



Financial Services Guide

1 July 2025

Version 1.0

Part 2

This document is part of a Financial Services Guide ("Guide") and should be read in conjunction with Part 1 (A Guide to Our Relationship with You and Others) version 24.0, dated 1 March 2024.

This section is designed to provide you with enough information to decide whether to obtain financial advice (or any other financial service) from us. It's an important document that will introduce your adviser, Karen Black, and provide you with the information you need to consider before you engage us to provide you with advice or services.

This document complements Part 1 that provided information about our Licensee and the types of documents – Statements of Advice, Records of Advice and Product Disclosure Statements – that you will receive if we provide you with personal advice. Part 1 also explained how you can provide information to us, our compensation arrangements and who to contact if you want to provide feedback or complain about our advice or services.

We've tried to be as clear and direct as possible but if you have any questions, we're happy to answer them.

Authorised Representative Profile

Your adviser is Karen Black, an Authorised Representative of Paragem.
Karen Black's ASIC Authorised Representative number is 1249320.

Karen has worked in a variety of roles within the financial services industry since 1986 including 12 years at AMP as a corporate superannuation account manager and associate consultant. This role included preparation of investment reports and lodgement of APRA annual reports.

Karen started with Sheridans in 2010 as a specialist Self-Managed Superannuation Fund (SMSF) accountant involved with the administration of SMSF portfolios, preparation of SMSF member reports, yearly financials & tax returns and liaising with clients to ensure their SMSF compliance.

In 2016 Karen became an Authorised Representative of Sheridans Financial Services Pty Ltd thereby allowing her to expand her services to include the provision of strategic and investment advice to our SMSF clients.

Karen is an Associate member of the Self-Managed Super Fund Association, a registered Certified Practising Accountant and member of CPA Australia and has completed subjects for the Diploma of Financial Planning.

Karen Black's employer is Sheridans Private Wealth, which is a Corporate Authorised Representative (AR no. 1279770) of Paragem.

Karen can be contacted at enquiries@sheridans.net.au or 08 8376 0455

Karen Black is authorised by Paragem to advise and deal in the following financial products:

- Deposit products (cash and Term Deposits)
- Debentures, stock and bonds issued by a government
- Life Insurance risk products
- Life Insurance investment products
- Managed Investment Schemes (Unit Trusts)
- Securities (shares) can provide advice on Direct Equities and ETF's) or not permitted to provide direct equities or ETF Advice, no execution only)
- Superannuation
- Retirement Savings Accounts
- Self-managed Superannuation Funds
- Standard Margin Lending Facility

Remuneration

Financial advice has value, but it also involves fees and charges. We are committed to transparency because we believe it's important that you're able to make an informed decision about our advice and its benefits. You may pay a fee for a service, and we may also receive commissions from product issuers, if you engage us to provide advice, implement our recommendations or act on your instructions. Rest assured that the relevant costs or fees will be discussed with you by your adviser before any services are provided.

Paragem will pay Sheridans Private Wealth 100% of the fees and/or commissions detailed in this schedule. Paragem will charge Sheridans Private Wealth for licensee services and is not linked to client revenue.

Karen Black is an employee of Sheridans Private Wealth and is remunerated by salary from this company.

Employees may receive a performance bonus from Sheridans Private Wealth, determined by a balanced scorecard which includes reference to client feedback, effectiveness, their provision of ongoing service and various compliance measures. There is no remuneration, or rewards, for recommending particular products or strategies.

Advice Fees

There are set fees for each service that I provide to you, and these fees will be agreed upon and confirmed to you prior to any service being provided. Current fees and charges are detailed below and are GST inclusive:

Initial Meeting: No charge

Advice Preparation/Statement of Advice Fees: Fees for the preparation of your advice may range from \$1,100 to \$8,800 depending on complexity and the time it takes to prepare your advice.

Implementation Fees: for the implementation of your advice may be a set fee between \$550 and \$2,200.

Ongoing Advice Fees

These are the fees you pay when you agree to receive our ongoing advice. A strategy fee will be between \$2,200 pa and \$3,300 pa. In addition a Investment Management fee will apply as a percentage up to a maximum of 0.66%. Our ongoing services will be agreed with you in an ongoing services agreement.

Commissions

Insurance Products

Commissions can be received for life insurance products with the exception of life insurance implemented after 1 July 2014 for a member in a default superannuation or a group life policy in a superannuation fund.

There will be a 100% clawback of commission where the life insurance policy is cancelled, not continued or the policy cost is reduced in the first year and 60% clawback of commission in the second year.

If you choose to pay fee for service, we can rebate to you part or all of the commission we would otherwise receive for insurance arrangements.

In the interests of transparency, please understand that we will receive an upfront commission from the product issuer if you decide to buy a life risk insurance product we recommend to you. Commissions, whether up-front or ongoing, are paid to us by the Insurer.

we will receive an upfront commission of between 0% and 66% of the first year's annual premium, and then an annual ongoing commission of between 0% and 22% of the annual premium.

For example, for an insurance product with an annual premium of \$2,000, where the issuer pays me an upfront commission of 66%, I will receive \$1,320. The issuer will pay me 22% of the annual premium as ongoing commission for as long as you hold the product. Assuming an annual premium of \$2,000, this equates to \$440 per year.

Potential Conflicts of Interest

Ownership

Paragem is a wholly owned subsidiary of Count Limited, ABN 111 26 990 832 ("Count"). Count has subsidiaries and associates that provide accounting and financial advice services. Many of the Count subsidiaries and associates that provide financial advice services do so as authorised representatives of Count Financial.

Paragem was previously owned by HUB24 as such if you use the HUB24 platform, some of Paragem's employees and representatives (our advisers) may benefit financially by virtue of being shareholders in the company. This will be disclosed to you below and in the Statement of Advice if you wish to receive advice, where applicable.

We are obliged to always act in a client's best interests and will only recommend the use of the HUB24 platform if it is appropriate to do. We also continue to use other platforms to implement our investment advice and you are free to request your adviser use an alternative platform if you would prefer.

Referral Payments

We do not receive any form of referral payments



BUILD YOUR BUSINESS & GROW YOUR WEALTH