

## Part 2 Adviser Profile

### Andrew Martin Ghea

This adviser profile forms an essential part of the Financial Service Guide (FSG). The FSG is not complete without it.

#### Introducing your financial adviser

Andrew Martin Ghea is an Authorised Representative of RI Advice Group Pty Ltd AFSL 238429. Andrew is a director of Ghea Management Pty Ltd t/as Personal Wealth Solutions which is a Corporate Authorised Representative of RI Advice Group Pty Ltd.

Authorised Representative Number: 302896  
Corporate Authorised Representative Number: 404927  
Adviser profile issue date: 1 July 2024

#### About Andrew

I have worked in the financial services industry as an Associate Financial Adviser and a Financial Adviser since 1995 and have operated my own Financial Planning business since 2006.

I enjoy what I do and am passionate, committed and well qualified to help clients achieve their financial goals.

#### Qualifications and memberships

- Graduate Diploma of Financial Planning
- Associate Practitioner Member (AFP®) of the Financial Advice Association Australia ("FAAA")

#### Financial products and services

I am authorised to provide you with general and personal financial advice on the following class and types of products.

- Deposit and payment products
- Life investment or life risk products
- Interests in managed investment schemes, including investor directed portfolio services (IDPS)
- Retirement savings accounts
- Securities
- Superannuation
- Standard Margin Lending Facilities

#### Services offered

- Personal Insurance
- Superannuation
- Budget and cashflow management
- Debt management
- Investments, including savings plans
- Retirement planning
- Centrelink/DVA
- Estate planning
- Ownership and structures (eg discretionary and family trusts)
- Portfolio review
- Ongoing advisory services
- Referrals to specialists (eg accountants, solicitors)
- Self Managed Superannuation
- Gearing
- Aged Care
- Business Insurance

### How I am paid

As the licensee, RI Advice collects all advice fees and commissions. RI Advice then pays the fees and commissions to my Practice as detailed in the FSG under the heading 'How we are paid'. My Practice pays me out of these fees and commissions based on a number of factors such as:

- **Salary** – based on my experience and qualifications.
- **Bonus** – I may be eligible to receive a bonus, based on a combination of revenue and meeting pre-determined annual performance-based criteria.
- **Profits** – I may be eligible to receive a percentage of profits from the Practice.
- **Commissions** – as outlined in the FSG under 'How we are paid', the Practice may receive commissions from a product provider when implementing certain product/s for you.

### Client fee and payment options

Before providing advice, we will agree the fees and payment options with you. The fee you pay will depend on the complexity of your circumstances and the services you require. Your options to pay for our services can include fee for service, commission, or a combination of both.

**Fee for service:** Fee for service is based on the service we provide. This fee can be determined by:

- An hourly rate.
- A fixed dollar amount.
- A percentage of funds invested (excluding borrowed funds).
- A combination of these methods.

We can invoice you directly for our fee for service. Alternatively, some products allow an adviser service fee to be deducted from the balance of your investment.

**Commissions:** Some product providers pay commissions to RI Advice. The amount of commissions received will depend upon the type of product and the premium paid.

### Important relationships

In addition to the arrangements already disclosed in the FSG under 'Important relationships and other payments', Ghea Management Pty Ltd t/as Personal Wealth Solutions also has the following arrangements:

### Referrals from a third party

At present we do not have any referral arrangement in place to pay a third party referrer a referral fee, commission or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

### Referrals to a third party

At present we do not have any referral arrangement in place to provide referrals to third parties in return for payment or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

### Referrals to an associated entity or related third party

We may refer you to the following associated entities or related third parties and therefore may receive a direct or indirect benefit from any referral we make to this provider.

Details on [the/these] associated entity/entities] [and/or related third parties] are set out in the table below and specific details of any benefits we may receive from the referral will be provided in our advice documents to you. Alternatively, you can request further details about our associated entity and related third party arrangements prior to us providing you with financial advice.

We are obligated to act in your best interests when providing you with financial advice, as such we will be transparent and disclose any benefits we may receive via an associated entity or related third party in relation to our recommendations to you.

### Table – Other Business Activities, Associated Entities and Related Third Parties:

Name of Entity	Nature of association
DYAG Pty Ltd trading as Mortgage Choice Gladstone	Andrew Ghea is a Director and a Shareholder of this entity. As a result Andrew will receive dividends / distributions and/or income from DYAG Pty Ltd.
TADMAC Pty Ltd trading as Mortgage Choice Bundaberg	Andrew Ghea is a Director and a Shareholder of this entity. As a result Andrew will receive dividends / distributions and/or income from TADMAC Pty Ltd.

Please note that RI Advice is not responsible for the advice and services provided by these providers.

**Privacy Notification**

Your personal information will be handled in accordance with our privacy policy, which is located on our website. We will generally collect personal information directly from you. We may collect personal information about you from a third party if we believe you have authorised that third party to provide the information to us.

The main reason we collect, use and/or disclose your personal information, is to provide you with the services that you request. In addition, as a financial service provider, we are obligated to verify your identity and the source of any funds.

We provide financial services under the Australian Financial Services License of RI Advice Group Pty Ltd. RI Advice Group Pty Ltd monitors our compliance with the law and provides us with a range of support services, including the financial planning software we use. As a consequence, RI Advice Group Pty Ltd has access to your personal information and may use that information to facilitate the provision of financial services to you and to ensure we are complying with our obligations.

We may also disclose your information to external parties such as your accountant, banks, insurers, and product providers.

Please refer to our Privacy Policy for more information about how we will handle your personal information, including how to access or correct your personal information and how to make a privacy related complaint.

**My contact details**

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A: Level 1, 72 Goondoon St,  
Gladstone QLD 4680  
P: 07 4978 6197

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A: 15/53 Perry Street  
Bundaberg North QLD 4670  
P: 07 4152 3340

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A: PO Box 5536 Gladstone QLD 4680  
E: [info@personalwealthsolutions.com.au](mailto:info@personalwealthsolutions.com.au)  
W: [www.personalwealthsolutions.com.au](http://www.personalwealthsolutions.com.au)

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