

Financial Services Guide

This Financial Services Guide (FSG) is authorised for distribution by Parker Wealth Management Pty Ltd.

Version 5
1 July 2025



Lack of independence

Pursuant to s293A of the Corporations Act, we are prohibited from using the terms independent, impartial, or unbiased due to the following reasons (s923A(2)(a)(i)(ii)(iii)):

- we may receive insurance commissions from product providers in relation to our advice on risk insurance, which are not rebated in full;
- we may receive forms of remuneration calculated on a percentage of an investment held with a product issuer; and
- we have associations with nonrelated entities as described in the section 'Arrangements that may influence our advice' with respect to advice we may provide on Separately Management Accounts (SMAs).

Purpose of this FSG

This FSG contains important information regarding our services and is designed to assist you in deciding whether to use the services that we offer. In this document 'we', 'our', and 'us' refers to Barnett Lilley & Associates and your financial adviser. This FSG contains information about:

- the services we offer and their cost;
- what to expect during the financial advice process including types of documents you are likely to receive;
- any conflicts of interest which may impact the services;
- how we are remunerated; and
- how we deal with complaints if you are not satisfied with our services.

Please take the time to read this FSG before engaging our services.

Licensee

Parker Wealth Management Pty Ltd (AFSL 519344 ABN 42 636 318 593).

Corporate Authorised Representative

BLA Parker Pty Ltd trading as Barnett Lilley & Associates (ASIC #1292740 ABN 68 651 628 072)

Barnett Lilley & Associates acts on behalf of Parker Wealth Management who is responsible for the services that they provide.

Contact details

Level 10 Canberra House, 40 Marcus Clarke Street, CANBERRA ACT 2600

GPO Box 1369, CANBERRA ACT 2601

Phone: 02 6225 8200 | Fax: 02 6225 8222 | Website: www.blapl.com.au

Email: clients@blapl.com.au

Parker Wealth Management Pty Ltd

Parker Wealth Management holds an Australian Financial Services Licence. It is required to comply with the obligations of the Corporations Act and the conditions of its licence.

This includes the need to have adequate compensation arrangements in place with a Professional Indemnity insurer for the financial services that it and its current and past representatives provide.

Our services

We are authorised to provide personal advice and dealing services as specified below, for both retail and wholesale clients:

Authorised personal advice and dealing services			
Superannuation and SMSF – Superannuation Retirement planning – Retirement savings accounts	Portfolio management – Managed investments – Securities – Deposits and payment products – Debentures, stocks or bonds issued or proposed to be issued by a government	Wealth creation Strategic planning – Interests in managed schemes, including investor directed portfolio services	Personal risk insurance – Life Investment or life risk products Estate Planning assistance

Your financial adviser

Your financial adviser is a director and/or employee of Parker Wealth Holdings Pty Ltd (ABN 59 675 230 627).

Your financial adviser is a sub-Authorised Representative of BLA Parker Pty Ltd trading as Barnett Lilley & Associates, Corporate Authorised Representative (ASIC #1292740 ABN 68 651 628 072) of Parker Wealth Management Pty Ltd (AFSL 519344 ABN 42 636 318 593). They act on behalf of Parker Wealth Management Pty Ltd who is responsible for the services that they provide.

Authorised Representative details	Education and qualifications	Professional Memberships
 Julian Farmer (ASIC #1238889) Financial Adviser Director	– Bachelor of Business (Economics) – Diploma of Financial Planning – Margin Lending and Geared Investments – A Financial Planner AFP ®	– Financial Advice Association Australia (FAAA)
 Bhavna Patel (ASIC #1004204) Financial Adviser	– Fellow Chartered Financial Practitioner – Graduate Diploma of Financial Planning – Self Managed Superannuation Funds – Tier 1 Margin Lending – Personal Advice – A Financial Planner AFP ®	– Financial Advice Association Australia (FAAA)
 Dyon Keil (ASIC #1006910) Financial Adviser	– Graduate Diploma of Financial Planning – Advanced Diploma of Financial Services (Financial Planning) – Diploma of Financial Services (Financial Planning) – Diploma of Financial Markets – A Financial Planner AFP ®	– Financial Advice Association Australia (FAAA)
 Robert Beith (ASIC #241841) Financial Adviser	– A Certified Financial Planner CFP ® – Bachelor of Economics – Diploma of Financial Planning	– Financial Advice Association Australia (FAAA)
 Scott Carle (ASIC #423847) Financial Adviser	– Advanced Diploma of Financial Planning – Diploma of Financial Services (Financial Planning) – Tier 1 Margin Lending – Personal Advice – Accredited Listed Product Adviser Program – A Financial Planner AFP ®	– Financial Advice Association Australia (FAAA)

All Authorised Representatives named above are sub-Authorised Representatives of BLA Parker Pty Ltd trading as Barnett Lilley & Associates, Corporate Authorised Representative (ASIC #1292740), and are authorised to provide advice on the products listed in the previous section “Our services”.

