

1 July 2021

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 1 July 2021. 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>MJA Wealth Advice Pty Ltd is a Corporate Authorised Representative (ASIC No. 1275240) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p>Greg Welsford is an Authorised Representative (ASIC No.1236102) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p>	<p>Level 1, 16 McCartin Street</p> <p>Tel: 03 5662 5662</p> <p>Email: info@mjawealth.com.au</p>
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About Your Adviser

Greg Welsford is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of MJA Wealth Advice Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Greg is not short on formal qualifications, having many years ago completed a double degree that provided him with a Bachelor of Business (Accounting) and a Bachelor of Computing (Information Systems). Not satisfied with either as a career path, Greg commenced his financial studies, resulting with a Diploma of Financial Planning.

Greg believes it is his experience working directly with a broad variety of clients, in a broad variety of financial situations and predicaments that has honed his skills to enable him to assist clients in all manner of financial scenarios.

Greg's experience includes working for financial planning firms in advice roles in Sydney, Melbourne and in more recent years, in Inverloch & Leongatha. Much of this experience has been with advice businesses that were aligned with Accounting firms, where he has had considerable exposure to clients with small businesses, SMSF's, risk insurance needs, and clients entering into retirement.

In addition to advice roles, Greg has worked for large corporate and industry super funds in consultancy and

strategy roles, and has a full understanding of the myriad range of products and services in the marketplace.

Greg was born in Leongatha, raised in South Gippsland, left the area to attend University in Melbourne and after many years working in Sydney and Melbourne, returned to the area with his partner (Monique) and son (Harvey). They reside just outside of Inverloch, are now entrenched in the local community and are intending to remain here for the long haul.

Your Adviser's Authorisations

Greg 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

Greg is registered with the Tax Practitioners Board.

This means that Greg 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.

Other Services

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

Cost of Advisory Services

An initial meeting to discuss your financial circumstances is free of charge. At this meeting Greg will establish how he can assist you and start gathering the information required to research and prepare your personalised financial plan.

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

Fee for Service

Fees are charged according to the work undertaken by Greg and his team. All fees, including initial advice fees and Ongoing Advice Service fees are charged on an hourly basis or as a flat fee.

The scope of the work and the fees charged for services are agreed with you prior to commencing a Statement of Advice, which contains the personal advice tailored to your needs.

The Statement of Advice and Product Disclosure Statement(s) provided to you by Greg will clearly set out all fees, charges and commissions payable.

Below is a guide of the fees charged by Greg:

Advice Preparation Fee Excluding the initial meeting, but inclusive of subsequent "get to know you" meetings, and the production of a Statement of Advice (SoA). Please note the Advice Preparation Fee will still be payable if you decide not to implement the advice.	\$260 per hour (Maximum \$6,500)
Implementation Fee MJA Wealth Advice will assist you to implement the strategies and products detail in the SOA	\$260 per hour (Maximum \$4,000)
Ongoing Advice Service For the provision of regular strategy and product reviews, including meetings, and any related advice preparation and implementation.	\$260 per hour Maximum \$8,500pa
Insurance Upfront commission Ongoing commission	Up to 66%* Up to 33%*

*% based of the annual premium. This is paid by the insurance provider (not you)	
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The above fees are inclusive of 10% GST.

All fees are payable to Lifespan. Lifespan retains 6% and pays MJA Wealth Advice Pty Ltd 94%. Greg receives a salary and as a director/shareholder of MJA Wealth Advice Pty Ltd is entitled to a Director's drawing and/or dividend if and when paid.

Fee Examples:

[Example for Investment/Superannuation advice](#)

If you receive advice regarding superannuation and retirement planning, the SoA fee could be \$2,600, of which \$156 is retained by Lifespan, \$2,444 is paid to MJA Wealth Advice Pty Ltd.

If you participate in the Portfolio Management & Review service, the fee could be \$2,600 per annum, of which \$156 is retained by Lifespan, \$2,444 is paid to MJA Wealth Advice Pty Ltd.

[Example for Insurance Advice](#)

If you receive advice regarding insurance, the SoA fee could be \$1,300 of which \$78 is retained by Lifespan, \$1,222 is paid to MJA Wealth Advice Pty Ltd. Should you proceed with the advice, then the SoA fee may be waived, depending upon what has been agreed prior to the commencement of work.

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 \$60 is retained by Lifespan, \$930 is paid to MJA Wealth Advice Pty Ltd. 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 \$20 is retained by Lifespan, \$310 is paid to MJA Wealth Advice Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$30 is retained by Lifespan, \$465 is paid to MJA Wealth Advice 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. If the policy is cancelled within the first two years you will be liable for the portion of the commission clawed back.

