

ADVISER PROFILE

Information about your Lifespan Adviser

This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 1 January 2019 and they should be read together. It states specific Adviser information and may assist you in making an informed decision.

<p>Financial Lifetime Strategies Pty Ltd is a Corporate Authorised Representative (ASIC No.329701) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p>Nicholas Gyngell is an Authorised representative (ASIC No. 251015) of Financial Lifetime Strategies Pty Ltd.</p>	<p>Unit 2, 128-130 High Street Road Ashwood VIC 3147</p> <p>Phone: 03 9553 5271 Mobile: 0407 988 602 Fax: 03 9807 5434 Email: nick@financiallifetime.com.au Web: www.financiallifetime.com.au</p>
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Your Adviser

Nicholas Gyngell is a financial planner, an authorised representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Financial Lifetime Strategies Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Nicholas 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

This means that Nicholas can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation and retirement planning strategies.

Financial Lifetime Strategies Pty Ltd and Nicholas are both registered with the Tax Practitioners Board.

Financial Lifetime Strategies Pty Ltd is a Professional Practice of the FPA (Financial Planning Association of Australia Limited) and as such abides by their Code of Ethics and Rules of Professional Conduct.

Your Adviser's Experience

Nicholas has advised clients since 2003 on personal superannuation, retirement income planning, estate planning and personal insurance. He obtained Certified Financial Planner® certification in 2007 and became a Fellow, Chartered Financial Practitioner, in 2011.

Cost of Advisory Services

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

Nicholas 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 fee based on a percentage of funds under advice or from the brokerage paid by the product issuers. A fee for portfolio preparation or, if investment recommendations are not implemented, a fee

may also be charged. Ongoing advice that includes portfolio reviews is charged on a percentage fee basis which varies according to the portfolio amount, 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.

Preparation of Statement of Advice (SoA) (depending on complexity)	\$1,800 to \$9,800
Investment Portfolio Establishment	\$0
Annual Portfolio Management & Review Ongoing Review & Access (depending on complexity)	\$2,600 to \$9,800
Insurance	\$880 to \$9,800
Insurance (fee based with no commission our preferred approach)	Up to 77%*
Upfront commission	Up to 22%*
Ongoing commission	22%*
*% based on amount of premium and is paid by the insurance provider	

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 5% and pays Financial Lifetime Strategies Pty Ltd 95%. Nicholas receives a salary and as a director/shareholder of Financial Lifetime Strategies Pty Ltd is entitled to a Director's drawing and/or dividend if and when paid.

Fee Examples:

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$2,200, of which \$110 is retained by Lifespan, \$2,090 is paid to Financial Lifetime Strategies Pty Ltd. If you invest \$100,000 the establishment fee will be \$0, If you maintained the investment and assuming the

balance of the investment remains at \$100,000, the annual portfolio management & review fee could be \$2,600 per annum, of which \$130 is retained by Lifespan, \$2,470 is paid to Financial Lifetime Strategies Pty Ltd.

Example for Risk Products

In the interests of transparency Financial Lifetime Strategies Pty Ltd has a preference towards payment received by fees rather than by commissions. Some people may have a preference towards commissions even though the amounts by either method will total to the same. The following examples are provided for those who have a preference to pay for advice via commissions;

If you receive advice regarding insurance, the SoA fee could be \$1,800 of which \$90 is retained by Lifespan, \$1,710 is paid to Financial Lifetime Strategies Pty Ltd. Should you proceed with the advice, then the SoA fee will be waived (subject to minimum SOA fee). If you take out a life insurance policy with an annual premium of \$1500, assuming the highest commission for the Upfront Option is selected at 77%, the upfront payment to Lifespan would be \$1,386, of which \$69 is retained by Lifespan, \$1,317 is paid to Financial Lifetime Strategies Pty Ltd. (Out of pocket SOA fee reduced to \$414). The maximum ongoing commission for the Upfront Option is currently 22% per annum which could result in a payment of \$396 per annum for as long as the policy remains in force, of which \$20 is retained by Lifespan, \$376 is paid to Financial Lifetime Strategies Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$594, of which \$30 is retained by Lifespan, \$564 is paid to Financial Lifetime Strategies Pty Ltd. If the ongoing annual commission falls below the minimum annual insurance portfolio review fee of \$550 the difference will need to be met with a fee..

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.