

(1) Is the price for the financial product or the value of the financial product more than \$500,000?**

Exclude all superannuation-sourced money when calculating the price or value of the financial product (Reg 7.1.26). In some cases, the price/value of the same class of financial products issued by the same product issuer which are held by "associates" of the client may be aggregated. There are other rules for using this test, contact Gold Seal for more details.

(2) Has the person that will acquire the financial product provided a qualified accountant's certificate confirming that they have net assets of \$2.5m or more or a gross income of \$250,000 or more in each of the last 2 financial years?

A qualified accountant is defined in section 9 of the Act.

For a super fund or other trust, the person who acquires the product or service is the trustee/beneficiary of the fund and the assets or income of the fund/trust must meet the net assets/gross income level.

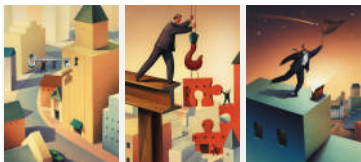
(3) Is the financial product provided for use in connection with a business that is not a small business?

A small business is:

- for a manufacturing business, a business with <100 employees;
- for other types of businesses, one with <20 employees.

(4) Is the client a "professional investor" or "sophisticated investor"?

For "sophisticated investors", establish on reasonable grounds that the client has previous experience in assessing the merits, value, risks of the investment and can identify their own personal needs and the adequacy of the information you give. Give the person a written statement outlining the reasons why they are satisfied of these matters. The client must sign a written acknowledgement at the time the service is provided.



For more information about how Gold Seal can support your compliance needs, call **Claire Wivell Plater** on **02 8353 6604** or email clairew@goldseal.com.au

Proud Professional Services Partner to the FPA

