



# GTB Wealth Advisors Pty Limited

## Financial Services Guide

**Version number:** 24.02  
**ABN:** 20 668 318 376  
**Authorised Representative No:** 1305777

### PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited (Count) Financial Services Guide (FSG) 01 March 2024 and should be read in conjunction with Part One of our FSG dated 01 March 2024. Together these documents form the complete FSG.

GTB Wealth Advisors Pty Limited is an Authorised Representative of Count Financial Limited (Count).

The individual(s) listed in this FSG are authorised by Count to provide personal advice through G&R Wealth Advisors Pty Limited.

#### Our contact details:

**Address:** Level One, 58-60 Hunter Street, Newcastle NSW 2300  
**Phone:** (02) 4943 4876  
**Email:** [support@hunterfinancial.com.au](mailto:support@hunterfinancial.com.au)  
**Website:** [www.hunterfinancial.com.au](http://www.hunterfinancial.com.au)

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#### Philip Toby Smith

#### Authorised Representative Number: 000252870

Philip is an Authorised Representative of Count and director of GTB Wealth Advisors Pty Limited. He is also an owner and director of Hunter Financial Pty Ltd and Hunter Financial Pty Ltd is an owner of GTB Wealth Advisors Pty Limited. He receives a salary and dividends from Hunter Financial Pty Ltd. Philip has over 20 years of experience in the provision of financial planning advice. Philip has attained a Self-Managed Superannuation Fund qualification through Kaplan in 2015, Margin Lending and Geared Investments qualification through Kaplan in 2011, Listed Securities (Portfolios > \$300,000) through Kaplan in 2021, Diploma of Financial Services (Financial Planning) through Kaplan in 2004 and a Bachelor of Commerce from The University of Newcastle in 2002. Philip is a member of the Financial Advice Association Australia (FAAA).

#### Financial services and product types - Philip is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin lending
- Superannuation.

**How to contact me:** [psmith@hunterfinancial.com.au](mailto:psmith@hunterfinancial.com.au) or (02) 4943 4876

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**David Andrew Murphy****Authorised Representative Number: 001271696**

David is an Authorised Representative of Count and an employee of Hunter Financial Pty Ltd and receives a salary from Hunter Financial Pty Ltd. David has over 18 years of experience in the provision of financial advice. David attained Diploma of Financial Planning in 2001 through Deakin University and through International Institute of Technology in 2015, a Bachelor of Economics from Newcastle University in 1987 and attained SMSF accreditation through Kaplan Professional in 2021. David is a member of the Financial Advice Association Australia (FAAA).

**Financial services and product types – David is authorised to provide advice in the following areas:**

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Superannuation.

**How to contact me:** [david@hunterfinancial.com.au](mailto:david@hunterfinancial.com.au) or (02) 4943 4876

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**Andrew Anthony Larkin****Authorised Representative Number: 001234876**

Andrew is an Authorised Representative of Count, an employee of Hunter Financial Pty Ltd and receives a salary from Hunter Financial Pty Ltd. Andrew has over 10 years of experience in the provision of financial advice. Andrew completed a Bachelor of Commerce majoring in Finance in 2013, an Advanced Diploma of Financial Planning in 2014 and is currently completing his Post-Graduate Diploma of Financial Planning. Andrew is a member of the Financial Advice Association Australia (FAAA).

**Financial services and product types – Andrew is authorised to provide advice in the following areas:**

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Superannuation.

**How to contact me:** [andrew@hunterfinancial.com.au](mailto:andrew@hunterfinancial.com.au) or (02) 4943 4876

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**Shane O'Brien****Authorised Representative Number: 1304450**

Shane is an Authorised Representative of Count, an employee of Hunter Financial Pty Ltd and receives a salary from Hunter Financial Pty Ltd. Shane has over 5 years of experience in the financial planning industry. Shane completed a Bachelor of Commerce with Distinction through the University of Newcastle in 2017 and a Graduate Diploma of Financial Planning through Kaplan in 2023. Shane is also accredited to provide Aged Care advice. Shane is a member of the Financial Advice Association Australia (FAAA).

**Financial services and product types – Shane is authorised to provide advice in the following areas:**

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts

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- Securities
  - Superannuation

**How to contact me:** [shane@hunterfinancial.com.au](mailto:shane@hunterfinancial.com.au) or (02) 4943 4876

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### **Advice preparation and implementation fees**

Prior to the provision of personal advice, we will agree upon a preferred payment option and disclose how our fee is calculated. Below is a summary of our available payment options that can be combined to pay for our services. We will provide you with a quote for our services before we undertake any work on your behalf.

These fee options include:

#### **Service based charging**

The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

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### **Referral arrangements**

If you were referred to me or GTB Wealth Advisors Pty Limited by a professional firm such as an accountant, solicitor or mortgage broker, we do not pay the person who referred you any fee of the remuneration we earn for the services provided to you.

I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested. If you wish to consult a non-referral partner, I can provide additional options.

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### **Other associations and relationships**

GTB Wealth Advisors Pty Limited, Hunter Financial Planning and Hunter Financial Lending are separate entities. Referrals may pass between these two entities. Whilst there is no direct payment received by either party, there may be a potential financial benefit received by the owners of either business as a result of fees charged for services provided to the referred party.

Gauld Tulloch Bove Pty Ltd and Hunter Financial Pty Ltd are each 50% shareholders in GTB Wealth Advisors Pty Limited which receives the fees paid by you for the financial services provided by your Adviser. Each of the shares in the profits of that entity in proportion to their shareholding

Philip Smith is a majority owner and director of Hunter Financial Lending Pty Ltd trading as Hunter Financial Lending.

Philip Smith is a majority owner and director of Hunter Financial Pty Ltd trading as Hunter Financial Planning.

Philip Smith is a director of Ambulance Provident Fund Ltd.

Philip Smith is a director of We Care Connect.

SiDCOR Wealth Advisors Pty Limited is jointly owned by Hunter Financial Pty Ltd and SIDCOR Chartered Accountants. Philip Smith is a director of this entity.

Lift Wealth Pty Ltd is jointly owned by Hunter Financial Pty Ltd and LHALL FAMILY PTY LTD. Philip Smith is a director of this entity.

Bishop Collins Wealth Solutions Pty Ltd is jointly owned by Hunter Financial Pty Ltd and Bishop Collins Chartered Accountants. Philip Smith is a director of this entity.

G&R Wealth Advisors Pty Ltd is jointly owned by Hunter Financial Pty Ltd and Gambles Financial Planners Pty Ltd Philip Smith is a director of this entity.

GTB Wealth Advisors Pty Ltd is jointly owned by Hunter Financial Pty Ltd and Gauld Tulloch Bove Pty Ltd. Philip Smith is a director of this entity.

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While referrals may pass between these entities, no referral fees are paid in respect of such referrals, however, benefits in the form of dividends may be paid to owners as a result of ordinary revenue received as a result of providing services.

Philip Smith or Hunter Financial Pty Ltd may own and may be entitled to acquire further shares in Count Limited.

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**Other third-party  
payments we may  
receive**

We may also receive the following fees, which are not payable by you.

**Stamping Fees**

Where we facilitate Share Placements and Initial Public Offers in relation to ASX-listed Direct Equities (i.e. Shares - this excludes Listed Investment Companies and Trusts), we may receive up to 1.5% of the transaction value as "stamping fees".

**Insurance Commissions**

Where we facilitate the acquisition, or modification of a Life Insurance product, we may receive commissions as described in Part 1 of this FSG.

Where we provide advice in relation to the above transactions and charge an advice fee, we may choose to rebate part or all of the third-party payment, to you.

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