

The Optima Wealth Management Fee Schedule has been designed to directly align our interests with the interests of our clients. We are remunerated for the service we provide by a combination of fees and brokerage. The following is a guide to those charges. Normally you will have the option of deciding whether to pay for these services by fee, brokerage or a combination. In some instances this choice may not be available because of the type of service provided. You should ensure you have a clear understanding of your options.

The Consultative Client Management Process		Explanation
Strategic Stage	Discovery Meeting	<p>Strategic Stage</p> <p>In the Strategic Stage we will uncover those things that are most important to you, identify your goals and key aspirations and analyse the resources that are available to help you achieve those objectives.</p> <p>If we can deliver substantial value and we mutually agree we can work together, we will prepare a set of written recommendations in a Wealth Management Plan. This will provide all the action points and tactics to help achieve your key goals.</p> <p>Clear fees that encourage success</p> <p>We believe every client is different. Our Strategic Fee covers the Discovery Meeting, Scoping of your work, a full analysis of your circumstances, and the strategies and tactics to be used. This results in a Wealth Management Plan that in most cases considers your stated values and objectives, definitions of the appropriate level of risk for you, specific recommendations for business and investment structures, tax planning, debt, insurance, investments and superannuation investments, cash flow, your Estate Plan and an action and implementation plan.</p> <p>Our Strategic Fee is payable on presentation of the Wealth Management Plan and covers the strategic work to date as well as our Intellectual Property contained in the Plan.</p>
	Scoping Meeting	
	Wealth Management Presentation	
Establishment	Establishment Meeting	<p>Implementation</p> <p>After payment of our Strategic Fee the intellectual property contained in the Wealth Management Plan is yours. We anticipate that most clients will use our ongoing services and have found that most clients prefer to pay a separate fee for the implementation and ongoing service of their plan. This recognises that there is a separation between the intellectual property and analytic work that went into the construction of the written strategic recommendations, and the clerical and administrative functions of the implementation of the recommendations.</p>
	60-day Review Meeting	
The Discipline Stage	Regular Review Meetings	<p>In Subsequent Years</p> <p>We believe that to work most effectively with you your interests and our interests must be aligned, so we charge a fee to administer your affairs on an annual basis. Rather than being rewarded for transacting on your behalf, we rebate all entry fees on investments to give you confidence that the recommendations we make are not influenced by any potential commissions we might receive.</p> <p>We have found clients prefer to know approximately what our service will cost in advance, and also to know that they won't be charged purely on a time basis. This overcomes some client's reluctance to call us as they feel it may increase their fees.</p> <p>We also find that clients understand that larger portfolios are more complex and difficult to administer than smaller portfolios, and this is reflected in the fees we charge. Our implementation and ongoing fees are therefore based on the size of your overall investment portfolio and are on a graduated scale.</p>
	Regular Review Meetings	

Relationship : providing confidence + **Creativity** : providing capability + **Leadership** : providing direction = **Value**



FEE SCHEDULE

Optima Wealth Management

November 2007

Scale of Implementation and Ongoing Review Fees

Our Implementation and Ongoing Review Fees will be a fixed dollar amount determined in accordance with the following scale. Fees will be reviewed annually:

Up to	\$1,000,000	1.0%	plus GST
Next	\$1,000,000	0.85%	plus GST
Greater than	\$2,000,000	0.5%	plus GST

A full disclosure of all the fees and any brokerage is provided in writing to all clients in their Strategic Wealth Management Plans and is generally tax deductible. You should check this with your Accountant. Please note that this scale of fees applies to all the assets which we have considered in your Strategic Wealth Management Plan, and includes such assets as managed funds, direct equities and investment properties. Any Platform and Fund Manager fees and Share brokerage are in addition to the fees payable to Optima Wealth Management and will be minimised where possible.

Taxation Treatment of Fees

The Strategic fee is payable on presentation of the Wealth Management Plan and the Implementation Fee on implementation of the recommendations. The Ongoing Review Fee will be invoiced to you. Our fees are structured to provide you with the opportunity to claim a tax deduction for the fee. Depending on your other income this will reduce the effect of a 1.1% charge to as little as 0.5885%. Commissions or the fees associated with payment of commissions are not generally tax deductible as they are treated as a capital expense, so the benefit to you of being invoiced is that you are able to gain a tax deduction for that expense. The bulk of the Wealth Management Plan Fee should also be tax deductible to you. Check with your accountant.

Summary

We believe the most important factor in this fee and advice structure is that our interests are directly aligned with yours. We strongly believe that in order to work best with you to achieve your objectives we need to be sure that your interests and our interests are closely aligned. By this we mean that we seek to add value and assist you to achieve your objectives, while investing consistent with your individual risk profile. You can take confidence that our advice is aimed at enhancing your overall financial position and achieving your objectives, rather than remunerating us by commissions for transactions. We operate on a fee for service basis and rebate any entry fees on investment products. We believe this should give you confidence that the recommendations we make are not influenced by any potential remuneration or commission we might receive. Additionally, we do not accept any benefits or incentives from any fund managers for business placed with them. There may be some situations where we do receive brokerage on certain types of investment products that are paid from the fees that would otherwise be payable to the investment manager. Importantly, such brokerage received does not reduce your investment capital. We will only use such investments where we believe they are in accordance with the objectives of your portfolio.

“We help our clients achieve their financial objectives
by *making smart decisions*”