FINANCIAL SERVICES GUIDE

A guide to our relationship with you and others

This Financial Services Guide (FSG) is issued by Lifespan Financial Planning Pty Ltd (Lifespan), which holds Australian Financial Service Licence number 229892. This FSG comprises and must be read in conjunction with your adviser's current Adviser Profile that includes amongst other information, details of your adviser's remuneration.

Distribution of this FSG by your adviser, who is a Lifespan Authorised Representative, is authorised by the licensee, Lifespan Financial Planning Pty Ltd (Lifespan).

This FSG dated 1 July 2021 describes our financial planning and advisory services to assist you to decide whether to use our services. It also outlines your rights as a client and our obligations and responsibilities as the licensee and your adviser.

You have the right to ask us about our charges, the type of advice we will provide to you, and what you can do if you have a complaint about our services. This FSG is intended to inform you of certain basic matters relating to our relationship, prior to us providing you with a financial service.

Who provides the financial services offered in the guide?

The financial services are provided by Lifespan and your adviser. When Lifespan and your adviser provide you with financial services, we will act on your behalf and in your best interests.

The key matters covered by the FSG include the following:

- who Lifespan and your adviser are;
- how we can be contacted;
- how Lifespan and your adviser are paid;
- what services we are authorised to provide to you;
- details of any potential conflicts of interests;
- details of our professional indemnity insurance; and
- details of our dispute resolution procedures and how you can access them.

Statements of Advice and Product Disclosure Statements

You should also be aware that you must receive a Statement of Advice (SOA) and a Product Disclosure Statement(s) when personal advice involving a financial product is provided to you, i.e. advice that takes into consideration your personal objectives, financial position and needs. The SOA will contain the advice, the basis on which it is given which may have influenced the advice and how Lifespan and your adviser will be remunerated for the advice we give you. If your adviser provides further advice to you, but not in writing, and that further advice is related to the advice provided in a previous SOA, that further advice will be recorded in a Record of Advice (ROA). You may request an ROA from your adviser or Lifespan up to seven years after the further advice was provided, at no additional cost. In the event we make a recommendation to

acquire a particular financial product (other than securities), we must also provide you with a Product Disclosure Statement containing information about the particular product's risks, benefits, features and costs to enable you to make an informed decision.

Who is Lifespan?

Lifespan is a holder of an Australian Financial Services Licence which enables it to act as a financial services provider under the Corporations Act. Lifespan was established in August 1994 and is privately owned by the family interests of the Executive Chairman, John Ardino, who has over 30 years' experience in financial planning. Lifespan is a Professional Partner of the Financial Planning Association of Australia Ltd, and abides by their Code of Ethics and Rules of Professional Conduct. Lifespan provides a wide range of services to a large network of advisers across Australia to enable them to provide advice that is in the best interests of clients.

These services include: compliance, supervision, investment research and advice, ongoing professional development and training, an adviser help desk across all financial planning issues and general technical support and advice.

Not Independent

Lifespan and its authorised representatives are not independent in relation to the provision of personal advice. Lifespan operates its own Managed Discretionary Account (MDA) service and receives fees in respect of the MDA service. Lifespan is an investment manager for some Managed Portfolios and receives fees in respect of this activity. Lifespan may also receive commissions from life insurance providers when we recommend life insurance to our clients. A related entity of Lifespan called Omniport Limited is the promoter of the Omniport Wrap Service and the Wealthguard Portfolio Service and receives fees in respect of both wrap services.

Who is responsible for the financial services provided to me?

Your adviser acts on behalf of Lifespan who is responsible for the advice provided to you. However, your adviser may operate separate businesses, and provide other services through those businesses, which are **NOT** authorised by Lifespan and do **NOT** involve Lifespan in any way, such as: accounting, auditing, tax return preparation, self-managed super fund compliance and administration, property sales and referrals, and other products

and activities. Lifespan is **NOT** responsible for any advice and services you receive from your adviser that are not authorised by Lifespan. If you are uncertain, you should ask either your adviser or Lifespan Head Office who is responsible for that particular advice, service or transaction.

Does Lifespan have any relationships or associations with product issuers?

Lifespan and Omniport Ltd have the same shareholders. Omniport Ltd is an unlisted public company, which is the sponsor of the Omniport Wrap Service and the promoter of the Wealthguard Portfolio Service.

The Omniport Wrap Service is issued by Avanteos Investments Ltd. The transactional, administrative and custodial systems underlying the Omniport Wrap Service are provided by Avanteos Investments Ltd.

The Wealthguard Portfolio Service is issued and administered by HUB24 Custodial Services Limited who provides the underlying transactional, administrative and custodial systems.

Lifespan has no ownership connections with any other financial product issuers.

If it is in your best interests and appropriate for your needs and objectives, your adviser may recommend the Omniport Wrap Service or the Wealthguard Portfolio Service

What financial services are available to me?

