## THE FINANCIAL ADVICE PROCESS (STEPS)

Antipodean Advisory has developed a <u>six-step advice process</u> to provide efficient, compliant quality advice for the benefit of our clients.



## Advice **Optional Ongoing Client Engagement** Research and Analysis Advice formulation **Data Collection** communications and advice and service **Implementation** Relevant personal, Arrange and prepare Analyse all relevant Conduct relevant Present advice, explain Agreement to provide financial and business appointment information relating to analysis, research and in plain language. ongoing service details client's golas and Respond to advice modelling Meet with client and Produce reports queries Obtain objectives and Identify and assess establish a relationship regarding performance goals of client Assess the client's risk available strategy Trust Deed with Solicitor Explain the role of profile •Risk profile of the client Adviser and service Investment Strategy offered Consider if specialist Formulate advice with Financial Planner Third party authority advice is required document (SoA) Provide the following Seek agreement to Collect and/or complete •Refer to external proceed the following professionals •FSG Agree on ongoing Use the following in service arrangements (if •CIO Advisor Profile your research required) •File Notes considerations: Privacy Policy •Complete, check and Super Statements Calculators lodge paperwork Confirm implementation •Super Statements

Every client is different, with different circumstances, needs and goals. Our comprehensive advice process covers the first appointment all the way through to the implementation of our client's financial plan.