

## ADVISER PROFILE

*Information about your Lifespan Adviser*

***This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 8 December 2023 and both documents should be read together. It states specific Adviser information and may assist you in making an informed decision.***

<p><b>RetireStrong Pty Ltd</b> is a Corporate Authorised Representative (ASIC No. 1235059) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><b>Kellie Tesolin</b> is an Authorised Representative (ASIC No. 304998) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>PO Box 199, Coorparoo Qld 4151 Tel: 3324 0320 Mobile: 0400 940 320 Email: <a href="mailto:kellie@retirestrong.com.au">kellie@retirestrong.com.au</a></p>
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### Your Adviser

Kellie Tesolin is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of RetireStrong Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

### Your Adviser's Authorisations

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

- Pensions
- Annuities
- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation
- Tax (financial) advice services

This means that Kellie 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.

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

Kellie's appointments and reviews can be at your home or a mutually agreed place.

### Your Adviser's Experience

In 2014, Kellie completed a Fellow Chartered Financial Practitioner (FChFP) and in June 2021 completed a Masters of Financial Planning (MFinPlan).

Kellie has worked in the financial services industry since 1999 and has been a financial adviser since January 2006.

Kellie's financial advising experience has varied from working in a large bank, a boutique financial services company and since September 2015, successfully run her own practice.

### Cost of Advisory Services

At the initial meeting Kellie will establish how she can assist you and gather the information required to prepare a financial plan.

Kellie 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 deduction from the funds under advice or from the commission paid by the product issuers, or as per 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.

<b>First Appointment / Educational Discussion</b> (if proceed with a Statement of Advice this fee is waived)	\$550
<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity and if existing client)	\$1,100 to \$4,400
<b>Investment / Super Portfolio Establishment documentation</b> Once off payment	\$550
<b>Annual Portfolio Management &amp; Review</b> Annual Review Service > \$1,000,000 Between \$750,000 - \$1,000,000 Between \$500,000 - \$750,000 Between \$250,000 - \$500,000 < \$250,000	  \$4,000 \$3,500 \$3,000 \$2,500 \$2,000
<b>Insurance</b> Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	 Up to 66%* Up to 22%*
<b>Centrelink</b> General assistance	\$880

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 8% and pays RetireStrong 92%. As Kellie is a director of RetireStrong she is entitled to a salary and 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 \$200,000, the SoA fee could be \$2,750 (including GST), of which \$220 is retained by Lifespan, \$2,530 is paid to RetireStrong. If you invest \$200,000 the establishment fee will be \$550, of which \$44 is retained by Lifespan, \$506 is paid to RetireStrong. If you maintained the investment and assuming the balance of the investment remains at \$300,000, the annual portfolio management & review fee will be \$2,500 per annum, of which \$200 is retained by Lifespan and \$2,300 is paid to RetireStrong.

##### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,100 of which \$88 is retained by Lifespan and \$1,012 is paid to RetireStrong. Should you proceed with the advice, then the SoA fee will be waived if the commission received is over the SoA fee. 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 \$1,800, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$1,188, of which \$95 is retained by Lifespan and \$1,093 is paid to RetireStrong. The maximum ongoing commission for the Upfront Option is currently 22% per annum which could result in a payment of \$396 per annum for as long as the policy remains in force, of which \$32 is retained by Lifespan and \$364 is paid to RetireStrong.

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.