Our high-quality financial planning and advisory service involves:

- Identifying your financial needs, objectives and circumstances;
- Establishing realistic and reasonable financial goals and needs;
- Determining your risk profile;
- Exploring the costs and benefits, potential risks and returns, advantages and disadvantages of the various strategies and financial products available to you to help you reach those goals within the limits of relevant laws and available solutions; and
- Recommending a course of action, agreeing on it with you and implementing it.

If engaged to by you, we will periodically review your financial plan in light of changes in investment markets, legislation and your own personal circumstances, needs and goals.

Unless their authorisation is restricted (see the Adviser Profile) Lifespan advisers can generally provide you with sound advice relating to a wide range of important areas such as wealth creation, retirement, redundancy, superannuation, risk insurance, estate planning, Centrelink payments, cashflow management, budgeting and debt repayments, structuring of investment portfolios, borrowing to invest, complex company and trust structures, and so on. Lifespan's research and technical support services enables advisers to provide value

added advice on a broad spectrum of financial problems which takes into account relevant regulations pertaining to your financial position and goals.

Lifespan is licensed to deal in and provide financial advice on the following range of financial products: deposit and payment products, standard margin lending, managed investment schemes (including Investor Directed Portfolio Services and Managed Discretionary Accounts), securities including shares, Retirement Savings Accounts, superannuation, life insurance investment and risk products and government issued debentures, stocks and bonds.

If you would like to discuss any of these financial products, please contact us.

How do I provide instructions?

Lifespan advisers will act on your instructions following your acceptance of their recommendations in the SOA. They and we should not act independently of your specific instructions (unless you decide to use Lifespan's MDA service). Instructions you provide should be communicated to your adviser in writing. These instructions should be forwarded in an email, fax or posted letter to your adviser.

Tailored, general and ongoing advice

Lifespan advisers usually provide advice tailored to your individual circumstances and also have the capacity to implement the advice they give, except where this may require the use of other professionals (accountants and lawyers). You may choose to enter into an agreement with your adviser to provide you with both initial advice and ongoing advice. If appropriate, we may also provide general advice only, where you are ultimately responsible for ensuring that this advice is suitable to your particular needs, objectives and financial situation. In this case, you should also obtain any relevant product disclosure statements to assist in this purpose.

Should I transfer investment monies to my adviser's account?

No. Lifespan does not allow advisers to receive your investment funds into their own account or into any Lifespan account. You should only transfer investment funds for a financial product to the approved financial institution that issues the financial product (as specified in the Product Disclosure Statement or similar document). You should never transfer investment funds to any other entity or person.

You should also not sign any blank forms or appoint your adviser as your attorney (or authorised signatory). You should not appoint any other person as your attorney or authorised signatory unless you have received legal advice.

What information should I provide to my adviser?

You will need to provide your adviser with your personal objectives and your current financial situation including details of assets, liabilities, income and living expenses. This can best be accomplished by completing a Lifespan Client Data Form.

The amount and type of information we will require from you depends on what financial services you require.

It is important that you provide us with complete and accurate information about your current personal circumstances and financial situation.

If you choose not to supply the required information or provide us with inaccurate information, the advice you receive may not be appropriate to your needs, objectives and financial situation.

You should read the warnings contained in the SOA, check any assumptions we make and review the basis for our advice carefully before making a decision about whether to proceed with the advice. You should also obtain and read any relevant product disclosure statements prior to applying for a financial product.

How will I pay for the services provided?

Your adviser's specific method of remuneration and fees, including referral fees, are detailed in their Adviser Profile. The exact remuneration and fee details will be disclosed to you in the SOA.

All fees will be payable to Lifespan. If your adviser's remuneration includes commission paid by a product provider, such commission payment will be made to Lifespan. Lifespan retains between 0% and 40% of all commissions and fees we receive. The remainder is passed on to your adviser.

How are any commissions, fees or other benefits calculated for providing the financial services?

The three stages of financial planning are Initial Advice, Implementation and Ongoing Reviews. There is usually a separate fee for each of the three stages. Your adviser's remuneration structure for each advice stage will be found in their Adviser Profile and the dollar value disclosed to you in the SOA.

All commissions are payments made by the insurance product provider and are calculated as a percentage of the premium paid on insurance products. Commissions are of two types: (a) upfront or initial; and (b) ongoing or trail.

Fees can be based on: a percentage of funds invested or funds under advice, hourly rates multiplied by the hours worked, an agreed dollar amount for the value of the specific service being performed, or a combination of these.

The typical ranges of commission and fee rates for investments and insurance products are as follows.

Upfront fees can vary between nil and 5.5% on investment products. Example: \$100,000 invested in a wrap service may involve an upfront fee payment of say 3% or \$3,000 which could be deducted from your investment account and paid to Lifespan, leaving a net investment of \$97,000.

