



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.

Sage Outcomes Pty Ltd

is a Corporate Authorised Representative (ASIC No. 1297281) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Elizabeth Jane Powdrell

is an Authorised Representative (ASIC No.248607) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

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Your Adviser

(Elizabeth) **Jane Powdrell** is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of **Sage Outcomes Pty Ltd**, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



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

This means that Jane 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

Jane has been a financial planner since 1999 and has worked in the financial services industry since the mid 1980's. In that time, she has been providing holistic advice to her clients, encompassing the areas of superannuation, retirement, including Centrelink options, risk (personal insurance) and non-super investments. Financial planning can be complex, but Jane is able to provide simple strategies to these sometimes complex situations, so that her clients comprehend her advice and the benefits of it and feel protected and supported.

In her spare time, Jane enjoys singing in a choir, gardening, reading and anything to do with the beach.

Your Adviser's Authorisations

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



Other Services

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

Cost of Advisory Services

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

Jane will discuss the fee basis with you and agree on the method of charging prior to any advice 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 (SoA) (depending on complexity)	\$3,300 to \$8,800
Implementation Fee (depending on complexity and portfolio size)	No additional cost
Further Advice (Review(s)) Ongoing advice based on complexity	\$3,300 to \$6,600
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 10% and pays Sage Outcomes Pty Ltd 90%. Jane receives a salary and as a director/shareholder of Sage Outcomes Pty Ltd 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 \$500,000, the SoA fee could be \$5,500, of which \$550 is retained by Lifespan, \$4,950 is paid to Sage Outcomes Pty. If you maintained the investment and assuming the balance of the investment remains at \$500,000, the annual review fee might be \$3,500 per annum, of which \$350 is retained by Lifespan, \$3,150 is paid to Sage Outcomes Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$5,500 of which \$550 is retained by Lifespan, \$4,900 is paid to Sage Outcomes Pty Ltd. Should you proceed with the advice, then the SoA fee will be waived if the commission received covers the cost of the Statement of Advice. 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, \$891 is paid to Sage Outcomes Pty Ltd and Jane will receive \$891. 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 \$33 is retained by Lifespan, \$297 is paid to Sage Outcomes Pty Ltd and Jane would receive \$297. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$49.50 is retained by Lifespan, \$445.50 is paid to Sage Outcomes Pty Ltd and Jane will receive \$445.50.

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.