

Aussie Sport & Leisure Pty Ltd trading as DanceSurance International

An Authorised Representative of PSC Horsell Insurance Brokers Pty Limited
Authorised Representative No. 262282 AFS Licence No 342385

FINANCIAL SERVICES GUIDE**A guide to my relationship with you and others**

The financial services referred to in this financial services guide (FSG) are offered by Aussie Sport & Leisure Pty Ltd trading as DanceSurance International of 11 Hertford Crescent Wheelers Hill Vic 3150, Tel: 1300 55 22 05, Fax: (03) 9239 2332, Email info@DanceSurance.com.au

Aussie Sport & Leisure Pty Ltd trading as DanceSurance International [DanceSurance] is an authorized representative of PSC Horsell Insurance Brokers Pty Ltd [PSC Horsell](ABN 30 129 444 828) [PSC Horsell] of Level 1, 390 StKilda Road, Melbourne, Vic 3004 Tel: (03) 9862 6500, Email: melbourne@pschorsell.com, AFS Licence No. 342385.

PSC Horsell holds a current Australian Financial Services Licence No: 342385 and is responsible for the financial services that DanceSurance provides to you. DanceSurance Authorised Representative No is 262282. PSC Horsell is also responsible for the content and distribution of this FSG. The distribution of this FSG by DanceSurance is authorised by PSC Horsell.

This FSG sets out the services that I can offer you as an Authorised Representative of PSC Horsell. It is designed to assist you in deciding whether to use any of those services and contains important information about:

- *the services I offer you*
- *how myself and PSC Horsell are paid*
- *any potential conflict of interest I or PSC Horsell may have*
- *the internal and external dispute resolution procedures for myself and PSC Horsell and how you can access them*

It is an important document. Please read it carefully and keep it in a safe place.

Further information when personal advice is given

I will provide you with further information whenever I provide you with advice which takes into account your objectives, financial situation and needs. This information may include the advice that I have given you, the basis of the advice and other information on my remuneration and any relevant associations or interests. This information may be contained in a statement of advice (**SOA**).

When you ask me to recommend an insurance policy for you, I will usually only consider the policies offered by the insurers or insurance providers that we deal with regularly. In giving you advice about the costs and terms of recommended policies I have not compared those policies to other policies available, other than from those insurers I deal with regularly.

Product disclosure statement

If I offer to arrange the issue of an insurance policy to you, I will also provide you with, or pass on to you, a product disclosure statement (**PDS**), unless you already have an up to date PDS from the insurer. The PDS will contain information about the particular policy, which will enable you to make an informed decision about purchasing that policy.

From when does this FSG apply?	This FSG applies from 1 March 2010 and remains valid unless a further FSG is issued to replace it. We may give you a supplementary FSG. It will not replace this FSG but will cover services not covered by this FSG.
How can I instruct you?	You can contact us to give me instructions by post, phone, fax or email on the contact number or details mentioned on page 1 of this FSG.
Who is responsible for the financial services provided?	<p>PSC Horsell is responsible for the financial services that will be provided to you or through you to your family members, including the distribution of this FSG.</p> <p>PSC Horsell holds a current Australian Financial Services Licensee no: 342385. The contact details for PSC Horsell are on the front of this FSG.</p>
What kinds of financial services are you authorised to provide to me and what kinds of financial product/s do those services relate to?	<p>DanceSurance is authorised to advise and deal in general insurance products to wholesale and retail clients (see definition of retail client on page 5). I will do this on behalf of your broker unless I tell you otherwise.</p> <p>Sometimes I will act under a binder or agency PSC Horsell has from an insurer. When I act under a binder or agency, I will be acting as the agent of the insurer. This means that I represent and act for the insurer, not for you. I will tell you when I act under a binder or agency to arrange your insurance or advise you about your insurance needs.</p>
Will I receive tailored advice?	<p>Maybe not in all cases. However, I may need information about your personal objectives, details of your current financial situation and any relevant information, so that I can arrange insurance policies for you, PSC Horsell issue insurance policies to you or to give you advice about your insurance needs. I will ask you for the details that I need to know.</p> <p>In some cases, I will not ask for any of this information. If I do not ask, or if you do not give me all of the information I ask for, any advice you receive may not be appropriate to your needs, objectives and financial situation.</p> <p>You should read the warnings contained in any SOA, or any other warnings that I give you, carefully before making any decision about an insurance policy.</p>
What information do you maintain in my file and can I examine my file?	<p>PSC Horsell maintains a record of your personal profile, including details of insurance policies that I arrange or issue for you. PSC Horsell may also maintain records of any recommendations or advice given to you. PSC Horsell will retain this FSG and any other FSG given to you as well as any SOA or PDS that I give or pass on to you for the period required by law.</p> <p>PSC Horsell is and I am committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. A copy of PSC Horsell's privacy policy is available on request. A copy is also available on PSC Horsell's website, www.pschorcell.com.</p> <p>If you wish to look at your file please ask me. I will arrange for you to do so.</p>
How will I pay for the services provided?	<p>Payment for the services I provide to you are payable directly to PSC Horsell. For each insurance product, the insurer will charge a premium that includes any relevant taxes, charges and levies. PSC Horsell often receive a payment based on a percentage of this premium (excluding relevant taxes, charges and levies) called commission, which is paid to PSC Horsell by the insurers. In some cases, you will also be charged a fee. These will all be shown on the invoice that is sent to you.</p> <p>You can choose to pay for my services by any of the payment methods set out in the invoice. You are required to pay PSC Horsell within the time set out on the invoice.</p>

