisers.

- **Personal Financial Advice** – will be provided after a personal financial profile is provided. This advice will take into account your personal objectives, goals, financial situation and needs.
- **General Financial Advice** – we are able to offer general advice if no profile is provided. This advice will **not** consider personal goals, financial situation or needs.

If personal advice is provided, you will receive an advice document.

You should read the warnings contained in the *Statement of Advice (SoA)* carefully before making any decisions relating to the Financial Product.

It is also important that you keep us up to date by informing us of any changes to your circumstances, so we are able to determine if our advice continues to be appropriate

Hudson Financial Planning remuneration arrangements

Under section 923A of the Corporations act, Hudson Financial Planning is not independent as we are entitled to receive remuneration including insurance product commissions in respect of the provision of financial services to our clients.

We will discuss and agree our fee structure with you before we provide you with any services.

We also provide ongoing services in relation to our advice. Details of advice fees, risk commissions, or other benefits that we may receive will be disclosed to you in dollar and/or percentage terms in an advice document.

The fee charged varies depending on the complexity and nature of the work undertaken and type of advice provided and the degree of ongoing service that is required. ***Our agreed advice and service fees may include charges for initial advice and ongoing advice which can be an amount based upon:***

- A flat dollar fee (fixed fee)
- An amount you invest (asset-based fee)
- A combination of the above.

Initial Consultation

We do not charge for your very first consultation with you (discovery) stage of our advice process.

Advice Fees

We do charge for the research, development, preparation, presentation and implementation of our advice-Statement of Advice (SoA). These fees will be based on your individual circumstances, the complexity of your situation and time it takes us to prepare your personal financial plan and are one off.

Our advice fees are typically for:

- **Life Plans**– which focuses on building a holistic plan which may include forecasting wealth and retirement goals, timing of selling assets and cashflow etc to set you on your financial path. Fees start from \$2,500 inclusive of GST and are invoiced.
- **Investment Advice** – Fees are typically deducted from investments as one-off fee for the preparation and implementation of our advice and are based **up to 1%** of your balance and capped at \$12,500. Therefore, based on an investment of \$500,000, a typical fee would be \$5,000 inclusive of GST.

Ongoing advice service fees

The ongoing advice service fees covers the cost to review your strategies and investments managed on your behalf as documented in our Statement of Advice (SoA). Ongoing services helps you to take advantage of opportunities as they become available, adjust your plan to meet changes in goals, or legislation and to help you stay on the right path in meeting your identified financial objectives.

The fee structure will be discussed as part of your initial discussions with us and confirmed in our Statement of Advice (SoA) and ongoing service agreements with you.

Ongoing fees are usually an asset-based fees and **will not exceed** 0.8% per annum (inclusive of GST) of the total value of your portfolio.

For example, if you invested \$500,000 with your Hudson adviser, and we agreed to charge you 0.8 % per annum of funds under management. This would equate to \$4,000 in the first year. This fee allows ongoing access to your adviser and the Hudson support team, and the services outlined within your Ongoing Service Agreement (OSA) and/or Statement of Advice (SOA).

All fees above can be elected by you to be collected through your platform and therefore paid directly to the licensee, after we have provided our advice and service to you. You can also elect to be invoiced for upfront advice fees.

We will discuss with you any upfront and ongoing fees with you before we commence any work on your behalf.

Other fees and charges payable by you to the product provider will be disclosed to you in their Product Disclosure Statement (PDS). These fees might include administration fees, investment fees, establishment fees, and other charges levied by the product provider. Your *Statement of Advice* will contain details of our fees and any payments made to us by a Financial Product issuer.

Existing Hudson Members via membership services - With the economic events over the last 5 years and with the legislation passed based on the Royal Commission recommendations, Hudson Advisers are now required to focus their energies on clients subscribing and paying a fee for ongoing services as outlined previously.

Clients who have been with Hudson Financial Planning back in our membership days, will remain legacy clients and will be offered access to our newsletter, and access to all of the services that Hudson offers. We no longer provide personal advice via our legacy memberships without charging a fee. General advice continues to be provided in the form of our newsletters which are written each month by our Senior Advisers as well as referrals to our insurance, finance and property, accounting and estate planning specialists.

If at any stage our existing membership clients would like a consult with our Senior advisers to ascertain if our services are required, this will also be offered, though a fee may be payable which is agreed beforehand. This fee may be discounted in honour of past membership.

