

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.

Alan Giumelli Global Marketing Pty Ltd

is a Corporate Authorised Representative (ASIC No253158) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

James Farmer is an Authorised Representative (ASIC No.1306643) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

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Your Adviser

James Farmer is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a Director of **Alan Giumelli Global Marketing Pty Ltd trading as Alan Giumelli Financial Services, ABN 38 063 909 320**, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



Your Adviser's Authorisations

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

- Basic Deposit Products
- Non-Basic Deposit Products
- Government Debentures, Stocks and Bonds
- Life Insurance Investment Products
- Life Insurance Risk Products
- Managed Investments
- Retirement Savings Account Products
- Securities
- Superannuation (excluding Self-Managed Superannuation Funds)

This means that James 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.

Your Adviser's Experience

James holds a Bachelor of Business (Accounting) and a Graduate Diploma of Financial Planning from the Queensland University of Technology.

James began his professional career as an Accountant in 2011 and made the transition into the Financial Services Industry in 2018.

Under the tutelage of Alan Giumelli, James has been advising clients about managing their wealth including investments, superannuation, retirement incomes, estate planning and their personal insurances needs.



Cost of Advisory Services

An initial meeting to discuss your financial circumstances from \$330.00. At this meeting James will establish how he can assist you and gather the information required to prepare a financial plan.

James will discuss the fee basis with you and agree on the method of charging prior to any advice which 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

Preparation of Statement of Advice	From \$2,200 to \$5,500
Further Advice (Review(s)) On all Investable Balances *Subject to minimum charge of \$2600 Unless otherwise agreed	1.10%
Hourly Rate	\$330
Insurance 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 0% and pays Alan Giumelli Global Marketing 100%.

James is paid a salary and as a director of Alan Giumelli Global Marketing 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 \$300,000, the SoA fee could be \$3000, of which \$0 is retained by Lifespan, \$3300 is paid to Alan Giumelli Global Marketing. If you maintained the investment and assuming the balance of the investment remains at \$300,000, the annual review fee will be \$3300 per

annum, of which \$0 is retained by Lifespan, \$3300 is paid to Alan Giumelli Global Marketing

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$2,200 of which \$0 is retained by Lifespan, \$2,200 is paid to Alan Giumelli Global Marketing.

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 \$0 is retained by Lifespan, \$990 is paid to Alan Giumelli Global Marketing. 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 \$0 is retained by Lifespan, \$330 is paid to Alan Giumelli Global Marketing. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$0 is retained by Lifespan, \$495 is paid to Alan Giumelli Global Marketing

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.