



ADVISER PROFILE

Sarah Broady

CFP® B.Com



Personal Profile: Mrs Sarah Broady

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What Can Sarah Do For You?

- Design a retirement plan that will prepare you financially for virtually anything that may happen
- Manage your money with the application of evidence-based strategies with the aim of delivering predictable outcomes
- Provide you with comfort of knowing:
 - How much income you can live upon in retirement,
 - How long your money will last, and the
 - Potential to financially assist your family today, a 'living legacy'

What Clients Value Most (so they tell us)

- She's more than our Retirement Adviser, she is our lifestyle adviser. It's her holistic approach to preparing for retirement that gives us comfort. She is always there to be that listening ear and provides practical insight to life in retirement.

What Hangs On The Wall

- Certified Financial Planner CFP(R)
- Bachelor of Commerce (Finance) with Distinction - University of Wollongong
- Accredited Dimensional Fund Adviser
- Financial Planners Association (FPA), and
- Photos of her family or pictures drawn by her two boys

To ensure provision of modern retirement planning strategies, Sarah regularly attends professional development training days, specific strategy training sessions, and investment briefings.

Meet Your Adviser – 8 Questions

Q1 – Why did you go into the financial services profession?

After my parents divorced, realising how much financial knowledge my mother lacked, it encouraged me to seek a role in this profession.

I see it as my role to be an educator, simplifying a client's situation so it is understandable in their terms. It is important to remove the jargon and intimidation that a lot of older women experience, such as my mother.

A recent example of why I know I made the right decision to be in this profession is when a client's husband passed away and she called me the same day. After we talked, she felt confident that all was going to be okay financially. At times like that, having a trusted adviser and friend brings comfort.

Q2 – What do you love most about your career?

I see my role as more than a Retirement Adviser.

Many times I have to be counsellor, solution provider and trusted friend.

I enjoy the interaction with the clients whether it be at meetings, over the phone or hearing about the adventures of their kids or grandkids.

Sometimes I get tips along the way about raising young children!

Q3 – Who inspires you?

I would have to say my Mother-In-Law.

She is a strong, vocal woman, a doting Grandmother, caring Mother and reliable daughter that attends to her aged parents in their respective aged care homes.

We have a great relationship and I hope to mirror the relationship that she has with her sons with my own two boys, as I will always be 'the Mother-In-Law'.

Q4 – If you could spend a week anywhere in the world, where would it be?

Go back to Paris with my husband, without the kids. We backpacked around Europe and USA for 7 months before we had children and it would be nice to relive that 'dream' if only for a week – then back to reality!

Q5 – What's your favourite way to relax?

To get away for a weekend camping with my family and friends.

Enjoying time with the kids without the distraction of emails or mobile phones.

Q6 – Where do you see yourself in 5 years time?

Here at The Retirement Advice Centre, with both boys at the local school.

It's important as their mother to be available for their schooling and to support their education.

I would like to be involved in the local community such as assisting in children sport and local events.

Q7 - What's your favourite restaurant?

I don't have a particular restaurant, but it would be without the kids in the company of my husband.
Alternatively, catching up with girlfriends, again, without the kids.

Q8 – Where are you likely to bump into Sarah outside of work?

Socialising with friends, any excuse to have my kids entertained by their friends, which gives me time to hang out with the other mums.

Attending numerous family functions outside of our extended families, or just enjoying the lifestyle of the Sutherland Shire, be it at the beach or coffee establishments.



/polarisfinancialsolutions



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Professional Service Information

This document must be accompanied by the Financial Services Guide of Millennium3 Financial Services Pty Ltd.

Who is your adviser and how is she authorised?

Your adviser is Sarah Broady. Authorised Representative Number: 282197

Corporate Authorised Representative Number: 298140

Adviser Profile Issue Date: 1st January 2018

Sarah Broady is an Authorised Representative of Millennium3 Financial Services Pty Ltd (Millennium3) AFSL 244252. Sarah Broady is a contractor of Polaris Financial Solutions which is a Corporate Authorised Representative of Millennium3.

The financial advice and other services you receive will be provided to you by Sarah Broady, or another employee of Polaris Financial Solutions, on behalf of Polaris Financial Solutions.

How is Sarah paid?

Sarah is paid a combination of salary base plus performance bonuses and incentives.

What fees will you pay for the services Sarah provides?

We are typically paid on a fee for service basis. It is not permissible for product providers to remunerate your adviser with any in-built commission on investment and superannuation products.

Commissions

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

If we receive commissions as a result of recommending a product to you, we may reduce our fee for service. In the event that we reduce our fee for service in this manner and you decide not to proceed with our recommendations, or if your insurance policies are cancelled within the first 2 years' of acceptance (in which case the insurer claims back all or some of the commission paid to us), we may invoice you directly for the cost of our service.

What other benefits and interests may Sarah receive?

I manage, and will clearly disclose to you anything that might reasonably be capable of influencing my advice or creating a conflict of interest; I will clearly disclose our interest or the nature of the conflict to allow you to make an informed decision about my advice. I may also receive other benefits such as awards; invitations to training conferences, social or sporting events; receive marketing support and gifts from product providers.

Additional Privacy Disclosure - Our operational business partners

In order to keep our costs competitive your adviser utilises specialist business support resources that are located in the following countries:

- United States of America, Philippines and Singapore

The organisations 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.

Services I Can Provide You

Advice Services	Products
• Retirement Planning	• Superannuation Funds
• Superannuation Advice	• Retirement Savings Accounts
• Centrelink Planning	• Pension Funds and Annuities
• Corporate Superannuation Advice	• Deposit Products
• Wealth Accumulation Strategies	• Managed Funds and Investments
• Personal Risk Protection Advice	• Personal risk insurance products



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