

# ADVISER PROFILE

Information about your Lifespan Adviser

**This Adviser Profile is issued by Lifespan Financial Planning Pty Ltd (Lifespan), which holds Australian Financial Service Licence number 229892. This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 08 December 2023. These documents should be read together. This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.**

**Lifespan has authorised its authorised representatives to provide this document to you.**

<p><b>PFPIIS Pty Ltd</b> is a Corporate Authorised Representative (ASIC No.1306310) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><b>John Kelly</b> is an Authorised Representative (ASIC No.417383) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p><b>Contact details:</b></p> <p><b>Address:</b> 111-113 End Street Deniliquin NSW 2710  <b>Tel:</b> 03 58816005  <b>Mobile:</b> 0447 687 499  <b>Email:</b> john@pfpis.au</p>
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## Your Adviser

John Kelly is a Financial Planner, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of PFPIS Pty Ltd trading as PREMIER FINANCIAL PLANNING & INVESTMENT SERVICES, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

## Other Services

Lifespan is NOT responsible for advice and work associated with products and services where he/she is not acting as an authorised representative of Lifespan.

## Your Adviser's Authorisations

John is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation
- Margin Lending
- Tax (financial) advice services



This means that John can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and

## Your Adviser's Experience

John started in the financial services industry in 1984 and since then, has obtained his Diploma of Financial Advising, Advanced Diploma of Financial Services (Financial Planning) and Graduate Diploma of Financial Planning in addition to attaining his Certified Financial Planner qualification and accreditation

John initially joined ANZ Bank as a teller and through promotions and transfers eventually became Commercial and Agribusiness - Area Manager before a change in career path into financial planning in 1999. Whilst in these roles, John gained valuable experience advising hundreds of clients on a wide variety of finance and financial planning issues. He has run his own successful businesses and looks forward to providing his vast experience and knowledge in assisting with your needs.

Outside of the office John enjoys everything relating to sports, family and friends. He has an extensive sports background and has to date mastered none.

### Cost of Advisory Services

An initial meeting to discuss your financial circumstances is free of charge. At this meeting John will establish how he can assist you and gather the information required to prepare a financial plan.

John will discuss the fee basis with you and agree on the method of charging prior to proceeding.

Payment will be either by way of a flat fee, based on funds under advice or from the brokerage paid by the product issuers, or as per invoiced. A fee for portfolio preparation or, if investment recommendations are not implemented, may also be charged. Ongoing advice that includes portfolio reviews may be charged on a percentage fee basis which varies according to the time or research required, complexity and structure, or as a fixed dollar amount as agreed between you and your adviser.

The basis for the fee for the SoA will be agreed upon with you before any advice is provided or costs incurred. All other fees are fully disclosed in the Statement of Advice and Product Disclosure Statement prior to any charges being incurred.

<b>Annual Portfolio Management &amp; Review</b> Annual Review Service or Ongoing Assistance and Review (depending upon frequency of reviews, complexity and amount of time required)	Starting from a Minimum of \$4,400 p.a. (or 0.55% whichever is greater) up to a Maximum of 1.0% p.a.
<b>Hourly rate</b>	\$330
<b>Insurance</b> Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*

#### All fees include 10% GST.

Payment can be collected through a platform, by direct debit or invoiced. A fee for the preparation of the Statement of Advice will be charged even if the recommendation is not implemented. For insurance, the commission may be paid by the insurance provider. Further advice that includes portfolio reviews may be charged on a percentage fee basis which varies according to the portfolio amount, or as a fixed dollar amount depending on the complexity and structure, as agreed with your adviser.

**All fees are payable to Lifespan. Lifespan retains 0% and pays Premier Financial Planning and Investment Services 100%. John receives a salary and Director's drawing/dividend if and when paid.**

### Fee Schedule

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	Starting from a Minimum of \$660 up to a Maximum of \$16,500
<b>Investment Portfolio Establishment</b> (depending upon amount of time & complexity)	Starting from a Minimum of \$0 to a Maximum of \$16,500

#### Fee Examples:

##### Example for Investment Products

If you receive advice regarding an investment of \$500,000, the SoA fee could be \$3,300, of which \$0 is retained by Lifespan, \$3,300 is paid to Premier Financial Planning and Investment Services. Or we could charge a one-off implementation fee of \$3,300, of which \$0 is retained by Lifespan, \$3,300 is paid to Premier Financial Planning and Investment Services. If you maintained the investment and assuming the balance of the investment remains at \$500,000, the annual portfolio management & review fee could be \$3,850 (0.77%) per annum, of which \$0 is

retained by Lifespan, \$3,850 is paid to Premier Financial Planning and Investment Services.

#### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$660 of which \$0 is retained by Lifespan, \$660 is paid to Premier Financial Planning and Investment Services. Should you proceed with the advice, then the SoA fee may be waived. However, if the policy is cancelled in the first two years ('responsibility period') you will be liable for the portion of the commission clawed back.

If you take out a life insurance policy with an annual premium of \$1,500, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$990, of which \$0 is retained by Lifespan, \$990 is paid to Premier Financial Planning and Investment Services. The maximum ongoing commission for the Upfront Option is currently 22% per annum which could result in a payment of \$330 per annum for as long as the policy remains in force, of which \$0 is retained by Lifespan, \$330 is paid to Premier Financial Planning and Investment Services. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$0 is retained by Lifespan, \$495 is paid to Premier Financial Planning and Investment Services.

This commission has what is called a 'responsibility period' imposed by the risk product issuer. This means that if the policy is cancelled within the first 1-2 years of inception commission is returned to the product issuer by Lifespan.