

# Adviser Profile

Dated: 21 February 2019

## Wae Tat (Nathan) Yap

Nathan Yap is a Sub-Authorised Representative (No 396485) of NYIO Financial Services Pty Ltd trading as Prudent Finance. NYIO Financial Services Pty Ltd is a Corporate Authorised Representative (No 424503) of Wealth Today Pty Ltd, who holds an Australian Financial Services Licence (No 340289). Wealth Today Pty Ltd authorises the distribution of this Adviser Profile and the Financial Services Guide that accompanies it and is responsible for the financial services provided to you.

<i>Introduction</i>	My name is Nathan Yap and I am an Authorised Representative of Wealth Today Pty Ltd.
<i>My educational qualifications and experience</i>	I have Bachelor of Commerce (Property and Accounting), Diploma in Financial Services (Financial Planning), Diploma in Financial Services (Mortgage Broking) and Diploma in Insurance Broking. I am also a registered Tax (Financial) Adviser.
<i>The advice and products I can offer you</i>	I am authorised by Wealth Today under its AFSL to provide financial product advice for and deal in the following classes of financial products: Basic and non-basic deposit products Debentures, stocks and or bonds issued or proposed to be issued by a government. Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company Interests in managed investment schemes including investor directed portfolio services. Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997) Securities Superannuation
<i>How my company and I are paid</i>	Wealth Today initially receives all fees received from my clients and product providers and distributes them to me or my company after their fees and other expenses are deducted. Wealth Today generally retains a percentage of fees paid under its arrangements with me or my company. These may vary and will be disclosed in advice documents such as a Statement of Advice or Record of Advice. For details of other possible benefits, please refer to the FSG and/or Advice Documents. All fees and commissions outlined below are inclusive of GST.
<i>Advice preparation</i>	You may be charged a Statement of Advice preparation fee depending on the complexity and the time spent. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The minimum SOA fee is \$995.
<i>Implementation</i>	Your Terms of Engagement (ToE) will detail all Implementation Fees and will be signed by you, before any work is carried out. If you elect to proceed with our advice a 1.1% fee based on the value of your investments will apply. For example, for investments valued at \$100,000 the maximum implementation fee would be \$1,100.

<i>Pre-existing arrangements</i>	For existing clients already in an established commission arrangement, we may receive commission on investment products held. For investment products the relevant product issuer will pay initial commission between 0% and 10% and ongoing commission between 0% and 1% of the value of your investments for as long as you hold the product.
<i>Insurance products</i>	Effective 1 January 2019, my company or I may receive up-front commission of up to 70% (exclusive of GST) of your first annual insurance premium for arranging your cover. This amount is reduced to 60% from 1 January 2020. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.  These commission payments are made by the relevant product issuers and are not an additional cost to you.
<i>Ongoing fee for advice</i>	If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.  The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets or incomes, executive options or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.  The minimum fee is \$330 while the maximum is 2.5% of the value of your portfolio each year. For example, for investments valued at \$200,000 the maximum ongoing fee would be \$5,000 pa.  Borrowed funds – if we recommend you acquire investments using borrowed funds then your ongoing fee will be a minimum of \$330 and a maximum of \$10,000 pa.
<i>Ad hoc advice</i>	FEE FOR SERVICE  My/our hourly fee rate is \$495.00 per hour inclusive of GST.
<i>Other Benefits, interest or associations</i>	NYIO Financial Services Pty Ltd provides both Financial Advisory and Mortgage Broking Services. NYIO Financial Services Pty Ltd is wholly owned by NYIO Services Trust which provides Accounting and Tax services.
<i>How to find me</i>	If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on 0412 354 423 or via email at <a href="mailto:nathan@prudentfinance.com.au">nathan@prudentfinance.com.au</a> .

This document, the Adviser Profile, should be read in conjunction with the Wealth Today Pty Ltd Financial Services Guide (FSG).

Distribution of this Adviser Profile by the Authorised Representative/Adviser has been approved by Wealth Today Pty Ltd.



Wealth Today Pty Ltd  
ABN 62 133 393 263 | AFSL 340289

**Sydney**  
Head Office  
Level 11, 95 Pitt St  
Sydney NSW 2000  
T 02 9248 0422

**Melbourne**  
Ground Floor  
99 King Street  
Melbourne VIC 3000  
T 03 9248 6001

**Perth**  
Unit 2  
33 Cedric Street  
Stirling WA 6021  
T 1300 364 699