

TSG Fee Structure

As the Licensee, Salisbury secures service fees from its' Authorised Representatives by retaining a proportion of the gross income earned by each Practice.

Effective 1st January 2011:

	Salisbury Service fee (per practice)	PI Recovery *
\$550 (+GST) per month plus:		
For the first \$200,000 (+ GST) income per financial year	6%	5%
For all income over \$200,000 (+GST) per financial year	0%	5%

*The Salisbury Group PI cover includes PI for the Authorised Representatives personally.

Commission payments are made bi-monthly directly to the nominated bank account of the Practice.

All advisor income is to be directed through The Salisbury Group Trust Account situated at the NAB with BSB 082 201 Account number 47545 9093.

Licensee Volume Bonuses.

These are shared with the practices as follows:

- each practice which generates income of between \$200,000 - \$300,000 over the previous financial year will receive 50% of the total volume bonus' attributable to that practice
- each practice which generates income greater than \$300,000 over the previous financial year will receive 75% of the total volume bonus' attributable to that practice

What do the Fees Include?

- Licensing
- Brokerage Administration
- Compliance
- Professional Development Program
- PI Cover
- Administration
- Research
- Conferences – subsidised
- Technical Support
- Adviser Only Website
- Access to Lonsec Website
- TSG has arranged discounts with Visiplan, XPlan and DBOS which are passed on to the practices in full. The choice of software and associated payments will be the domain of Adviser practices.