

## FINANCIAL SERVICES GUIDE (FSG)

Experien General Insurance Services Pty Ltd  
trading as Experien Insurance Services

Australian Financial Services Licence No: 430190  
ABN: 77 151 269 279

Level 21, Chifley Tower, 2 Chifley Square Sydney NSW 2000  
GPO Box 2539 Sydney NSW 2001

P: 1300 850 137  
F: 1300 883 103  
[www.experien.com.au](http://www.experien.com.au)

This FSG applies from 4 January 2017

### THE PURPOSE OF THIS GUIDE

This FSG is designed to assist you in deciding whether to use any of our services and contains important information about:

- The services we offer you
- How we and our associates are paid
- Any potential conflicts of interest we may have
- What to do in the event of a complaint

### RESPONSIBILITY FOR SERVICES PROVIDED

We hold an Australian Financial Services Licence and are authorised to advise and deal in the full spectrum of general insurance products.

We are responsible for the financial services provided to you, or through you to your family members, including the distribution of this FSG.

We are required to meet high standards for staff training, organisational competence, management expertise, financial control, and compliance disciplines.

### WHO DO WE ACT FOR

We usually act on your behalf and in your interests in all matters. Sometimes, it may be more appropriate for us to access insurance or manage claims where we act as an agent of the insurer. If and when this situation arises we will explain and highlight this to you.

### OUR SERVICES

We offer a range of services to assist you to protect your assets and guard against unexpected liabilities including:

- Reviewing and advising on your insurance needs
- Identifying risk factors to avoid claims
- Seeking competitive premium quotations

### HOW TO CONTACT US

You are able to contact us by phone, in writing, by fax, email or in person.

### OUR PRODUCTS

We can advise and arrange a broad range of insurances on your behalf but we specialise in the business insurance needs of doctors, dentists and other allied health professionals.

### RETAIL CLIENTS

Under the Corporations Act 2001 (The Act) Retail Clients are provided with additional protection from other clients. The Act defines Retail Clients as:

Individuals or a manufacturing business employing less than 100 people or any other business employing less than 20 people and that are purchasing the following types of insurance covers:

Motor vehicle, home building, contents, personal and domestic, sickness/accident/travel, consumer credit, individual medical indemnity Insurance, and other classes as prescribed by regulations.

Some of the information in this FSG only applies to Retail Clients and it is important that you understand if you are covered by the additional protection provided.

### RETAIL CLIENT ISSUES

Typically we only provide General Advice to our Retail Clients. General Advice does not take into account your particular needs and requirements and you should consider the appropriateness of this advice to your circumstances prior to acting upon it. We will provide you with a General Advice Warning in such cases.

If you are a new Retail Client and obtain Personal Advice, that is, advice that takes into account your particular circumstances, we will give you a Statement of Advice (SOA), that sets out the advice provided and the basis on which the advice is made and our remuneration should you purchase the product.

When you ask us to recommend an insurance policy for you, we will usually only consider the policies offered by the insurers or insurance providers that we deal with regularly. In giving you advice about the costs and terms of recommended policies we have not compared those policies to other policies available, other than from those insurers we deal with regularly.

If we recommend the purchase of a particular financial product, we will also give you a Product Disclosure Statement at that time, which sets out details specific to that product and the key benefits and risks in purchasing the product.

### WHAT WE EXPECT FROM YOU

To enable us to provide the right advice we need you to provide us with complete information about the risk(s) that you face and those that you want to be insured for. You should also tell us about any relevant changes as they occur so that we can review your insurance needs accordingly.

### PERSONAL INFORMATION

We only use your personal information for the purpose for which it was provided to us, related purposes and as permitted by law. Such purposes include providing you with marketing information regarding other products and services (of ours or of a third party) which we believe may be of interest to you.

### COMPLAINTS

Clients not satisfied with our services should contact our Complaints Officer. We are members of the Financial Ombudsman Service (FOS), a free consumer service. Further information is available from our office, or contact FOS directly on 1800 367 287 or visit [www.fos.org.au](http://www.fos.org.au).

## COMPENSATION

We hold a Professional Indemnity Policy. This policy is designed to pay claims by Third Parties (including our clients) arising out of our Professional Negligence. The policy extends to covers us for work done for us by representatives/employees after they cease to work for us and satisfies the requirements for compensation arrangements under Section 9128 of The Act.

## CONTACT AGREEMENT

To ensure that we provide you with appropriate products and services, you agree to us calling you to discuss any new products and services.

If you do not wish to receive such calls please advise us and we will place you on our Do Not Call Register.

You agree that we may provide you with our advice and invoices by email. We will provide our FSG, Privacy Statement and any Product Disclosure Documents by email or as an Internet link for you to access online.

## OUR SOURCES OF INCOME

When placing your insurance we usually receive a commission from the insurer. The amount varies between 0% and 25% of the base premium you pay. Where a policy is cancelled before the period of insurance has ended we will usually retain the commission on any return premium involved.

