



FINANCIAL SERVICES GUIDE

This Financial Services Guide describes the following:

- who we are,
- how we can be contacted,
- what the services are that we offer,
- which associations and relationships we have with financial product issuers,
- what the costs of our services are,
- the remuneration, commissions and fees that may be paid to us, our employees and our consultants,
- how and with whom you can lodge a complaint and how it will be dealt with,
- how we collect your personal information,
- any potential conflicts of interest that we may have.
- details of any other documentation that may be provided to you to support the activities which our Financial Services Licence entitles us to provide

1. This Financial Services Guide (FSG) is issued by Gryphon Learning Pty Ltd, ABN 70 098 597 427 to advise you of the Financial Services we offer. It is designed to help you decide whether to use these services and allows you to see that we are complying with our obligations as a Financial Services Licensee.
2. We can be contacted at the address or via telephone and / or fax as detailed at the foot of this page.
3. Gryphon Learning Pty Ltd is a Registered Training Organisation (RTO) provider # 21327 who has amongst other things a number of Financial Services qualifications and courses listed on our scope of Registration and in addition Gryphon Learning also has a number of its courses listed on the Australian Securities and Investments Commission (ASIC) Training Register, allowing Gryphon Learning to provide training and assessment services for people wishing to qualify for the provision of Financial Services advice in the following Market sectors, Securities, Derivatives, Managed Investments and Superannuation. Further, Gryphon Learning is an ASIC authorised Australian Financial Services Licensee (# 246606) with a licence that:

authorises the licensee to carry on a financial services business to:

- a) provide general financial product advice for the following classes of financial products:
 - i. derivatives;
 - ii. interests in managed investment schemes including:
 - a. investor directed portfolio services;
 - iii. securities; and
 - iv. superannuation;
- b) deal in a financial product by
 - (i) issuing, applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of the following classes of financial products:
 - a. derivatives; and
 - (ii) applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of the following classes of products
 - a. derivatives;
 - b. managed investment schemes including:
 - (1) investor directed portfolio services;
 - c. securities;

- d. superannuation; to retail and wholesale clients"

Gryphon Learning is authorised to provide General Product advice but NOT Personal advice. Personal advice includes financial product advice given where a client's objectives, financial situation or needs have been, or might reasonably be expected to have been, taken into account. General advice is financial product advice that is not personal advice.

4. Currently Gryphon Learning has associations or relationships with Financial Product issuers such that Gryphon Learning may be paid a commission from St George Bank for referrals of clients who subsequently take out margin loans from St George Bank. In addition Gryphon Learning provide services to Aerarius Indicium Pty Ltd for the sales and marketing activities associated with the sales and delivery of the PhoenixAI market Information service. Further, Gryphon Learning may earn a commission for the successful promotion of The Inside Trader newsletter if it advertises this educational tool to its client / student base. Gryphon Learning may also earn commissions from GET Futures for referral of clients to GET Futures. Similarly, Keith Nielsen of The Inside Trader may earn commissions from Gryphon Learning, GET Futures and other service providers.
5. The costs of our services are listed on our website and they do vary from time to time. However services delivered to retail clients are based around four differing products and different types of products. These range from the
 - a) production, sale and delivery of MultiMedia educational material designed to educate and train clients in the operations and opportunities in financial markets, these services are typically delivered based around a one time fee for the provision of the educational material with current prices and actual products all listed on the Gryphon Learning website accessed via the following link.
<http://www.gryphonlearning.com.au>
 - b) promotion and delivery of educational workshops which are also designed to better educate clients and students in the same operations of the various financial markets, together with delivery of and education in mathematical statistical analytical systems. These systems and services are typically based around a one time fee with current prices and actual products all listed on the Gryphon Learning website again accessed via the following link.
<http://www.gryphonlearning.com.au>
 - c) promotion and sale of the PhoenixAI market Information service to prospective or current investors, these products are delivered based around an initial software sale price, together with the on-going monthly data plan service charges applicable to the client selected data plan. Details of the various charges applicable from time to time are set out in the following website
<http://www.phoenixai.com.au>
 - d) promotion and sale of the Inquisitor, market scanning service, designed to assist investors and traders to use automated tools to scan for



