

Grow with Marinis

From: Grow with Marinis
Sent: Monday, 1 July 2013 2:34 PM
To: Grow with Marinis
Subject: Our New Fee-for-Service Arrangements (PA)

Dear Friends

As from 1 July 2013, we will be increasing our client fees – this is the first time in more than three years we have had to make this difficult decision. In the meantime, CPI has increased by around 10 per cent in that period (and that means staff costs, compliance, utility costs and rent etc. have all increased by at least that and more!)

Of all the parts of my arrangements with my clients, fees are probably the aspect I, and you, like the least. However, if Marinis Financial Group (MFG) is going to continue to provide the advice and services we do, then we need to remain a financially strong business.

An important consideration in this process is the fact that MFG only charges for the work we actually do. In contrast, by charging a percentage of the client's invested balance, the vast majority of our competitors receive extra rewards for less work when the markets perform well, and / or as their clients invest more funds.

In addition to this approach, our policy has always been based on the non-acceptance of incentive payments from product providers, unless we have the ability to rebate these payments to our clients via reduced administration fees.

As we do not structure our flat fees so that they automatically increase by CPI each year, our new fees will only be introduced after we have met with you in person, and you have signed the new fee agreement. It has always been my fervent wish to remain completely transparent, open and honest on the matter of all fees paid by you, our valued clients. I feel it is an important part of making us *distinctly different*.

I invite you to discuss any concerns you may have with me at our next meeting. It may be that you are finding that your strategy is now locked-in, and that you no longer require the same high level of service. This may in-fact, reduce your costs.

Please do not forget that the arrangements I have negotiated with our product providers have meant that you pay a lot less in fees across the board than in the past. Also, you can be assured I will always vigilantly look for ways of reducing costs - therefore holding ALL your fees and charges to a minimum.

As always, I look forward to our next meeting but in the meantime, should you have any concerns about this matter, or any financial questions, please do not hesitate to call us.

Yours sincerely

Theo Marinis B.A, B.Ec, CPA, FPA®
Financial Strategist
Authorised Representative



GROW @ Marinis

Financial Strategies (SA) Pty Ltd | ABN 54 083 005 930
Trading as **Marinis Financial Group** | Australian Financial Services Licence No: 326403

P 08 8130 5130 | F 08 8331 9161 | E grow@marinigroup.com.au
A 67 Kensington Road, Norwood SA 5067 | W marinigroup.com.au

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Dear Friends

As from 1 July 2015, we will be increasing our client fees – this is the first time in more than three years we have had to make this difficult decision. In the meantime, CPI has increased by almost 10 per cent in that period (and that means staff costs, completion, utility costs and rent etc. have all increased by at least that amount).

Of all the parts of my arrangements with my clients, fees are probably the aspect I find you like the least. However, if Meritis Financial Group (MFG) is going to continue to provide the advice and services we do, then we need to remain financially afloat.

An important consideration in this process is the fact that MFG only charges for the work we actually do. In our last 12 months a percentage of the client's invested balance, the vast majority of our competitors receive extra payments for less work when the market performs well, and I or as their clients invest more funds.

In addition to this approach, our policy has always been based on the non-acceptance of incentive payments from product providers, unless we have the ability to make these payments to our clients via reduced administration fees.

As we do not structure our fee fees so that they automatically increase by CPI each year, our new fees will only be introduced after we have met with you in person, and you have signed the new fee agreement. It has always been my intent wish to remain completely transparent open and honest on the matter of all fees paid by you, our valued clients. I feel it is an important part of making us distinctly different.

I invite you to discuss any concerns you may have with me at our next meeting. It may be that you are finding that your strategy is now look-ahead and that you no longer require the same high level of service. This may in fact, reduce your costs.

Please do not forget that the arrangements I have negotiated with our product providers have meant that you pay a lot less in fees across the board than in the past. Also, you can be assured I will always vigilantly look for ways of reducing costs - therefore holding ALL your fees and charges to a minimum.

As always, I look forward to our next meeting but in the meantime, should you have any concerns about this matter, or any financial questions, please do not hesitate to call us.

Yours sincerely,

Treva Meritis B.A. B.Sc. CPA, FPA
Financial Statistician
Attached Representative

GROW @ Meritis

Financial Statistician (BA) (B.Sc.) CPA, FPA
Treva Meritis Financial Group - A Division of Financial Services Limited (125490)

P.O. Box 370 8100 - R. 02 805 03 00 - E. treva@meritisgroup.com.au
A 07 Kensington Road, Kensington, NSW 1505 - W. www.meritisgroup.com.au

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