

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.

Southern Cross Financial Planning Pty Ltd

is a Corporate Authorised Representative (ASIC No.1008895) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

John Allenspach is an Authorised representative (ASIC No.331623) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

53 Dickinson Street, Charlestown NSW 2290

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Your Adviser

John Allenspach is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and Director of Southern Cross Financial Planning Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

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

Southern Cross Financial Planning Pty Ltd and John Allenspach are both registered with the Tax Practitioners Board.

This means that John 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. John can also assist with Aged Care financial advice.

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

Your Adviser's Experience

John graduated with a Bachelor of Business degree from the University of New England in 1994, and holds a Diploma of Financial Services (Financial Planning) from Deakin University. John is a member of the Association of Financial Advisers, and is a Justice of the Peace.

John has been in the financial services industry for 20 years, starting with RetireInvest as a marketing manager in 1998, moving into a financial planning role soon after. In July 2015, after having worked as a financial planner for over 15 years in larger financial planning organisations, John established Southern Cross Financial Planning Pty Ltd in Charlestown NSW, of which he is Director.

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 fee based on a percentage of funds under advice or from the brokerage paid by the product issuers or as 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 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)	\$1,100 to \$12,000
Hourly Rate & Flat Fee	\$220 P.H. \$500 to \$12,000
Investment Portfolio Establishment / Implementation	\$1,100 to \$12,000
Annual Portfolio Management & Review Annual Review Service > \$500,000 Between \$200,000 - \$500,000 < \$200,000 *subject to minimum charge of \$550	1.10% 2.20% 3.30%*
A flat dollar fee may also be charged which is negotiable	\$500 to \$12,000
Insurance Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 77%* Up to 22%*

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 5% and pays Southern Cross Financial Planning Pty Ltd 95%. John receives a salary and as a director/shareholder of Southern Cross Financial Planning 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 \$2,000, of which \$100 is retained by Lifespan, \$1,900 is paid to Southern Cross Financial Planning Pty Ltd. If you invest \$100,000 the establishment

fee could be \$2,000, of which \$100 is retained by Lifespan, \$1,900 is paid to Southern Cross Financial Planning Pty Ltd.

If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$3,300 per annum, of which \$165 is retained by Lifespan, \$3,135 is paid to Southern Cross Financial Planning Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,500 of which \$75 is retained by Lifespan, \$1,425 is paid to Southern Cross Financial Planning Pty Ltd. 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 77%, the upfront payment to Lifespan would be \$1,155, of which \$58 is retained by Lifespan, \$1,097 is paid to Southern Cross Financial Planning 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 \$16 is retained by Lifespan, \$314 is paid to Southern Cross Financial Planning Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$25 is retained by Lifespan, \$470 is paid to Southern Cross Financial Planning 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

John 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.