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and select potential market investment opportunities, the charges as applicable from time to time, for this service are also set out in the following website

<http://www.phoenixai.com.au>

6. Remuneration to Gryphon Learning, results directly from fees and charges levied for the services provided at the rates advertised for those services at the time of offer for those services. In addition, Gryphon Learning may receive commissions from St George Bank as margin loans are taken out by clients referred to St George Bank by Gryphon Learning. These commissions range between 0.5% & 0.8%. Further, it is expected that other financial services licensees will pay commissions to Gryphon Learning for referring clients to the services that those other businesses offer to the marketplace. The presenters who facilitate the face to face seminars and workshops on behalf of Gryphon Learning and as authorised representatives of Gryphon Learning, will be paid their out of pocket travel expenses and a commission based on revenues earned by Gryphon Learning as a result of their efforts in facilitating those workshops. Other staff and / or consultants are paid salaries or fees for services and expenses, as the case may be. Some Gryphon Learning staff, consultants and distributors may earn additional performance based incentives.
7. In the event that you are dissatisfied with the services we have provided, you should in the first instance address those concerns directly by telephone to The Chief Executive Officer, Gryphon Learning Pty Ltd at the phone number shown on the foot of this document. Any follow-up should be in writing by facsimile to the fax number or else mailed to the postal address, shown also at the foot hereof. Should you remain dissatisfied after discussion and/or written communication with the CEO of Gryphon Learning then you should contact the Financial Industry Complaints Service, PO Box 579, Collins Street West, Melbourne, Vic 8007. Gryphon Learning is a member of FICS.
8. Gryphon Learning as an educational organisation is required to maintain detailed student records and as such before any of our course material, workshops or any other methods of study are delivered we do require registration and / or enrolment of all students / clients. The resultant student records are held in our databases and we do not pass on any of those records to other external organisations, other than as the law may require. Gryphon Learning aims to keep all current and former students / clients informed of pertinent educational material and courses available, and similarly with other relevant financial services, as appropriate support material becomes available, it too will be promoted to our students / clients.
9. Gryphon Learning, Directors, Staff and Consultants may have holdings in various stocks, equities and other investments from time to time. Some of these stocks may well be ones being reviewed as part of the workshop training programmes. In accordance with our AFS licence Gryphon Learning can and will only provide General Advice, and as a

consequence it is not perceived that any such Directors, Staff or Consultants holdings are likely to cause any conflicts of interest in regard to any General advice being given to clients / students.

10. Other documentation which Gryphon Learning may issue to clients / students from time to time, apart from Registration and Enrolment forms, may include Product Disclosure Statements where applicable. A Product Disclosure Statement (PDS) contains information about a financial product, including information about any significant terms and risks, the costs of the financial product and the fees and charges that the financial product issuer may receive or charge.

Given the inherent risks of many investment products, Gryphon Learning does not warrant, guarantee or otherwise imply, that any investments you may make as a result of any of the education that you undertake with and through Gryphon Learning, will necessarily provide you with positive returns in that investment or form of investment.

Any and all opinions provided by Gryphon Learning or its authorised representatives are made as general recommendations and they are not based on nor take account of our consideration of your individual investment objectives, financial situation nor any particular needs of any particular person.

Before making any investment decisions on the basis of any of the general advice given by Gryphon Learning or its Authorised Representatives, a prospective investor needs to consider, with or without the assistance of a duly authorised investment adviser, whether that advice is appropriate in the light of the particular investment needs, objectives and financial circumstances of the prospective investor.

This Financial Services Guide was prepared by Gryphon Learning Pty Ltd and its distribution authorised – 9th December 2005.