Our financial advice process

We recognise that the objectives and personal circumstances of each client are different.

Where we provide personal advice, we will listen to you to understand your objectives and circumstances. We will also ask questions to make sure we provide advice which is in your best interests.

When we first provide personal advice to you it will be explained thoroughly and documented in a Statement of Advice (SOA) which you can take away and read.

The SOA will explain the basis for our advice, the main risks associated with the advice, the cost to you of implementing the advice, the benefits we receive and any conflicts of interest which may influence the advice.

At all times you are able to contact us and ask questions about our advice and the products we recommend.

For administration platforms, managed funds and personal risk insurance products we will provide you with a Product Disclosure Statement (PDS) or link to the PDS. This contains information to help you understand the product being recommended.

You can provide instructions to us in writing, via phone or via email. In some cases, we may require you to provide signed instructions.

We may provide further advice to you to keep your plan up to date for changes in your circumstances, changes in the law and changes in the economy and products.

If we provide further advice it will be documented in a Record of Advice (ROA) which we retain on file. You can request a copy of the ROA document at any time up to seven years after the advice is provided.

Remuneration and commissions

Remuneration and commissions that are not ascertainable at the time the FSG is given, will be disclosed when personal advice is given. You may request particulars of any remuneration specific to you, after the provision of this FSG, and before any financial services identified herewith in, is provided to you.

All fees and commissions are payable to Parker Wealth Holdings Pty Ltd, and are inclusive of Goods and Services Tax (GST).

Type of remuneration / Description	Cost(s)
Initial Fees	
The Advice Preparation fee includes meeting with you, the time we take to determine our advice and the production and presentation of the SOA. It is based on the scope and complexity of advice provided to you. We will agree this fee with you before providing you with advice and it will be set out in our proposal to you.	The initial and plan-related fees varies depending on the complexity of the advice required. The minimum initial fee is \$3,300.
Implementation Fee	
If you decide to proceed with our advice, we may charge an Implementation Fee for the time we spend assisting you with implementation.	Where applicable, the implementation fees vary appropriately to the work required to implement the recommendations and advice. These will be agreed with you prior to commencing any work and will be confirmed in the SOA.
Fixed Term Advice and Services Agreement (FTAA) - Adviser Service Fee	
Our annual Adviser Service Fee will be commensurate to the level of service that we provide you and the complexity of the advice provided. We will typically charge a percentage-based fee applied to funds under management which is agreed with you at the commencement of each year, however, in certain circumstances, it may be appropriate to charge a fixed fee. The fees can be deducted monthly from your account or paid by invoice half-yearly or annually in advance. You can elect to enter into a 12-month Fixed Term Advice and Services Agreement in order to receive advice services and reviews of your financial plan. Details of the services will be set out in your 12-month Fixed Term Advice and Services Agreement.	We calculate the Adviser Service Fee based on a number of factors, including but not limited to the complexity of our advice, strategic work, funds under management, our range of services to you and how your investments are held and structured. The minimum Adviser Service Fee is 0.88%, subject to a minimum of \$4,400. All Adviser Service Fees, whether fixed or percentage-based, will be discussed, agreed and disclosed in your FTAA and/or SOA.
Execution Fees	
If we arrange implementation of any financial products, on which we have not provided advice, we may charge a fee for carrying out your instructions.	This will be a flat-dollar fee and the fee will be agreed with you prior to implementing your instructions.

Insurance commissions	
We may receive insurance commissions and other benefits from some product providers. We may receive a one-off upfront commission when you take out an insurance policy we recommend. We may also receive an ongoing commission payment for as long as you continue to hold the policy. Commissions or benefits vary depending on the recommended product but will be clearly documented in your FTAA, SOA or ROA. Commissions are paid to us by the product provider and are not an additional cost to you.	Upfront commissions may be between 0% and 60% of the first year's annual premium, and then an annual ongoing commission of between 0% and 20% of the annual premium. For example, an insurance product with an annual premium of \$10,000, where the issuer pays an upfront commission of 60%, we would receive \$6,000. If the issuer was paying 20% of the annual premium as an ongoing commission for as long as you hold the product, this would equate to \$2,000 per annum.

Other Benefits

We may receive other non-monetary benefits from product providers such as training, meals and entertainment. Details of any benefits received between \$100 to \$300 will be maintained on a register which is available to you on request.

Adviser Remuneration

The directors and owners of the practice are remunerated through the profits that the practice makes.

