

Advice Process & Indicated Pricing By Oke Financial Services

Order	Item	Time (minutes)	Cost (\$) GST inclusive (Start from)	Who does it
1	Initial Meeting	60	Free	Adviser
2	Fact Find 1. Personal data collection form & ID Check 2. Assets & liabilities details 3. Existing cashflow positions 4. Insurance needs analyse & calculations 5. Superannuation needs analyse 6. Retirement funding needs 7. Centrelink & pension details 8. Estate planning questionnaire 9. Investment & risk profile	90	247.5	Adviser & Admin Staff
3	Strategy & Product Research 1. Cashflow projections 2. Insurance comparison, quotations & funding arrangement 3. Superannuation projections, product comparisons 4. Retirement funding options & modelling 5. Estate planning considerations 6. Fund manager research, style of investing & selections	180	330	Adviser & Para-planner
4	Prepare the Statement of Advice (SoA) documents	330	440	Para-planner & Adviser
5	Plan Presentation	90	247.5	Adviser
6	Plan Implementation & Applications 1. Insurance applications 2. Super applications 3. Investment strategy 4. Underwriting requirements 5. Rollovers 6. Super choice 7. CML	240	275	Para-planner & Admin Staff
7	Follow up & audit	60	82.5	Admin Staff & Para-planner
8	Folders, USB & Handling cost	30	27.5	Admin Staff
Total	For one Person	1080	1,650	
	For a Couple	2000	2,750	