

John Hopkins Financial Services

We have made a conscious decision at the John Hopkins Group not to charge consultation fees until we've discussed your long term Financial Strategy in detail.

We then give you two payment options:

- 1. Implementation Fee:** we charge you a fixed fee only if you decide to put our recommendations into practice.
- 2. Fee for Service:** you pay an hourly or annual fee depending on the work involved by our advisers and support staff.

Fee for Service Charges - 2012

Our fees are based on the time required by the individuals assigned to the engagement plus direct out-of-pocket expenses. These rates are reviewed annually.

Role	Hourly Rate
Director	\$400.00
Senior Authorised Representative	\$330.00
Authorised Representative	\$245.00
Senior Paraplanner	\$160.00
Paraplanner	\$140.00
Senior Administration Officer	\$120.00
Administration Officer	\$100.00

All charges include GST

Fees incurred will vary according to the complexity of the assignment undertaken. We therefore, recommend you request an obligation free estimate before any work is carried out, so you are fully informed and understand the costs involved.

For more information, or to arrange a complimentary, obligation-free appointment with one of our Financial Advisers, please contact our Client Liaison Officer on **1300 726 082**.