

21 April 2023

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 21 April 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.

Aquinance Pty Ltd

is a Corporate Authorised Representative (ASIC No.1289448) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Ben Crowe is an Authorised Representative (ASIC No.294134) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

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Your Adviser

Ben Crowe is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Aquinance Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Ben fell in love with finance after winning the ASX Victorian Schools Sharemarket game in 1999. Pursuing his passion, Ben studied financial planning at RMIT University from 2001 to 2004 after completing his secondary education. Outside of professional life, Ben is a family man, an avid learner, enjoys running on the beach & is a dyed-in-the-wool Hawthorn Hawks fan.

Your Adviser's Authorisations

Ben 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 (All)
- Margin Lending
- Tax (financial) advice services

This means that Ben can assist you in meeting your financial planning needs and objectives in these areas, which include superannuation and retirement planning, savings and investments as well as personal insurance and tax (financial) advice services.

Other Services

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

Your Adviser's Experience

Ben has 20 years of experience working across privately-owned financial advice firms. Ben has been providing tailored solutions to clients as a licensed adviser for the past 17 years.

Ben holds a Bachelor of Business (Financial Planning) with Distinction from RMIT University completed in 2004 and attained the Self-Managed Superannuation Fund (SMSF) accreditation through Kaplan. Ben is a member of the Association of Financial Advisers (AFA).

Ben is passionate about his life's work and making a difference. He works with clients preparing for retirement including retirees looking to preserve their assets and generate sustainable lifestyle income and young professionals and business owners looking to protect and grow their wealth. Ben has specialist knowledge in the areas of superannuation including SMSF, investment strategy & portfolio management, risk management

including insurance, tax planning, retirement and estate planning.

Ben's friendly rapport makes clients feel at ease planning their financial future with him and he founded Aquinance to create a trusted home for transparent, tailored financial services.

Cost of Advisory Services

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

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

Payment will be charged by way of a fee based on the funds under advice or from the brokerage paid by the product issuers, or via an invoice issued directly to you. A fee for portfolio preparation or investment recommendations 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 value, complexity and structure, or as a fixed dollar amount as agreed between you and Ben.

The basis of the fee calculation for your SoA will be agreed upon by 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 Simple Statement of Advice (SoA)	\$2,200 to \$3,300
Preparation of Comprehensive Statement of Advice (SoA)	\$3,300 to \$5,500
Preparation of Premium Statement of Advice (SoA)	\$5,500 to \$7,700
Implementation of Advice (applicable to initial advice implementation only or once-off transactions only)	\$550 to \$3,300
Annual Portfolio Management & Review Service Over \$1,000,000 \$500,000 - \$1,000,000 \$250,000 to \$500,000 \$0 to \$250,000 *Subject to a minimum charge of \$2,200 per annum.	0.55% 0.66% 0.88% 0.99%
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.

Ben may also charge as an ad-hoc fee of \$400 plus GST per hour for work completed.

All fees are payable to Lifespan. Lifespan retains 15% and pays Aquinance Pty Ltd 85%. Ben receives a salary and as a director of Aquinance Pty Ltd is entitled to a Director's drawing and/or profits disbursed.

Fee Examples:

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$2,200, of which \$330 is retained by Lifespan, \$1,870 is paid to Aquinance Pty Ltd. If you invest \$100,000 the implementation fee may be \$1,100, of which \$165 is retained by Lifespan, \$935 is paid to Aquinance Pty Ltd. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee may be \$2,200 per annum, of which \$330 is retained by Lifespan, \$1,870 is paid to Aquinance Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$2,200 of which \$330 is retained by Lifespan, \$1,870 is paid to Aquinance Pty Ltd. 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 \$148.50 is retained by Lifespan, \$841.50 is paid to Aquinance 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 \$49.50 is retained by Lifespan, \$280.50 is paid to Aquinance Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$74.25 is retained by Lifespan, \$420.75 is paid to Aquinance 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

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