

## 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 08 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.***

***The Trustee for SCFP Trust t/a Sydney City Financial Planning***

is a Corporate Authorised Representative (ASIC No. 1282967) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

**Tom Hancock** is an Authorised Representative (ASIC No. 462275) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

601a 152 Bunnerong Rd Eastgardens NSW 2036

Tel: 02 8347 6200

Fax: 02 8347 6201

Mobile: 0427 402 691

Email: tom.hancock@sydneycityfp.com.au

### Your Adviser

Tom Hancock is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Sydney City Wealth Management as the trustee for SCFP t/a Sydney City Financial Planning a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

### Your Adviser's Authorisations

Tom 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
- Tax (financial) advice services

This means that Tom 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.

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

### Other Services

Tom acts on behalf of Lifespan who is responsible for the advice given to you. However, he also operates a separate mortgage and finance business under an alternate Licensee (no.389087, Australian Credit Licence) which does NOT involve Lifespan in any way.

The alternate services provided are Mortgage and Finance broking services. Therefore, 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

Tom has been a director of Sydney City Financial planning since 2014. He has been working as a Financial Adviser since 2013. Tom understands the needs of his clients and enjoys forging long lasting client relationships based on integrity and trust.

- Diploma in Financial Planning (KAPLAN)
- SMSF Certificate (KAPLAN)

## Cost of Advisory Services

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

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

The actual fee charged to you will depend on the nature of the advice or service we provide. We will discuss and agree the actual fees with you before we proceed. The following section outlines the types of fees that may apply:

The fees charged for our advice and services may be based on a combination of:

- A set dollar amount; or
- A percentage-based fee.

Our agreed advice and service fees may include charges for:

- Statement of advice fee
- Implementation of advice fee
- Ongoing or fixed-term advice and services fee

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>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$1,100 to \$9,900
<b>Ongoing services (tiered percentage-based fee)</b>	
Annual Review Service	
For the first \$750,000*	0.66%
From \$750,000 to <\$1,500,00	0.44%
Over \$1,500,000	0.22%
*Subject to minimum charge of \$3,950 for an individual or \$5,950 for a couple	
OR	
<b>Ongoing or fixed-term advice and services (set dollar amount)</b>	\$3,950 per annum to \$9,900 per annum

<b>Insurance</b>	
Upfront commission	Up to 66%* Up to 33%*
Ongoing commission *% based on amount of premium and is paid by the insurance provider	

**All fees include 10% GST.**

**All fees are payable to Lifespan. Lifespan retains 13% and pays Sydney City Financial Planning 87%. As a director of Sydney City Financial Planning Tom is entitled to a Director's dividend if and when paid.**

### Fee Examples:

#### Example for Investment Products

If you receive advice regarding an investment of \$600,000, the SoA fee could be \$4,400, of which \$572 is retained by Lifespan, and \$3,828 is paid to Sydney City Financial Planning. If you invest \$600,000, the establishment fee could be \$2,750, of which \$357.50 is retained by Lifespan, and \$2,392.50 is paid to Sydney City Financial Planning. If you maintain the investment, and assuming the balance remains at \$600,000, the annual portfolio management & review fee will be \$3,960 per annum, of which \$514.80 is retained by Lifespan, and \$3,445.20 is paid to Sydney City Financial Planning.

#### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$2,200, of which \$286 is retained by Lifespan, and \$1,914 is paid to Sydney City Financial Planning. If the policy is cancelled in the first two years ('responsibility period'), you could 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 \$128.70 is retained by Lifespan, and \$861.30 is paid to Sydney City Financial Planning. 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 \$42.90 is retained by Lifespan, and \$287.10 is paid to Sydney City Financial Planning. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$64.35 is retained by Lifespan, and \$430.65 is paid to Sydney City Financial Planning.

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.