



PINNACLE
SECURITIES

**LICENSING &
ADVISOR SERVICES**

Pinnacle Securities Ltd

ACN 608 667 778 | AFSL: 485760

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OUR PROPOSAL

Pinnacle Securities offers a solution for financial advisors and financial services businesses to outsource their ongoing licensing requirements. The solution allows for advisors to focus on growing their business and servicing their clients, while Pinnacle Securities assumes the licensing burden on their behalf.

Becoming a representative on the Pinnacle Securities Australian Financial Service Licence (AFSL) affords the prospective representative an agnostic solution where they are free to choose the service providers of their choice and utilise a breadth of products in order to tailor the best fit solution for their clients without being forced to push 'house' products.

Our service affords advisors the ability to take control of their business and their revenues, as opposed to paying away up to 50% to a broker group or advisor group for support and ancillary services of questionable value.

COMMERCIAL TERMS

- » All business revenue such as brokerage, management fees, trails, handling fees, placement fees, corporate advisory fees, financial plan fees, SOA's are paid directly to Mejority as the AFSL licensee.
- » Mejority do all the accounting for the aforementioned revenue, removing a layer of administration from your business.
- » Mejority rebates monthly to the representative via RCTI and direct credit into your nominated bank account.
- » A competitive fee structure representing a flat 10% of revenue generated.
- » Fees are reviewed annual.
- » Minimum term 12 months (greater terms are available).



LICENCE (AFSL) SCOPE

- | | |
|--|---|
| » Retail and wholesale clients | » Insurance and Risk products |
| » Dealing and advising in Securities and Derivatives | » Fixed Interest and Bonds |
| » Deposit products | » Managed Investment schemes including IDPS |
| » Margin Lending | » Offshore Equities and Fund Structures |

KEY FEATURES

- » Nil set-up fees
- » No bond requirement
- » Less product restrictions than normal broker arrangements
- » Freedom to choose service providers (Brokers, CMA, insurers etc...)
- » Client ownership remains with the advisor
- » Professional Indemnity insurance is covered by Mejority
- » Low compliance burden
- » Legal documentation such as the FSG are provided by Mejority
- » Branded solutions available
- » Access to competitive brokerage rates through our network of ASX participant partners
- » Access to a wider distribution network for corporate deals and flow
- » Access to prime broking facilities
- » Dedicated team available to assist with a seamless migration from current



NEXT STEPS

- 1 Provide a draft Corporate Authorised Representative Agreement for review.
- 2 Complete the on-boarding due diligence questionnaire.
- 3 Engage with existing providers to ensure a seamless transition to Mejority.

For further information please contact Neil Sheather, Dale Klynhout, Warren Goward or Damion Ryan.

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