Authorised Representatives are employees of the practice and are paid a salary. They may also receive a performance bonus which is based on a number of criteria including the profits that the practice makes.

Conflicts of interest

Your financial adviser may recommend investments in shares that they hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.

Arrangements that may influence our advice

Separately Managed Accounts (SMAs)

Barnett Lilley & Associates provides advice on The Parker Financial Investment Series SMAs, operated by the portfolio manager Evidentia Group Pty Ltd (ABN 39 626 048 520 AFSL 511802) (Evidentia). An SMA is a managed portfolio option designed for investors who require professional investment management, with the flexibility and transparency of direct asset ownership.

Evidentia is a boutique asset consultant that works with select private wealth practices to design, build, implement and manage tailored investment portfolios. Evidentia has an investment team with experience across all major asset classes and have been selected as an external portfolio manager to design and manage the composition of the Parker Financial SMA portfolios. They work with the Parker Financial Services investment committee to provide oversight and governance on portfolio management recommendations, including but not limited to recommendations on asset allocation, investment selection and portfolio rebalancing.

The Parker Financial SMAs are available on the HUB24 Custodial Services Ltd (ABN 94 073 633 664 AFSL 239122) (HUB24) HUB24 Invest and HUB24 Super administrative platforms, and the Macquarie Investment Management Ltd (ABN 66 002 867 003 AFSL 237492) (MIML) Macquarie Wrap investor directed portfolio service (IDPS) and Macquarie Super & Pension administrative platforms. On the HUB24 platform, HUB24 is responsible for implementing the investment instructions of the portfolio manager, and on the Macquarie platform, it is MIML that is responsible for implementing the investment instructions of the portfolio manager.

Ironbark Asset Management (Fund Services) Limited (ABN 63 116 232 154 AFSL 298626) (Ironbark) is the responsible entity for The Parker Financial Investment Series. Ironbark issues the interests in, issues the PDS, and is responsible for the operation and management of the Parker Financial SMA portfolios available on the HUB24 platform.

An investment management fee is charged to cover the costs of operating the managed portfolio and managing your investment; a percentage-based fee deducted from your relevant HUB24 or Macquarie cash account and paid to the responsible entity, asset manager, custodian and administrator. Barnett Lilley & Associates do not receive any remuneration or additional fees for provision of the SMAs, or in relation to managing the investments in the SMAs on your behalf.

Joint Venture

Parker Wealth Management Pty Ltd will refer insurance services to MBS Parker Pty Ltd. MBS Parker Pty Ltd is a Corporate Authorised Representative of MBS Advice Licence Pty Ltd (ABN 25 654 854 136 AFSL 536983) providing personal and business risk insurance advice only. MBS Parker Pty Ltd is a jointly owned company with Parker Wealth Management Pty Ltd and MBS Advice Licence Pty Ltd.

Parker Wealth Management Pty Ltd refers clients to MBS Parker Pty Ltd to receive risk insurance advice. Although this relationship exists, each business (Parker Wealth Management Pty Ltd and MBS Parker Pty Ltd) is solely and separately responsible for the advice they each provide. In particular, MBS Parker Pty Ltd is operating under MBS Advice Licence Pty Ltd (ABN 25 654 854 136 AFSL 536983) is only responsible for the services provided by MBS Parker Pty Ltd. MBS Parker Pty Ltd is paid on a commission basis, refer to the MBS Parker Pty Ltd FSG for further details. Parker Wealth Management Pty Ltd and MBS Parker Pty Ltd have a profit share arrangement.

Referrals

You may be referred to an external specialist to receive further advice. We do not receive any referrals fees or commission for introducing you to the specialist. You are free to engage your own preferred professionals. Our authorised representatives and Parker Wealth Management Pty Ltd (Licensee) shall not be liable for the provision of any advice and services provided by a third party.

Making a complaint

We endeavour to provide you with the best advice and service at all times.

If you are not satisfied with our services then we encourage you to contact us. We accept complaints over the phone, in person, via email or letter or on our social media channels. The best option is to call us or put your complaint in writing to our office. We will endeavour to resolve your complaint in 5 business days.

If you still do not receive a satisfactory outcome or we do not respond to you within 30 days after you make the initial complaint, you have the right to complain to the Australian Financial Complaints Authority (AFCA) at the following address:

Australian Financial Complaints Authority (AFCA)

GPO Box 3, MELBOURNE VIC 3001

Website: www.afca.org.au | Email: info@afca.org.au | Phone: 1800 931 678

You may only contact AFCA once you have followed the above procedure.

Our Complaints Handling Procedure is available on request and at our website at:

<https://www.blapl.com.au/complaint-handling>.

Your Privacy

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and at our website at: <https://www.blapl.com.au/privacy-policy>.