Personal Insurance remuneration

In relation to Personal Insurance policies, unless we advise you otherwise, we are remunerated by commission from the relevant insurer whenever you enter into an insurance contract arranged by us (including renewal and some variations).

Product Type	Initial Commission	Ongoing Commission	Example
Insurance (including those held within superannuation)	Up to 66% of the first year premium for new policies implemented from 1 January 2020.	Up to 22% of the insurance premium each following year on new policies from 1 January 2018. Existing policies before 1 January 2018, we may receive ongoing commissions up to 11%.	On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, we would receive an initial commission of up to \$660. We would receive an ongoing commission of up to \$220 pa.

The commission paid to us is utilised to cover our ongoing administration costs in relation to the insurances we recommend. The commission is paid by the product provider and is not an additional charge to you. All of the above fees and commissions are inclusive of GST.

If an agreed advice fee is charged to undertake research or comparisons, we may rebate some or all of the commissions, provided that a policy is implemented and an upfront commission is received. E.g. A client wants to know if we can offer a better solution to their current income protection policy. It is quite a complex case, with medical history and employment history, and will potentially take many hours to research a comprehensive alternative. Before we spend the time on this research we may quote a fee for the research alone. If, however, a new policy is appropriate and is established using our services, we will rebate all or part of the commissions received against the fee charged.

Other benefits we may receive

Hudson Financial Planning may be offered or receive noncommission benefits such as attending training events, entertainment or sponsorship, benefits that may relate to information technology, software or support provided from some product providers at no extra cost to you. We maintain a register detailing any benefit we receive valued at between \$100 and \$300 per annum and can be made available within 30 days of your request.

Payment methods

We offer you the following payment options for payment of our advice and service fees:

- Direct Invoice payable by direct transfer or
- Fees are deducted from your investment (subject to the advice and service provided).

All permissible fees and commissions will be paid directly to Mainview Securities Pty Ltd TA Hudson Financial Planning as the licensee.

Other Costs in relation to providing advice to you

Where other costs are incurred in the process of providing our advice and services to you, you will be liable for these costs. However, we will agree all additional costs with you prior to you incurring them. One example could be for the costs of obtaining a trust deed through a third party to establish a Self Managed Super Fund. The fee charged by the third party is payable by you.

Our Relationship with Third Parties

Referral Arrangements and Related Parties

Under the FASEA Code of Ethics your Adviser is not permitted to directly receive any referral fees for acting on your behalf. Referral fees may be paid to your Advisers employer and this fee will be disclosed to you before entering into a transaction.

Hudson Financial Planning do not accept referral fees from our accounting or legal partners.

Due diligence is carried out on all of our referral partners to ensure that they hold the same values and ethics as Hudson Advisers with the main intent to add value to our clients' portfolios and holistic financial plans.

Should we refer you to an external party, and there is a financial benefit as a result of your business, this will be disclosed within your Statement of Advice (SOA).

Mainview Securities Pty Ltd do accept referral fees from our direct property partners, ranging in value from 0% - 3% depending on the property partner utilised and the property purchased. A disclaimer will be sent to any client wishing to use one of our property partners, outlining the exact fees payable at the time of referral. Hudson Financial Planners do not advise on which property purchase would be suitable, only that a property purchase may be suitable as part of an overall investment strategy, nor do they receive any part of the remuneration received by Mainview Securities Pty Ltd.

Hudson Financial Planning advisers can refer to our sister company Hudson Mortgage Broking. Should the referral to Hudson Mortgage Broking result in new lending, Hudson Financial Planning do not receive any remuneration directly, however there is remuneration received by Hudson Mortgage Broking ranging in value from 0% to 0.6%

This remuneration is passed through from the banks and is not a direct cost.

Reporting your Concerns

We are committed to providing quality advice to our clients. This commitment extends to providing accessible complaint resolution mechanisms.

If at any time, you are not satisfied with the advice you receive, or any other aspect of the service provided by your adviser, you should take the following steps:

Contact your Hudson Financial Planning adviser and express your concerns.

If your concern is not satisfactorily resolved within a reasonable timeframe, please contact Mainview Securities Pty Ltd and place your complaint in writing and send it to:

Mainview Securities Pty Ltd
Attention –Compliance Manager
22 Mayneview St,
Milton QLD 4064

Mainview Securities Pty Ltd will try and resolve your complaint as quickly as possible and fairly. Some more complex issues may take longer to thoroughly investigate the complaint and endeavour to bring it a resolution within 30 days.

