



## 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><b>Alex Scarfone</b> is an Authorised representative (ASIC No.298857) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Investmentatdvice Solutions 30 /205 Port Hacking Road Miranda NSW 2228 Tel: 02 8208 7005 Fax: 02 8215 0531 Mobile: 0405 807170 Email: alex@investmentadvice.net.au</p>
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### Your Adviser

Alex Scarfone is a Certified Financial Adviser and Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and is Trading as Investmentatdvice Solutions ABN: 65 794 571 022 BN 98298958 NSW.

### Your Adviser's Authorisations

Alex 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
- Investments and funeral bonds
- Retirement Savings Account Products
- Securities
- Superannuation including SMSF
- Margin Lending

Alex is registered with the Tax Practitioners Board.

This means that Alex 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.

### Your Adviser's Experience

Alex completed his secondary schooling in 1991 and has spent the last 23 years advising clients on all sorts of financial matters. Over that period of time Alex has completed a diploma of Business, Diploma of Financial Planning and achieved the internationally recognised Certified Financial Planner Status. The Certified Financial Planner Status is professionally recognised and is the highest level that a Financial Planner can achieve in this country.

Alex, also hold Senior Associate membership with Finsia and was involved in assisting Carlton and United Breweries with their restructure in 2004/2005.

Alex worked with the Commonwealth Bank of Australia for 11 years before deciding to commence his own advice practice under the Commonwealth Bank Subsidiary, Financial Wisdom. He was with this organisation for over 14 years

Whilst in this role, Alex gained valuable experience advising hundreds of clients on a wide variety of financial planning issues and due to the closure of the Financial Wisdom Dealer Group left to join Lifespan.

To put it quite simply, you are in good hands

## Cost of Advisory Services

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

Alex 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 the funds under advice or from the brokerage paid by the product issuers, or as per invoice. 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 Statement of Advice (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>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$800 to \$4,500
<b>Investment Portfolio Establishment</b>	
For the first \$100,000	3.00%*
*subject to minimum charge of \$800	
For the next \$100,000	2.00%
On the next \$300,000	1.50%
On the next \$500,000	1.00%
For the remainder (>\$1M)	0.50%
<b>Annual Portfolio Management &amp; Review</b>	
Annual Review Service	
Less than \$200,000*	0.85%
Between \$200,000 - \$500,000	0.80%
Greater than \$500,000	0.75%
*subject to minimum charge of \$800	
Ongoing Monitoring and Review	Negotiable
<b>Insurance</b>	
Upfront commission	Up to 66%*
Ongoing commission	Up to 33%*
*% 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 10% and pays Alex Scarfone trading as Investment@dvce Solutions the remaining 90%.**

## Fee Examples:

### Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$800, of which \$80 is retained by Lifespan and \$720 is paid to Alex Scarfone trading as Investment@dvce Solutions. Should you proceed with the advice, the establishment fee could be \$3,000, of which \$300 is retained by Lifespan and \$2,700 is paid to Alex Scarfone trading as Investment@dvce Solutions. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$850 per annum, of which \$85 is retained by Lifespan and \$765 is paid to Alex Scarfone trading as Investment@dvce Solutions.

### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$800 of which \$80 is retained by Lifespan and \$720 is paid to Alex Scarfone trading as Investment@dvce Solutions. 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, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$990, of which \$99 is retained by Lifespan and \$891 is paid to Alex Scarfone trading as Investment@dvce Solutions. The maximum ongoing commission for the Upfront Option is currently 22% per annum which would result in a payment of \$330 per annum for as long as the policy remains in force, of which \$33 is retained by Lifespan and \$297 is paid to Alex Scarfone trading as Investment@dvce Solutions. Where a level commission option is selected it could be as much as 33% or \$495, of which \$49.50 is retained by Lifespan and \$445.50 is paid to Alex Scarfone trading as Investment@dvce Solutions.

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, the commission is returned to the product issuer by Lifespan.

### **Referral Fees**

Alex may pay the person who referred you to us a fee or commission in relation to that referral. If the referrer receives a fee or commission, we will tell you in the Statement of Advice who will receive that fee or commission and the amount they will receive.