

HOW WE CHARGE FOR OUR SERVICES



Sound Steps Pty Ltd

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Our fees and charges will be discussed and agreed with you prior to the provision and implementing our services. You may pay the fees by credit card, direct debit, cheque or deduction from your product. If a fee paid by credit card, this option will attract a variable service charge that is subject to change at any time without notice by the bank. The latest service fee is available on the bank's website.

<p>Initial Consultation</p>	<p>At our expense:</p> <p>We provide the first meeting with you at no cost. This meeting is provided so we have the opportunity to understand your financial needs, for us to share what services we offer and how we might be able to assist you.</p> <p>A quote for advice will be provided at the conclusion of the initial consultation. This quote will be based on the complexity and scope of advice required.</p>
<p>Initial Advice/Fee for Advice Cost</p> <p><u>This may include:</u></p> <ul style="list-style-type: none"> - Collection of financial information - Goal setting - Research / investigation - Modeling - Cashflow Monitoring - Preparation and presentation of Statement of Advice (SOA) 	<p>Depending on the type and complexity of advice provided, a Statement of Advice (SOA) will cost anywhere between \$550 and \$13,200. Please note that some advice reports are complex and require many hours to prepare.</p> <p>The specific amount will be quoted to you in a Letter of Engagement after your initial consultation. This will need to be signed prior to us proceeding with any advice preparation.</p> <p>We may also receive the following remunerations or commissions depending on the recommended products.</p> <p>Please note; this is paid by the product provider to your Adviser and is not an additional cost to you. Any remunerations will be specifically disclosed in the SOA:</p> <ul style="list-style-type: none"> • Insurance: for new premiums between 0% and 130% of the first year's premium • Loan Remuneration: between 0% and 0.66% of the loan balance <p>Initial remuneration or commission for placement of single investments or ongoing regular contributions. This will be taken from your initial investment amount and may also be taken from additional contributions. This amount will be agreed between you and your Adviser:</p> <ul style="list-style-type: none"> • Generally between 0% and 5% of the amount invested.
<p>Ongoing Advice Cost</p> <p><u>This may include:</u></p> <ul style="list-style-type: none"> - Ongoing advice - Review of investments and insurance 	<p>Our ongoing service fees are between \$1,100 pa & \$4,400 pa OR between 0% & 1.1% of funds under advice. These fees will be agreed between you and your Adviser. These fees will be shown separately from any other product or administration costs in your SOA.</p>



<ul style="list-style-type: none"> - Tracking towards goals - Ongoing administration support - Implementation of products 	<p>These fees can be paid in the following ways:</p> <ul style="list-style-type: none"> • A fee deducted from a product and paid to Matrix • A fee charged by regular direct debit from your bank account • A fee paid by credit card (this option will attract a variable service charge that is subject to change at any time without notice by the bank. The latest service fee is available on the bank's website) <p>We may also receive the following remunerations or commissions depending on the recommended products. Please note; remuneration is paid by the product provider to your Adviser and is not an additional fee to you. These will be specifically disclosed in the SOA.</p> <p>Ongoing service remuneration based on the account balance:</p> <ul style="list-style-type: none"> • Ongoing service remuneration based on fund balance for investments and superannuation 0% and 1.3% per annum (excluding GST) • Insurance - renewal premiums between 0% and 35% per annum of the renewal premium • Margin lending / Loan Remuneration between 0% and 0.385% of the loan balance • Cash Management Trust / Account between 0% and 0.385% <p>We may also receive entry fees on additional contributions. This will range from 0- 5% of the additional contribution. This amount will be agreed between you and your Adviser and will be taken from the additional contributions.</p> <p>Matrix and your Adviser may also receive a portion of the administration fee paid to the product provider on Matrix branded products. This is not an additional cost to you. If this applies it will be disclosed in your Statement of Advice.</p>
<p>Fees for Special Work</p>	<p>The initial and ongoing fees outlined above represent the amounts that would be payable for services within the range of those typically provided. However, it is possible that you may seek special advice or services, which require more time and resources than would generally apply. If so, we will provide a separate quotation for those services and seek your agreement before this additional work commences.</p>
<p>Referral Fees</p>	<p>We may pay referral fees to Third Parties for referring you to us. If so, the amount and type of these fees and to whom they will be paid will be disclosed in the Letter of Engagement and the Statement of Advice. Referral fees paid are not an additional cost to you.</p> <p>We may also receive referral fees from Third Parties. If these are to be received, they will be disclosed in the Letter of Engagement and the Statement of Advice.</p>
<p>The commission and fees shown represent the amount payable to Matrix when you accept advice or other services. Generally Matrix retains between 2.5%-10% of any fees and commissions received and pays the remainder to your adviser or an associated Corporate Authorised Representative. In some cases the Corporate Authorised Representative may choose to pay Matrix a flat fee in lieu or a percentage of earnings. Where payments are made to a Corporate Authorised Representative, your adviser will receive one or more of the following: salary, fringe benefits, dividends or other financial benefits. Unless otherwise stated, all fees are GST inclusive.</p>	