If there is a refund of premium owed to you because of a cancellation or alteration to a policy, I will retain any fee I have charged you. I may also retain commission depending on my arrangements with the insurer.

When you pay me your premium it will be banked into PSC Horsell's trust account. PSC Horsell will retain the commission from the premium you pay me and remit the balance to the insurer in accordance with PSC Horsell arrangements with the insurer. PSC Horsell will earn interest on the premium while it is in their trust account or PSC Horsell may invest the premium and earn a return. PSC Horsell will retain any interest or return on investment earned on the premium.

How are any commissions, fees or other benefits calculated for providing the financial services?

PSC Horsell's commission will be calculated based on the following formula:

$$X = Y\% \times P$$

In this formula:

X = PSC Horsell's commission

Y% = the percentage commission paid to PSC Horsell by the insurer. PSC Horsell's commission varies between 0% and 30%.

P = the amount you pay for any insurance policy (less any government fees or charges included in that amount).

I will receive 50% of PSC Horsell's commission.

Any fees that PSC Horsell or I charge you will be:

- An administration fee in addition to commission when you enter into an insurance policy.
- A flat fee for arranging an insurance policy or a fee based upon the time I spend advising you.
- An annual management fee.

PSC Horsell does not and I do not often pay any commissions, fees or benefits to others who refer you to us or refer me to an insurer. If PSC Horsell does, PSC Horsell will pay commissions to those people out of its commission or fees (not in addition to those amounts), in the range of 0% to 25% of its commission or fees.

If I arrange insurance products through Miramar Underwriting Agency Pty Limited (**Miramar**), PSC Horsell may qualify for reward points under the Miramar rewards program. The number of points PSC Horsell earns will depend on the premium paid to Miramar for the insurance products we arrange with them, subject to a minimum threshold. The points may be redeemed for certain goods or flights.

My employees that may assist you with your insurance needs will be paid a market salary that may include bonuses based on performance criteria.

If I give you personal advice, I will inform you of any fees, commission or other payments I, my associates or anyone referring you to me (or me to any insurer) will receive in relation to the policies that are the subject of the advice.

See below for information on the Steadfast association and commission.

Do you have any relationships or associations with the insurers who issue the insurance policies or any other material relationships?

PSC Horsell is a shareholder of Steadfast Group Limited (**Steadfast**). Steadfast has exclusive arrangements with some insurers under which Steadfast will receive between 0.5 - 1% commission for each product arranged by PSC Horsell with those insurers. These payments are used to operate Steadfast.

Depending on the operating costs of Steadfast (including the costs of member services provided by Steadfast to PSC Horsell and other Steadfast shareholders) and the amount of total business PSC Horsell places with the participating insurers in any financial year, PSC Horsell may receive a proportion of that commission at the end of each financial year.

