

Integrity Financial Planners Remuneration Schedule

The following terms are to apply from 15th August 2019.

Adviser Gross Earnings**	Dealer Fee	Details
All Advisers	\$9,000*	Fixed rate deducted at \$375.00 from each bi monthly payment
First \$120,000*	11.5%	Rate applies to all earnings during the financial year up to \$120,000
From \$120,000 to \$250,000*	6.5%	Rate applies to earnings during the financial year over \$120,000
From \$250,000 to \$500,000*	5.5%	Rate applies to earnings during the financial year over \$250,000
Over \$500,000*	Nil	Rate applies to earnings during the financial year over \$500,000

Where earnings are expected to exceed \$500,000* IFP and the representative may agree to replace the above Dealer Fees with a fixed Dealer Fee of \$45,000* per year, to be deducted in equal instalments from each bi monthly remuneration payment. Please see attached Licensee Fee Schedule.

The above Dealer Fees are charged to businesses on the basis that the business operates with a single individual representative who is authorised to provide financial product advice to clients.

IFP may apply an additional levy per year for each additional individual authorised representative who is an employee of the business and who is authorised to provide financial product advice to clients. The levy will be deducted in equal instalments from each bi monthly remuneration payment. This levy will be applied on an increasing scale for each additional individual authorised representative until 2021/22, as follows:

- \$5,000 for 2019/20
- \$6,000 in 2020/21
- \$7,000 in 2021/22

In addition IFP may deduct certain cost recovery levies as agreed from time. Currently these include (but are not limited to) recoveries for:

- PI Insurance
- Financial Planning Software
- Individual FPA membership
- Legal Costs
- Complaints Handling costs
- ASIC Industry Funding Levy
- Code Monitoring Body membership

** Adviser Gross Earnings is the amount received by IFP before the deduction of any Dealer Fees or other levies.

All fixed dollar fees and earnings thresholds quoted are inclusive of GST at 10%. Any change to GST rate will result in a review of these figures.