If you are a Retail Client and we give you Personal Advice, commission amounts will be provided in any SOA or (where an SOA is not required to be provided) included on any relevant invoices. When we give you General Advice, full commission information (including dollar amounts) will be provided on request.

We have a set of standard non-refundable Broker Fees that we charge you for services such as:

- Market research on products available.
- Assessing the claims paying ability of insurers.
- Sourcing alternative quotations and coverage.
- Risk analysis and portfolio co-ordination.

All fees payable for our services will be advised to you at the time of providing the advice or service.

We may receive additional remuneration from Insurers with whom we have profit share or volume bonus arrangements. This remuneration is payable if we meet certain agreed sales and/or profitability targets set by the insurer. If we have profit share arrangements with an insurer that apply to a product we recommend to you, we will advise you of this at the time of making any such recommendation if the amount involved is material.

We retain the interest on premiums paid by you that are held in our trust account before paying the insurer.

If you pay by credit card we may charge you a credit card fee, which is disclosed and shown separately on our invoices, they are non-refundable. This fee covers the cost of bank charges etc. associated with such facilities.

Premium funding products enable you to pay your premiums by instalments. Premium funders do charge interest. We can arrange premium funding if you require it. We may receive a commission based on a percentage of the premium from the premium Funder for doing so. We will tell you the basis and amount of any such payment if you ask us.

## HOW OUR REPRESENTATIVES ARE PAID

Our representatives receive a fixed salary and a maximum of 27.5% of the commission and any broker fee that we earn on each policy. They may also receive bonuses payable based on the overall performance of our business.

If a person or business has referred you to us, we may pay them a part of any fees or commission received, or in some cases a pre-agreed flat amount.

Employees of BOQ Specialists Limited that refer business to us receive a referral fee, generally not exceeding \$50 per policy, payable in the form of a gift voucher.

If you are a Retail Client and receive Personal Advice full remuneration details will be disclosed in the SOA or invoices related to the advice.

## CONFLICTS OF INTEREST

As a business we have relationships with and receive income from various third parties as detailed in this FSG. For Retail Clients receiving Personal Advice, details of relationships that impact the advice will be included in any SOA or invoice documentation we send you. All material conflicts that impact our advice, that are not mentioned in this FSG, will be advised to you on the invoices related to that advice.

Some shareholders of Experien General Insurance Services Pty Ltd (EGIS) are also shareholders in Tego Insurance Pty Ltd (Tego) and may receive dividends from Tego. Tego is an underwriting agency which provides insurance products to insurance brokers within Australia. Where appropriate for our client's needs, EGIS may recommend products from Tego. If we provide Personal Advice and recommend an insurance product from Tego we will also disclose this in the SOA or invoice.

## LIFE INSURANCE SERVICES

Life Insurance services are provided by our associated company. Please refer to the separate FSG in relation to these services.

## STEADFAST

Experien General Insurance Services Pty Ltd is a Steadfast Group Limited (Steadfast) Network Broker. Steadfast has exclusive arrangements with some insurers and premium funders (Partners) under which Steadfast will receive between 0.5 – 1.5% commission for each product arranged by us with those Partners. Steadfast is also a shareholder of some Partners.

We may receive a proportion of that commission from Steadfast at the end of each financial year (or other agreed period).

As a Steadfast Network Broker we have access to member services including model operating and compliance tools, procedures, manuals and training, legal, technical, banking and recruitment advice and assistance, group insurance arrangements, product comparison and placement support, claims support and group purchasing arrangements. These member services are either funded by Steadfast, subsidised by Steadfast or available exclusively to Steadfast Network Brokers for a fee.

You can obtain a copy of Steadfast's FSG at [www.steadfast.com.au](http://www.steadfast.com.au)

# Payment Option Instructions

## Experien General Insurance Services Pty Ltd



### INTERNET

Pay over the Internet from your credit card at [www.deft.com.au](http://www.deft.com.au)

Experien General Insurance Services Pty Ltd accepts, MasterCard, Visa, American Express & Diners Club Cards.

Payments by credit card will attract a surcharge of 1.5% for MasterCard and Visa, 3.3% for American Express and 3.773% for Diners Club.



### TELEPHONE

Pay by phone from your credit card. Call 1300 781 145 to make a payment.

Experien General Insurance Services Pty Ltd accepts, MasterCard, Visa, American Express & Diners Club Cards.

The phone payment line is a 24-hour service. Calls are charged at the cost of a local call (mobiles extra).



### BPAY

Contact your participating bank, credit union or building society to make payment directly from your cheque or savings account. You will be required to enter the Biller Code and BPAY reference number as detailed on the front of your invoice.



### IN PERSON

Pay in person at any post office by cash, cheque or EFTPOS.

Please make cheques payable to "DEFT Payment Systems for Experien General Insurance Services Pty Ltd"



### MAIL

Detach payment slip and mail with payment to: DEFT Payment Systems GPO Box 5063 SYDNEY NSW 2001

Please make cheques payable to Experien General Insurance Services Pty Ltd. Receipts will not be issued for mailed payments.



### BANK

DEFT is a service of Macquarie Bank