



Pricing Schedule – May 2024

Reed Paraplanning provide advice documents through the use of Xplan, PlatformPlus and Midwinter. We utilise your Licensee approved templates in order to ensure compliance with your relevant Licensee policies and standards.

Our advice document services include:

- Discussion paper
- Record of Advice (ROA)
- Statement of Advice (SOA)

Discussion paper

A discussion paper can be prepared to provide your client with an understanding of strategic options available that may be suitable to assist in reaching their goals. A discussion paper will not include a recommendation to establish, change or cancel any specific financial product/s.

Your dedicated paraplanner will provide a quote for the discussion paper before commencing work, based on an hourly rate of \$125 per hour excluding GST. A minimum fee of \$250 excluding GST will apply in all circumstances.

Record of Advice (ROA)

A Record of Advice (ROA) can be provided based on the following:

- Your client has been provided with an SOA previously from you or another authorised representative from the same practice, and
- The subject matter of the advice and basis of the advice is the same as the previous SOA, and
- The client's personal circumstances have not significantly changed since providing the SOA.

Reed Paraplanning may request a copy of the previous SOA document for consistency purposes.

Your dedicated paraplanner will provide a quote for the ROA, based on an hourly rate of \$125 per hour excluding GST. As a guide, ROAs generally take between 2 – 3 hours to complete based on the complexity/length of your Licensee templates and policies.

A minimum fee of \$250 excluding GST will apply for a single client ROA and \$300 for a ROA for a couple.

Statement of Advice (SOA)

Our pricing schedule is based on the number of strategy types that are being recommended. Each strategy type is listed below, with sub-strategies listed on our website.

Depending on the number of sub-strategies in your SOA, entities in your SOA, or if your recommendations fall over multiple financial years, the price of the SOA may be increased to the subsequent strategy level.

Our pricing is inclusive of modelling projections, product replacement and basic estate planning strategies. Our pricing excludes GST.

Strategy Types

- Personal Insurance
- Business Insurance
- Superannuation (excluding TTR)
- Income Streams (TTR pension, ABP, Annuities etc)
- Investment
- Debt Management
- Social Security
- Cash flow and budgeting
- Self-Managed Superannuation Fund (SMSF)*
- Gearing*

Pricing (excluding GST)	Single	Couple
1 strategy	\$350	\$450
2 strategy	\$450	\$650
3 strategy	\$650	\$850
4 strategy	\$850	\$1,050
5+ strategy and/or complex^	\$1,050	\$1,250

Examples

Strategies recommended	Strategy Types	Price (Exc GST)
Client 1: <ul style="list-style-type: none"> • Consolidate 3 existing superannuation funds into a new superannuation fund. • Commence salary sacrifice arrangement. • Commence regular non-concessional contributions. 	Superannuation = 1 Strategy SOA for a single client	\$350
Client 1: <ul style="list-style-type: none"> • Rollover superannuation to new provider. • Replace existing Life and TPD inside super. • Replace existing Trauma and Income Protection held outside super. Client 2: <ul style="list-style-type: none"> • Rollover superannuation to new provider. • Commence salary sacrifice arrangement. • Replace existing Life and TPD inside super. • Implement new Income Protection and Trauma cover. 	Superannuation Insurance = 2 strategy SOA for a couple	\$650

<p>Client 1:</p> <ul style="list-style-type: none"> • Rollover superannuation funds and commence an account based pension. • Apply for Centrelink Age Pension. 	<p>Income Stream Social Security</p> <p>= 2 strategy SOA for a single client</p>	<p>\$450</p>
<p>Client 1:</p> <ul style="list-style-type: none"> • Rollover superannuation fund to new provider. • Commence a Transition to Retirement (TTR) income stream, including salary sacrifice contributions. <p>Client 2:</p> <ul style="list-style-type: none"> • Rollover superannuation to new provider. • Alter existing non-concessional contributions to personal deductible contributions. <p>Joint:</p> <ul style="list-style-type: none"> • Sell portion of existing share portfolio. • Commence a joint investment account with an initial lump sum investment. • Commence a regular savings plan. 	<p>Superannuation Income Stream Investment</p> <p>= 3 strategy SOA for a couple</p>	<p>\$850</p>
<p>Client 1:</p> <ul style="list-style-type: none"> • Consolidate superannuation to new provider. • Commence a Transition to Retirement (TTR) income stream, including salary sacrifice contributions. • Commence spouse splitting contributions. • Replace existing Life, TPD and Income Protection insurance. • Apply for new Trauma insurance. <p>Client 2:</p> <ul style="list-style-type: none"> • Rollover superannuation to new provider. • Alter existing non-concessional contributions to super. • Commence concessional contributions up to cap. • Replace existing Life and TPD inside super. • Cancel and replace Income Protection to alter ownership and adjust wait period and benefit period. <p>Joint:</p> <ul style="list-style-type: none"> • Commence a joint investment account with an initial lump sum investment. • Make a lump sum repayment to clear personal loan. • Vary existing home loan repayments (regular). • Consolidate existing investment loans (no product advice). 	<p>Superannuation Insurance Income Stream Investment Debt Management</p> <p>= 5 strategy SOA for a couple</p>	<p>\$1,250</p>

*All SMSF SOAs are priced on application and will be dependent on your Licensee requirements. For example, some Licensees require two SOAs to be produced, one for the members of the fund and one for the trustees of the fund. As a guide, most SMSF SOAs will either be priced between \$850 - \$1,250 due to the nature of the strategies involved.

*All Gearing SOAs are priced on application and will be dependent on the entity that will own the geared investment (for Licensee reasons stated above). As a guide, for a geared investment owned by joint investors, the SOA cost would likely be \$650, however this may be higher if the geared investment involves a SMSF.

Additional costs (excluding GST)

Additional platforms (in excess of 4 platforms per client)	\$62.50
Additional underlying investments (in excess of 16 underlying investments per client)	\$62.50
Additional insurance (in excess of 8 insurance policies combined)	\$62.50
Stand-alone modelling projections (e.g. additional scenarios outside of current/recommended projections, alternative scenario modelling)	\$125 per hour
Customisation of document (e.g. non-standard flow charts, any additional/customised sections such as strategy text not provided by your Licensee)	\$125 per hour
Cancellation fees	\$220 if work has already been commenced
Re-work fees	\$125 per hour

Express service

Subject to all appropriate information being provided, Reed Paraplanning can provide an express service of either 2 or 3 business day turnaround.

2 business day turnaround = 40% additional fee.

3 business day turnaround = 30% additional fee.

Please note this may not be available for SMSF, Company or Trust SOA requests.

Research

Product comparisons can be completed using your preferred software and Adviser logins. Please note Reed Paraplanning are able to complete product research for superannuation, pension or investment products only at this time.

Product comparisons will be quoted based on \$125 per hour, charged in 15 minute increments and will be quoted by your dedicated paraplanner before commencing work.