If your complaint has not been resolved satisfactorily, you may escalate your complaint to our external dispute resolution scheme listed below:

Australian Financial Complaints Authority (AFCA)

Mail GPO Box 3, Melbourne VIC 3001
Email info@afca.org.au
Phone 1800 931 678

We do however encourage you to contact us directly first to endeavour to resolve matters more quickly.

Professional Indemnity insurance

Mainview Securities Pty Ltd maintain Professional Indemnity Insurance to cover advice, actions and recommendations which have been authorised by Mainview Securities Pty Ltd trading as Hudson Financial planning provided by your adviser.

Your Privacy

We are committed to protecting your privacy. We have a privacy policy which sets out how we collect, hold and use and disclose your personal information. It also sets out how you can access the information that we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our privacy policy is available on request and on our website <https://hudsonfinancialplanning.com.au/privacy-policy/>.

What information do you maintain in my file, and can I examine my file?

We maintain a record of your personal financial profile including details of your objectives, financial situation and needs. We also maintain records of any recommendations made to you.

We are committed to implementing and promoting a privacy policy that will ensure the privacy and security of your personal information.

If you wish to examine your file, please ask us. We will arrange within 30 days of your request.

Our Financial advisers

Who is my adviser?

Your Financial Adviser will be assigned to you once you are paying an ongoing fee to Mainview Securities T/A Hudson Financial Planning or alternatively, if you are using one of Hudson's services you can subscribe to our ongoing service.

More details on our advisers including their BIO's can be found on our website – www.hudsonfinancialplanning.com.au

The next section, we have provided a summary of each of our authorised representatives of Hudson Financial Planning.

About our Adviser - Ivan Fletcher



Phone	1800 804 296
Email	helpdesk@hudsonfp.com.au
Authorised representative number	291555
Qualifications	Bachelor of Commerce Graduate Diploma in Applied Finance & Investment (ASIA)
Professional Membership	FINSIA – Senior Associate

The advice and service I can provide

I am authorised to provide all the services listed in the “Our advice and services” section of this guide, **except** for the following:

- Loans, inc SMSF borrowing
- Specific property recommendations
- Business Insurance

How I am Paid

I receive the following from our practice:

- Salary plus superannuation
- % of ASF (Adviser Service Fee) paid on achievement of set metrics

This % of the ASF will be disclosed in the SOA or ROA.

On occasions, we may also receive non-monetary benefits from product issuers. However, other than for genuine educational or training purpose and financial services IT software and support, we cannot accept a non-monetary benefit if it is worth more than \$300.

About our Adviser – Kris Wrenn



Phone	1800 804 296
Email	helpdesk@hudsonfp.com.au
Authorised representative number	427768
Qualifications	Bachelor of Economics Graduate Diploma in Financial Planning
Professional Membership	FINSIA – Senior Associate Tax Practitioners Board (TBP)

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About our Adviser – Michal Park



Phone	1800 804 296
Email	helpdesk@hudsonfp.com.au
Authorised representative number	259947
Qualifications	Masters in Applied Finance (Kaplan)
Professional Membership	FINSIA – Senior Associate Tax Practitioners Board (TBP)

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- Specific property recommendations
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How I am Paid

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- Salary plus Superannuation
- % of ASF (Adviser Service Fee) paid on achievement of set metrics

This % of the ASF will be disclosed in the SOA or ROA.

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About our Adviser – Aaron Alston



Phone	1800 804 296
Email	helpdesk@hudsonfp.com.au
Authorised representative number	1237112
Qualifications	Bachelor of Commerce – Griffith University Advanced Diploma of Financial Planning – Monarch Institute
Professional Membership	FINSIA – Senior Associate

The advice and service I can provide

I am authorised to provide all the services listed in the Our advice and services section of this guide, except for the following:

- Loans, inc SMSF borrowing
- Specific property recommendations
- Business Insurance

How I am Paid

I receive the following from our practice:

- Salary plus superannuation
- % of ASF (Adviser Service Fee) paid on achievement of set metrics
- % of insurance commissions upfront

This % of the ASF and any insurance commissions earned will be disclosed in the SOA or ROA.

On occasions, we may also receive non-monetary benefits from product issuers. However, other than for genuine educational or training purpose and financial services IT software and support, we cannot accept a non-monetary benefit if it is worth more than \$300.



www.hudsonfinancialplanning.com.au