

Terms of Engagement

Thank you for the opportunity to provide you with Financial services. You have engaged us to help with the following matter/s for you:

| | |
|----------------------------------|--|
| Date | 23/04/2021 |
| Scope of Advice/Services engaged | Superannuation, Insurance, SMSF (Modelling, Setup, Implementation) |
| Client/Entity Name | Johnny & Betty Leota |
| Fee Agreed | As per Schedule of Services page 3 |
| Preferred payment method | Paid Via Superannuation |

I / We agree to the following:

- the proposed services and terms provided above and for Conaill Keniry, Authorised Representative (AR: 1004356) of Cobalt Advisers (AFSL No. 512550) to commence work for us.
- receiving future FSG versions and product offer documents electronically by hyperlink/email or by being shown where they can be accessed on the internet., and using electronic means to provide instructions, agreement and acknowledgements on documents from time to time. Emails sent from my email can be taken as my instructions.
- information being disclosed to certain third parties who have referral arrangements with you for the purpose of those third parties providing me, or offering me, their services, such as accounting, legal, tax or other services unless my consent is withdrawn in writing.
- my personal, sensitive and health information being released to my spouse or partner unless I withdraw my consent in writing.
- paying any bill presented to me should I change my mind once you start work
- that we have read your Financial Services Guide (FSG), Schedule of Fees and Terms and Conditions for further information.

| | | |
|--------------|---|----------------|
| Full Name | Signature | Date |
| Johnny Leota |  | 30 / 04 / 2021 |
| Full Name | Signature | Date |
| Betty Leota |  | 03 / 05 / 2021 |

We look forward to working with you and helping you reach your financial goals.



Conaill Keniry

Terms & Conditions:

Please read the following carefully before engaging our services.

Scope of Advice and Fee

Financial advice can cover a broad range of topics; including but not limited to Cashflow, Risk/Insurance, Investment, Superannuation, Tax planning, Self-Managed Super Funds and Estate Planning. This advice only includes the scope above – if you would like advice within any other areas please let us know. The quoted fee covers this work only and is not an ongoing fee/advice arrangement. If you have opted to pay for your insurance with ‘insurance commission’ and then cancel your insurance within 2 years of it being set-up by us, we may charge you a fee equivalent to the lost commission when it is reversed by your insurer. The fee you are charged may increase if the work is more complex than initially discussed and quoted.

Reliance on Information Provided

Providing complete and accurate information is important, as it forms the basis of our advice to you. If this is incomplete and/or inaccurate, the advice provided may not be appropriate for you. You confirm any information provided is complete and accurate to the best of your knowledge.

Extent of Information Collected

We will collect information from you that is reasonably required for the advice and associated matters being provided to you. The amount of information required will be more significant for complex advice matters. You consent to personal; sensitive and health information being collected; and understand the information will be collected, used, stored, disclosed, secured and de-identified or destroyed in line with our Privacy Policy which is available on request or online.

Tax File Numbers

The collection use and disclosure of TFNs are strictly controlled by taxation and superannuation laws and the Privacy Act. What If Advice Pty Ltd is authorised to collect TFN's under the Income Tax Assessment Act 1997. You are not required to provide us with your TFN, and it is not an offence if you choose not to do so. However, if you do not quote your TFN, or exemption status, withholding tax may be applied to your accounts.

Privacy

To give appropriate advice we need to collect, use and potentially disclose some of your information to certain third parties such as other staff within our business or our Licensee Cobalt Advisers Pty Ltd. Financial product providers may use the information to decide whether to offer you financial products; there are significant penalties attached to making a false or inaccurate disclosures/claims. Information may be stored with software service providers including Microsoft, Adviser Logic, My Prosperity and our paraplanning services.

Conflicts of Interest

Currently there are no known conflicts of interest that affect our ability to act for you.

Remuneration paid to and from Referral Partners

Where What If Advice Pty Ltd receives or pays referral fees to/from other organisations these are outlined in the FSG. Your adviser does not personally receive referral fees as they are banned under the FASEA Code of Ethics which they are bound to. Any fees are also disclosed to you in the advice/strategy document provided by your Advisor

You understand that

You are not obligated to take up any combination and/or all the services with What If Advice Pty Ltd, a result of the advice we give to you. Where you elect to take up our advice you do so of sound mind and of your own free will. Either party may terminate the engagement by notifying the other in writing. No refund is payable by What If Advice Pty Ltd once this engagement has commenced.

Schedule of Services:

| SCOPE <i>Service Areas:</i> | DETAILS <i>Includes:</i> | REMUNERATION <i>Fee and/or Commissions:</i> | PAYMENT METHOD |
|--------------------------------|--|--|--|
| Superannuation advice | <ul style="list-style-type: none"> - Lost Super Search - Super Research - Super Recommendation via SOA | \$7,700 | May be paid via Superannuation or via Direct Debit |
| Insurance | <ul style="list-style-type: none"> - Review current insurances inside super - Consider if they need to be kept or replaced - Conduct an insurance needs analysis | | |
| SMSF Modelling | <ul style="list-style-type: none"> - Financial modelling showing superannuation future - With/without an SMSF - Including costs, lending etc | | |
| SMSF Set up | <ul style="list-style-type: none"> - Setting up Super Trust with Corporate trustee - Setting up Bare Trust - Setting up ABN & TFN - Setting up SMSF Bank Account | | |
| SMSF Implementation | <ul style="list-style-type: none"> - Rolling over of funds to SMSF bank account - Assist in setting up Accountant relationship (if required) | | |
| ADVICE PENDING! | <p><i>Note, the above costs are based on the assumption that you want to set up an SMSF.</i></p> <p><i>If after presenting our advice you do not want to proceed with an SMSF, an SOA preparation fee of \$2,200 is still payable.</i></p> | | |

| | |
|--------------------------------|--|
| TITLE | Terms of Engagement (J&B Leota) |
| FILE NAME | Engagement Letter.docx |
| DOCUMENT ID | 3498e4dc73d1129479efb0cfa8cd06c7f7955d3b |
| AUDIT TRAIL DATE FORMAT | DD / MM / YYYY |
| STATUS | ● Completed |

Document history



SENT

30 / 04 / 2021

17:26:39 UTC+10

Sent for signature to Johnny Leota (jayelleota@gmail.com) and Betty Leota (btleota@gmail.com) from ckeniry@whatifadvice.com.au
IP: 121.44.95.32



VIEWED

30 / 04 / 2021

18:56:46 UTC+10

Viewed by Johnny Leota (jayelleota@gmail.com)
IP: 124.171.153.233



SIGNED

30 / 04 / 2021

19:08:37 UTC+10

Signed by Johnny Leota (jayelleota@gmail.com)
IP: 124.171.153.233



VIEWED

03 / 05 / 2021

18:40:22 UTC+10

Viewed by Betty Leota (btleota@gmail.com)
IP: 124.171.153.233



SIGNED

03 / 05 / 2021

18:45:39 UTC+10

Signed by Betty Leota (btleota@gmail.com)
IP: 124.171.153.233



COMPLETED

03 / 05 / 2021

18:45:39 UTC+10

The document has been completed.