Ongoing fees can be collected by platforms and other product providers and percentage-based fees can be up to 2% pa, but normally in the range of 0.5% to 1.5% pa depending on the size of the portfolio. Example: A portfolio of \$300,000 may be

subject to an ongoing portfolio review fee of 1% per annum paid quarterly. This would amount to \$3,000 per annum.

Upfront commissions can be up to 66% of the premium paid on insurance products.

Ongoing commissions can be up to 33%.

The precise amount of all these commissions and any other fees charged will be disclosed in your SOA.

What should I know about any risks of the investments or investment strategies you recommend to me?

Lifespan advisers may only recommend to you investment products that are researched, analysed and approved by Lifespan. Your adviser should explain any significant risks of investments and financial planning strategies. If the adviser does not do so, you should contact us to explain those risks to you.

Who do I complain to if I have a problem with your services?

If you have a complaint about the service provided to you, you should take the following steps:

1. We believe that the people involved are best placed to resolve the complaint in a fair, timely and effective manner. Therefore, you should firstly contact your adviser and tell your adviser about your complaint.
If your complaint is not satisfactorily resolved within 3 business days, it will be passed on to our Complaints Officer.
2. You can also lodge a complaint directly with our Complaints Officer by telephone on (02) 9252 2000 or, in writing by email to advice@lifespanfp.com.au or at Level 23, 25 Blich Street, Sydney NSW 2000. We will try to resolve your complaint quickly and fairly.
In either case, you will receive an acknowledgement of your complaint within 24 hours of lodging and a response to the complaint no later than 45 calendar days after receiving the complaint. This will change to 30 days from 5 October 2021.
3. If you still do not receive a satisfactory outcome, you have the right to complain to the Australian Financial Complaints Authority (AFCA) online at www.afca.org.au, by email at info@afca.org.au or on the free call number -1800 931 678. You can also write to AFCA at:
Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001
Lifespan is a member of AFCA.

Our full Complaints Management Policy is available on our website or can be provided to you on request.

Lifespan Professional Indemnity Insurance and Compensation Arrangements

Lifespan holds Professional Indemnity Insurance that complies with the compensation arrangements under Section 912B of the Corporations Act. The Professional Indemnity Insurance policy we hold covers the financial services provided by Lifespan's past and present representatives, including our advisers, subject to the terms, conditions and exclusions of the policy wording. This insurance is not intended to cover product failure or general investment losses. Lifespan's policy covers loss or damage suffered by retail clients due to breaches by Lifespan or your adviser of their respective obligations under Chapter 7 of the Corporations Act. This includes negligent, fraudulent or dishonest conduct.

What information do you maintain in my file and can I examine my file?

As a provider of financial services, we are subject to certain legislative and regulatory requirements, which necessitate us obtaining and holding detailed information, which personally identifies you and/or contains information or an opinion about you. In addition, our ability to provide you with a financial planning and advice service is dependent on us obtaining certain personal information about you.

We will collect information either directly from you or on your authority make investigations with others to obtain the information e.g. other professional advisers, accountant, superannuation fund, insurance and investment providers, etc.

The primary purpose for the collection, maintenance and use of your personal information is to adequately provide to you the services you have requested.

If you do not disclose the information then the services may not be provided to you adequately or at all.

We maintain a record of your personal profile including details of your personal objectives, financial position and needs. We also maintain records of any recommendations made to you. We are committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. If you wish to examine your file please ask us. We will make arrangements for you to do so.

Our Privacy Policy

We are committed to protecting your privacy. We use the information you provide us to advise you on your financial circumstances, goals and strategies. We provide your information to the product issuers with whom you choose to deal (and their representatives).

We do not trade, rent or sell your information or disclose it to overseas recipients. We may disclose your information to recipients in Poland for the purpose of preparing a SOA. If a recipient is not regulated by laws which protect your information in a way that is similar to the Privacy Act, we will seek your consent before disclosing your information to them.

Our business is governed by legislation protecting your personal information, including the Privacy Act 1988 and Australian Privacy Principles (APPs).

Our privacy policy is available on our website or on request from us direct as detailed below.

Contact Us

If you have any further enquiries please contact:

Lifespan Financial Planning Pty Ltd
Suite 3, Level 23, Bligh Chambers, 25 Bligh Street
Sydney NSW 2000

Postal Address:
PO BOX R686
Royal Exchange
Sydney NSW 1225

Telephone: (02) 9252 2000
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advice@lifespanfp.com.au

Lifespan Financial Planning Pty Ltd
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Australian Financial Services Licence No: 229892
www.lifespanfp.com.au

Additional Privacy Information

Further information on privacy in Australia may be obtained by visiting the website of the office of the Australian Information Commissioner at www.oaic.gov.au



Security, Growth & Understanding