As a shareholder of Steadfast PSC Horsell has access to member services including model operating and compliance tools, procedures, manuals and training, legal, technical, banking and recruitment advice and assistance, group insurance arrangements, product comparison and placement support, claims support and group purchasing arrangements. These member services are either funded by Steadfast, subsidised by Steadfast or available exclusively to shareholders for a fee.

Steadfast is also a shareholder of Miramar Underwriting Agency Pty Limited (**Miramar**). As a shareholder, Steadfast may receive dividends from Miramar. These amounts will indirectly contribute towards the benefits PSC Horsell receives from Steadfast.

Steadfast has a shareholding in Macquarie Premium Funding. If we arrange premium funding with Macquarie Premium Funding for you, under its agreement with Macquarie Premium Funding, Steadfast will receive 0.5% of your insurance premium (including government fees or charges). As an equity shareholder of Macquarie Premium Funding, Steadfast may also receive dividends from profits of Macquarie Premium Funding. The amount of the Steadfast dividend is based on the share of profit attributable to funding arranged by Steadfast shareholders. The payments (commission and dividends) that Steadfast receives from Macquarie Premium Funding are used to operate Steadfast. Depending on the operating costs of Steadfast and the amount of total business we place with Macquarie Premium Funding in any financial year, PSC Horsell may receive a portion of those amounts at the end of each financial year.

You can obtain a copy of Steadfast's FSG at www.steadfast.com.au

If I arrange premium funding for you PSC Horsell may be paid a commission by the premium funder. I may also charge you a fee (or both). The commission that PSC Horsell is paid by the premium funder is usually calculated as a percentage of your insurance premium (including government fees or charges). If you instruct me to arrange or issue a product, this is when PSC Horsell becomes entitled to the commission.

PSC Horsell's commission rates for premium funding are in the range of 0% to 2% of funded premium. When I arrange premium funding for you, you can ask me what commission rates PSC Horsell is paid for that funding arrangement compared to the other arrangements that were available to you. The amount of my commission and any fee that I charge will set out in the premium funding contract.

PSC Horsell may, from some insurers, receive profit share payments at the end of a financial year based upon the overall performance of the portfolio of business placed with them.

PSC Horsell keep the details of these arrangements confidential to certain PSC Horsell Board members only who have no involvement with placement of insurance business, in order to prevent any prejudicial treatment in our dealings between you and the insurers with which I place your policies. Any profit share received is used to help relieve corporate expenses and is not directly passed on to employees as a

bonus/profit share.

- What should I do if I have a complaint?**
1. Contact PSC Horsell and tell PSC Horsell about your complaint. PSC Horsell will do its best to resolve it quickly.
 2. If your complaint is not satisfactorily resolved within 24 hours, please contact the PSC Horsell Complaints Officer on +612 9247 1700 or put your complaint in writing and send it to the Complaints Officer at the address noted at the beginning of this FSG. PSC Horsell will try to resolve your complaint quickly and fairly.
 3. PSC Horsell is a member of Financial Ombudsman Service Limited (**FOS**). If your complaint cannot be resolved to your satisfaction by PSC Horsell, you have the right to refer the matter to FOS. FOS can be contacted on 1300 78 08 08.
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What arrangements are in place to compensate clients for losses?

PSC Horsell has a professional indemnity insurance policy (**PI policy**) in place.

The PI policy covers PSC Horsell and its representatives (including authorised representatives) for claims made against them by clients as a result of their conduct in the provision of financial services. The PI policy will cover me for claims relating to the conduct of former representatives who no longer work for PSC Horsell and satisfies the requirements for compensation arrangements under Section 912B of The Act.

Definition of a Retail client

Under the Corporations Act 2001 Retail Clients are provided with additional protection from other clients. The Act defines Retail Clients as:

Individuals or a manufacturing business employing less than 100 people or any other business employing less than 20 people and that are purchasing the following types of insurance covers:

Motor vehicle, home building, contents, personal and domestic, sickness/accident/travel, consumer credit and other classes as prescribed by regulations.

Some of the information in this FSG only applies to Retail Clients and it is important that you understand if you are covered by the additional protection provided

Any questions?

If you have any further questions about the financial services DanceSurance or PSC Horsell provides, please contact me.

Please retain this document for your reference and any future dealings with DanceSurance.
