

# 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 8 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>Finassure Pty Ltd</b> is a Corporate Authorised Representative (ASIC No. 1236735) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><b>Lindsay Wilson</b> is an Authorised Representative (ASIC No. 248990) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p><b>Address:</b> Shop 1, 72 Basnett Street, CHERMSIDE WEST QLD 4032 Tel: (07) 3256 4100 Mobile: 0412 378 384 Email: lindsay@finassure.com.au</p>
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## Your Adviser

Lindsay Wilson is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Finassure Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



- Superannuation (excluding Self Managed Superannuation Funds)
- Margin Lending
- Tax (financial) advice services

This means that Lindsay 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, retirement planning strategies and tax (financial) advice services.

## Other Services

Nil

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

## Your Adviser's Experience

Lindsay has been in the financial services industry since December 1984. He's been advising clients about managing their wealth including investments, superannuation, retirement incomes, estate planning and personal insurances since August 1994.

I have a Diploma of Financial Planning as well as a Graduate Certificate in Commerce (Financial Planning). In addition, I have held the Certified Financial Planner qualification since 1996. I am also a member of the Financial Planning Association of Australia. Finally, I have passed the FASEA (now ASIC) National exam.

Outside of the office Lindsay enjoys everything relating to sports, family and friends. He has an extensive sports background, particular cricket, soccer, AFL and golf.

## Your Adviser's Authorisations

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

- Deposit and Payment Products
- Life Insurance Products
- Managed Investment Schemes
- Retirement Savings Account Products



## Cost of Advisory Services

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

Lindsay will discuss the fee basis with you and agree on the method of charging prior to any advice is provided or cost incurred. Also, fees are fully disclosed in the Statement of Advice and Product Disclosure Statements.

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.

## Fee Schedule

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$2,200.00 to \$5,500.00
<b>Implementation Fee</b> (depending on complexity and portfolio size)	\$990.00 to \$22,000.00
<b>Ongoing Advice</b> < \$100,000 \$100,000 to \$249,999 \$250,000 to \$499,999 \$500,000 to \$999,999 \$1,000,000+ Or as agreed with the adviser	<b>Monthly Fee</b> \$90.00 p.m. \$150.00 p.m. \$250.00 p.m. \$400.00 p.m. \$460.00 p.m +
<b>Hourly rate</b>	\$375
<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.**

**All fees are payable to Lifespan. Lifespan retains 8% and pays Finassure Pty Ltd 92%. Lindsay receives a salary and as a director/shareholder of Finassure Pty Ltd is entitled to a Directors 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 \$2,200.00, of which \$176.00 is retained by Lifespan and \$2,024.00 is paid to Finassure Pty Ltd. If you invest \$100,000 the implementation fee will be \$990.00, of which \$79.20 is retained by Lifespan and \$910.80 is paid to Finassure Pty. If you maintained the investment and assuming the balance of the investment remains at \$100,000.00, the ongoing advice fee will be \$1,080.00 per annum, of which \$86.40 is retained by Lifespan, \$903.60 is paid to Finassure Pty Ltd.

### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$2,200 of which \$176.00 is retained by Lifespan and \$2,024.00 is paid to Finassure Pty Ltd. Should you proceed with the advice, then the SoA fee will 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 \$1,500.00, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$990.00, of which \$79.20 is retained by Lifespan, \$910.80 is paid to Finassure Pty Ltd.

The maximum ongoing commission for the Upfront Option is currently 33% per annum which could result in a payment of \$495.00 per annum for as long as the policy remains in force, of which \$39.60 is retained by Lifespan, \$455.40 is paid to Finassure Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495.00, of which \$39.60 is retained by Lifespan, \$455.40 is paid to Finassure Pty Ltd.

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.

## Referral Fees

Nil