



Straight Money Talk

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

Date of issue 27 June 2020 - Version 11.0

The financial services offered in this Guide are provided by:

Robert Bauman Authorised Representative No. 231830

Straight Money Talk Pty Ltd ABN 31 150 461 822

191 Wynnum Road

Norman Park QLD 4170

Phone 1300 416 590 **Fax** (07) 3333 2413 **Email** info@straightmoneytalk.com.au

InterPrac Financial Planning Pty Ltd ABN 14 076 093 680

Australian Financial Services Licence Number: 246638

Level 8, 525 Flinders St Melbourne Vic 3000

Ph: (03) 9209 9777

About Your Adviser Profile

We understand how important financial advice is, and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by **Robert Leo Bauman (Robert Bauman)**, Authorised Representative No. **231830** of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage Robert to prepare financial advice for you.

Robert operates under **Straight Money Talk Pty Ltd** Corporate Authorised Representative No **406444**.

If you have not yet received a copy of our Financial Services Guide - Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About Straight Money Talk

Straight Money Talk is a small company with family values. Our philosophy is all about getting our clients to where they want to go by helping them chart a path to achieve their financial and life goals. We listen to our clients and help them realise their specific lifestyle needs and wants. No question is too hard and we'll always be there when they need help, especially at the big moments in life.

We'll tell you the truth about your money, but in a kind and thoughtful way. We try to be diligent and provide the best possible advice and share our knowledge to help you with practical support along the way to achieving your goals.

About Your Adviser

Robert grew up on the family farm in Tennessee. When he was a young boy his father suffered a complicated hip fracture in a farm accident when a tractor rolled back over him. It took 8 months for his father to recover, and his mother had to work in a sock factory for minimum wages just to feed the family. The resulting financial hardship left an indelible impression on Robert. Before coming to Australia in 1990 he spent five years in the US Military and was based in Germany and the US during this time. Robert came to Australia from the US for six months and has stayed for 30 years.

Robert's expertise is in wealth creation and retirement planning. With the right tools and knowledge, he helps you develop a plan for financial independence by setting up savings goals and he supports you in achieving them. With

a clear strategy and budget to create your retirement savings you will enjoy peace of mind and relief from the day-to-day stress of managing money. Robert helps you discover that you can dream BIG for whatever goals you have and he will be there at every step of the way.

As an experienced Financial Planner and Accountant, Robert knows that telling the truth about your money, whether you like it or not is key to getting you on the road to financial independence.

Robert's passion is to help you understand that no matter how much money you have or earn, you always have options. He teaches you that achieving financial independence is not a dream, it is actually based on common sense and requires conscious action and effort.

Robert has been a Financial Planner, Accountant and Business Advisor since 1990. He holds a Bachelor in Accounting from the University of Tennessee and a Master in Finance from Georgia State University. Now based in Norman Park, he specialises in helping builders and tradies develop their business. He has published two books about managing finances.

In 2010, Robert published his first book "5 Steps to Financial Independence", which is a practical working guide to help you navigate your way to financial independence and success.

Published in 2012, Robert's "Straight Money Talk – A Straightforward Plan for Financial Independence" reached bestseller status on Amazon in its category. To the point, easily understood and based on a simple system which anyone can follow if they commit to it, his strategies are focused on building and protecting REAL wealth, which can help people for generations to come.

Robert is a specialist at helping people get on the right financial path and working with them to set and achieve their financial goals. He is a realist and teaches practical strategies, not 'pie-in-the-sky pipe dreams'.

His wealth creation and protection system are simple, predictable, and based on old-fashioned values. In a world of 'spin selling' you'll be refreshed (perhaps even a little shocked) by his straightforward approach and you'll know instantly that he is sincere about helping you.

His business title is very apt and sums up Robert, being a "Straight Money Talk" guy whose primary objective is to help people to improve their finances and add value to their lives. Robert doesn't sugarcoat his advice. He tells you the truth about your financial situation even when it's hard to hear. And he's obsessed about exposing the 'get rich quick schemes' that do nothing more than steal your time and money.

As an Accountant and Financial Planner Robert has not only worked with over 67 different types of businesses, but also

with clients who are employees and retirees. During his career Robert has been both an employee and a business owner. He has also owned a number of non-accounting businesses including a motel and a restaurant. His vast experience in the work and business world allows him to understand exactly what challenges people face to make their money and get ahead financially, whether as an employee or an employer.

He likes his football, played Gridiron while living in the US, and now enjoys riding motorbikes (previously motocross). Robert also enjoys cooking, especially pancakes for his grandchildren.

Robert Bauman

Authorised Representative No. 231830

Robert operates under Straight Money Talk Pty Ltd
Corporate Authorised Representative No. 406444

Address: 191 Wynnum Road
Norman Park QLD 4170

Postal: PO Box 129, Coopers Plains, QLD 4108

Phone: 1300 416 590

Mobile: 0413 613 065

Fax: (07) 3333 2413

Email: info@straightmoneytalk.com.au

Web: www.straightmoneytalk.com.au

Financial Services Your Adviser Provides

The financial services and products which **Robert** can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Fees and Payments

Robert is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide **Robert's** advice fees are **\$300** per hour including GST.

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.