



Eleven Edge Financial Planning
FINANCIAL PLANNING
FINANCIAL SERVICES GUIDE (Part 2)
Adviser Profile

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The financial services offered in this Guide are provided by:
Quinhat (Danny) Xi Authorised Representative 437813
Eleven Edge Financial Planning Pty Ltd ABN 69 853 130 411
1 / 260 Whitehall Street
YARRAVILLE VIC 3013
Phone 03 9044 1953 **Email** danny.xi@eefp.com.au

About Your Adviser Profile

We understand how important financial advice is and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by Quinhhat Xi (**Danny Xi**), Authorised Representative No. **437813** of InterPrac Financial Planning Pty Ltd (AFSL Number 246638) to ensure that you have sufficient information to confidently engage **Danny** to prepare financial advice for you.

Danny operates under Eleven Edge Financial Planning Pty Ltd, which is Corporate Authorised Representative No. **437810**.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About Your Adviser

“Our vision is to give our clients the freedom they want by being the professional they need.”

Eleven Edge Financial Planning

Danny has over 23 years’ experience in the financial planning profession, having started out as a paraplanner in Melbourne CBD back in 2000. Towards the later part of his career, Danny pursued his passion to build a leading-edge financial planning practice, to provide advice that simply made sense.

Inspired by his younger brother (Xavier Xi at Axle Edge Accounting Group) and several of his senior mentors, he decided to step away from the corporate world and established Eleven Edge Financial Planning in March 2013.

His core values are to focus on the genuine needs of the client’s financial welfare, irrespective of the client’s net worth. The advice provided is strategy driven, easy-to-understand and most importantly, provides his clients the freedom and confidence to make smarter decisions about their money.

Qualifications:

Danny holds a Bachelor of Business degree from the Royal Melbourne Institute of Technology (majoring in Financial Planning) and has achieved CFP® status (Certified Financial Planner), which is the highest professional designation awarded by the Financial Planning Association of Australia (FPA).

Personal Details / Hobbies:

Outside of work, Danny enjoys spending time with his family and friends. He was raised in a loving and hardworking family of 6 kids, where mum and dad migrated to Australia as refugees in search of a new beginning.

Outside of work, Danny enjoys spending time with his wife (Rose) and daughters (Harper & Mackenzie), walking their two dogs (Max & Blaze), fresh food shopping at South Melbourne market, eating out at their local favourite restaurants and attending AFL matches to watch the mighty Essendon Bombers compete.

Danny Xi
Authorised Representative No. 437813

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Financial Services Your Adviser Provides

The financial services and products which **Danny** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Danny is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.

Our fees and charges are:

1. Initial meeting is \$330 (GST inclusive).
2. Analysis, Advice, and Implementation work is charged at an hourly rate of \$330 (GST inclusive).
3. Ongoing service and relationship package are charged at a flat rate ranging from \$3,960 to \$11,880 per annum (GST inclusive) depending on our client's needs and the complexity of the advice.

To ensure our clients get maximum value, we align the cost of our advice with:

- Time commitment based purely on the number of hours involved;
- The nature and complexity of advice provided; and
- Level of ongoing service required.

We are committed to providing:

- An hourly rate fee-for-service arrangement;
- Advice that is free of commissions (across all super, investment and insurance); and
- Transparent costing where our fees are not based on a percentage of your wealth.