

Matthew Hanratty

This adviser profile forms an essential part of the Financial Service Guide (FSG). The FSG is not complete without it.

Introducing your financial adviser

Matthew Hanratty is an Authorised Representative of Millennium3 Financial Services Pty Ltd AFSL 244252. Matt is a director of MJ Financial Planning Pty Ltd which is a Corporate Authorised Representative of Millennium3 Financial Services Pty Ltd.

Authorised Representative Number: 1003452
Corporate Authorised Representative Number: 1262034
Adviser profile issue date: 11 December 2023

About Matt

Since starting his career in 2006, Matt has developed a passion for assisting his clients to reach their financial goals and objectives. With his strong knowledge of Australia's financial systems, he can explain complex concepts in simple easy to understand language and ensures comprehensive advice is provided and implemented for each client's unique and personal circumstances. Matt builds strong ongoing partnerships with his clients and is there to help with the changes and challenges which life often presents.

Matt is the Practice Principal at MJ Financial Planning, which he created to help clients achieve their goals and protect their futures. Matt gains immense satisfaction from seeing his clients achieve their goals and this is the driving force of his financial planning career.

Matt's focus is providing quality advice in areas relating to wealth creation, superannuation and retirement strategies and personal insurance.

Qualifications and memberships

- Member of the Financial Advice Association Australia (FAAA)
- Member of the Asia Pacific Financial Services Association
- Advanced Diploma in Financial Planning
- Fellow Chartered Financial Practitioner (FChFP)
- Graduate Diploma of Financial Advice

Financial products and services

I am authorised to provide you with general and personal financial advice on the following class and types of products.

- Life insurance products
- Superannuation
- Deposit products
- Pensions and annuities
- Retirement savings accounts
- Managed investment funds
- Investment bonds
- A range of approved ASX listed investments managed under a model portfolio

Services offered

- Personal Insurance
- Superannuation
- Budget and cashflow management
- Debt management
- Investments
- Retirement planning
- Centrelink/DVA
- Estate planning
- Self-managed superannuation fund

How I am paid

As the licensee, Millennium3 collects all advice fees and commissions. Millennium3 then pays the fees and commissions to my Practice as detailed in the FSG under the heading 'How we are paid'. My Practice pays me out of these fees and commissions based on a number of factors such as:

- **Salary** – based on my experience and qualifications.
- **Bonus** – I may be eligible to receive a bonus, based on a combination of revenue and meeting pre-determined annual performance-based criteria.
- **Profits** – I may be eligible to receive a percentage of profits from the Practice.
- **Commissions** – as outlined in the FSG under 'How we are paid', the Practice may receive commissions from a product provider when implementing certain product/s for you.

Client fee and payment options

Before providing advice, we will agree the fees and payment options with you. The fee you pay will depend on the complexity of your circumstances and the services you require. Your options to pay for our services can include fee for service, commission, or a combination of both.

Fee for service: Fee for service is based on the service we provide. This fee can be determined by:

- An hourly rate.
- A fixed dollar amount.
- A percentage of funds invested (excluding borrowed funds).
- A combination of these methods.

We can invoice you directly for our fee for service.

Alternatively, some products allow an adviser service fee to be deducted from the balance of your investment.

Commissions: Some product providers pay commissions to Millennium3. The amount of commissions received will depend upon the type of product and the premium paid.

Important relationships

In addition to the arrangements already disclosed in the FSG under 'Important relationships and other payments', MJ Financial Planning also has the following arrangements:

Referrals from a third party

We have arrangements in place to pay a referral fee, commission, or other benefit to certain third parties when they refer new clients to us. Our current arrangements for referrals from a third party are set out in the table below and specific details of any benefit we provide in relation to our advice to you will be included in the advice documentation we provide to you.

Table - Details of arrangements for referrals from a third party:

Name of referral partner	DJ Grigg Financial Pty Ltd
Payment we provide	20 % of the Initial fee charged
Example	DJ Grigg send Mr Smith to me for advice I charge Mr Smith an upfront fee of \$3,000 for this advice I pay DJ Grigg \$600 for this referral.

Referrals to a third party

At present we do not have any referral arrangement in place to provide referrals to third parties in return for payment or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

Privacy Notification

Your personal information will be handled in accordance with our privacy policy, which is located on our website. We will generally collect personal information directly from you. We may collect personal information about you from a third party if we believe you have authorised that third party to provide the information to us.

The main reason we collect, use and/or disclose your personal information, is to provide you with the services that you request. In addition, as a financial service provider, we are obligated to verify your identity and the source of any funds.

We provide financial services under the Australian Financial Services License of Millennium3 Financial Services Pty Ltd. Millennium3 Financial Services Pty Ltd monitors our compliance with the law and provides us with a range of support services, including the financial planning software we use. As a consequence Millennium3 Financial Services Pty Ltd has access to your personal information and may use that information to facilitate the provision of financial services to you and to ensure we are complying with our obligations.

We may also disclose your information to external parties such as your accountant, banks, insurers, and product providers.

In order to keep our costs competitive, our Practice uses specialist business support resources that are located in the following country/countries: Vietnam, Malaysia & Phillipines.

The organisation/s we have contracted to support our business have confirmed to us they will adhere to the Australian Privacy Principles when dealing with your personal information. They will not contact you or share your information with any other party unless they have your express approval.

Please refer to our Privacy Policy for more information about how we will handle your personal information, including how to access or correct your personal information and how to make a privacy related complaint.

My contact details

A: 17 Breed Street,
TRARALGON VIC 3844
P: 0448 809 373
E: matt@mjfinancialplanning.com.au