

Trust Financial Needs Analyser

To have a complete Statement of Advice (SoA) provided for you, you need to provide full details of your financial position to your adviser. This Financial Needs Analyser (FNA) is to be used where you are seeking investment advice for a trust only. If you do not wish to provide full financial details relating to the trust you should strike out any unanswered sections of this form. The client acknowledgement to be signed on page 4 explains the possible consequences of providing incomplete or inaccurate information. Page 4 also explains information about the collection, use of, and access to your personal information.

Date: _____ Financial Adviser: _____ Accountant: _____

Trust Details

Full Name of Trust: _____

Discretionary (family) trust Fixed or unit trust

Testamentary trust Hybrid / combination trust

Trustee Details

Does the trust have a corporate trustee? Yes No If yes, what is the full name? _____

Does the trust have an appointor? Yes No If yes, what is the full name? _____

Name of the trust's settlor: _____

Trustee 1 Name: _____ Also a beneficiary? Yes No DOB/...../.....

Trustee 2 Name: _____ Also a beneficiary? Yes No DOB/...../.....

Trustee 3 Name: _____ Also a beneficiary? Yes No DOB/...../.....

Trustee 4 Name: _____ Also a beneficiary? Yes No DOB/...../.....

Beneficiary Details

Beneficiary 1 Name: _____ DOB/...../.....

Beneficiary 2 Name: _____ DOB/...../.....

Beneficiary 3 Name: _____ DOB/...../.....

Beneficiary 4 Name: _____ DOB/...../.....

Beneficiary 5 Name: _____ DOB/...../.....

Administrator's Contact Details

Contact Name: _____ Telephone: (H) _____ (W) _____ Fax: _____

Postal Address: _____ Postcode: _____

Email Address: _____ Do you have internet access? Yes No

Current Investment Assets

	Value \$	% of Total Assets	Est Income \$ (pa)
Cash	-----	-----	-----
	-----	-----	-----
Property	-----	-----	-----
	-----	-----	-----
	-----	-----	-----
Direct Shares	-----	-----	-----
	-----	-----	-----
	-----	-----	-----
	-----	-----	-----
Managed Funds	-----	-----	-----
	-----	-----	-----
	-----	-----	-----
	-----	-----	-----
Other (eg loans owed to trust)	-----	-----	-----
	-----	-----	-----
Total Investment Assets:			

Current Liabilities

	Interest only or Principal & Interest?	Repayment \$ (pa)	Amount owing \$	Maturity date
Investment loans	-----	-----	-----	-----
	-----	-----	-----	-----
Mortgages	-----	-----	-----	-----
	-----	-----	-----	-----
Other (eg loans owed to beneficiaries)	-----	-----	-----	-----
	-----	-----	-----	-----
Total Liabilities				

Net Asset Value: Total assets – Total liabilities = \$ _____

Privacy

The information we collect from you is used to prepare a Statement of Advice or to provide you with specific services and information requested by you. Failure to complete, or a partial or inaccurate completion of the Financial Needs Analyser may result in a Statement of Advice that is inappropriate to your needs. In addition to this, we may also use your details to inform you of the other services we can provide.

Count Financial Limited will, on request, provide you with access to personal information we hold about you. If your details are inaccurate, please let us know and we will take reasonable steps to correct them. To gain access to this information or to notify us of any changes to your details, please email us at privacy@count.com.au or write to us at Reply Paid 644 GPO Box 3323 SYDNEY NSW 2001. Alternatively you can contact us on (02) 8272 0292.

Please note we will only disclose your personal information when:

- It is required or allowed under law, or in connection with legal proceedings;
- You have consented (expressly or implied); or
- A person or organisation is authorised by us to provide limited financial, administrative and other services on our behalf. We will provide these organisations only with the information they need to deliver the service requested.

Your personal information may also be used for marketing purposes, but on request, your details can be removed from our marketing mailing list.

For more information on our privacy policy, please refer to our Privacy Statement on www.count.com.au

Client Acknowledgement

The information provided in this Financial Needs Analyser relates only to the _____ Trust. All other personal information has been omitted, as the trustees of the trust did not require a detailed analysis of their entire financial position. I/we acknowledge that the person/persons providing me/us with advice are able to make a full assessment of my/our financial situation but I/we have not elected to receive such an assessment in this instance. I/We understand that any investment made or policy purchased without the completion of a Financial Needs Analyser, or following a partial or inaccurate completion, may not be appropriate to my/our needs. I/We also understand that an investment made or a policy purchased, which differs from that recommended by the intermediary, may not be appropriate to my/our needs. I/We appreciate that, in these circumstances, I/We may lose the right to seek compensation from the intermediary or its principal for any loss suffered by me/us as a consequence of incomplete or inaccurate information being provided. I/We also acknowledge that circumstances can change regularly and that I/We should elect to receive a regular periodic review. I/We acknowledge that the intermediary has provided me/us with a copy of the completed Financial Needs Analyser signed by me/us. I/We have read and understood the privacy information above. Furthermore I/We acknowledge the following disclosure and disclaimer.

Disclosure

Count Financial Limited and its employees and Authorised Representatives may have an interest in and/or receive commission (upfront and/or ongoing) from the investments or products recommended. Further commission details are set out in the written information supplied to you.

Disclaimer

Any recommendations advised are based on the information contained herein and current economic and investment markets. Economic and market conditions can change rapidly and the advice given is on the understanding that regular reviews of your investment portfolio (at least once a year) are necessary.

Trustee Signature _____

Dated/...../.....

Trustee Signature _____

Dated/...../.....

Trustee Signature _____

Dated...../...../.....

Trustee Signature _____

Dated...../...../.....

Authorised Representative (signature compulsory) _____ Dated...../...../.....

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