Lifespan
FINANCIAL PLANNING

8 December 2023

ADVISER PROFILE

Information about your Lifespan Adviser

This Adviser Profile is issued by Lifespan Financial Services Pty Ltd (Lifespan) which holds Australian Financial Services Licence number 229892. This Adviser Profile forms part of the Lifespan Financial Services Guide 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 financial advice provided to you by the adviser.

Lifespan has authorised its authorised representative to provide this document to you.

Hillcrest Financial Planning Pty Ltd is a Corporate Authorised Representative (ASIC No 1286162) of Lifespan Financial Planning Pty Ltd (AFSL 229892) **Lindon Turnbull** is an Authorised Representative (ASIC No 309665) of Lifespan Financial Planning Pty Ltd (AFSL 229892).	Hillcrest Financial Planning Pty Ltd Suite 28, 35 Old Northern Rd, Baulkham Hills NSW 2153 Tel: 02 9639 0077 Email: lindon.turnbull@hillcrestfp.com.au

Your Adviser

Lindon Turnbull is a Financial Adviser and Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Hillcrest Financial Planning Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Lindon 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
- Margin Lending
- Tax (financial) advice services

This means that Lindon 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

Lindon completed his secondary schooling in 1989. Following travel, Lindon commenced studying in London at the London Guildhall University. He was awarded the degree of Bachelor of Arts with Second Class Honours (1st Division) in Economics in 1995.

Lindon has been working in the Financial Planning industry since 1999. He was awarded the Diploma of Financial Services (Financial Planning) in 2006 and became an Authorised Representative in 2007.

Lindon became a Certified Financial Planner with Financial Planning Association of Australia in 2018.

His expertise is in wealth accumulation, retirement planning and superannuation, especially the investment, taxation, and social security considerations of those areas.

Cost of Advisory Services

An initial meeting is $660 inc GST. The initial meeting allows you and Lindon to meet each other and decide if you want to proceed. There is no obligation to proceed. At this meeting Lindon will establish how he can assist you and gather the information required to prepare a financial plan.

The actual fee charged for the plan will depend on the nature of the advice or service provided. Lindon will discuss and agree the actual fees with you before he proceeds. The following section outlines the types of fees that may apply.

The fees charged may be based on a combination of:

- A set dollar amount or
- A percentage-based fee.
- An hourly rate.

The agreed advice and service fees may include charges for:

- Initial advice or
- Fixed Term Agreement
- and services.

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.

Preparation of Statement of Advice (SoA) (depending on complexity)	Between $3,300 and $55,000
Implementation fee A flat dollar fee to implement the recommendations as per the SOA	Between $3,300 and $55,000
Fixed Term Agreement A flat dollar annual fee to cover annual review of your strategy and investments	Up to $55,000 pa
Insurance Upfront commission Ongoing commission * % based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*
Consultancy Where ad hoc consultancy is required, we charge an hourly rate. We will provide an estimate and obtain your agreement before proceeding	$660 per hour

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 8% and pays Hillcrest Financial Planning Pty Ltd 92%. Lindon receives a salary/Director's drawing/ dividend if and when paid.

Fee Examples:

<u>Example for Investment Products</u>
If you receive advice the SoA fee could be $3,300, of which $264 is retained by Lifespan and $3,036 is paid to Hillcrest Financial Planning Pty Ltd.
Should you proceed with the advice, the implementation fee could be $3,300, of which $264 is retained by Lifespan and $$3,036 is paid to Hillcrest Financial Planning Pty Ltd**.**
If you maintain an investment, a Fixed Term Agreement could be $5,400 per annum, of which $432 is retained by Lifespan and $4,968 is paid to Hillcrest Financial Planning Pty Ltd.

<u>Example for Risk Products</u>
If you receive advice regarding insurance, the SoA fee could be $3,300 of which $264 is retained by Lifespan and $3,036 paid to Hillcrest Financial Planning Pty Ltd. If you proceed with the advice, then some or all of the SoA fee will be waived, up to the value of the commission received. 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 $79.20 is retained by Lifespan and $910.80 is paid to Hillcrest Financial Planning Pty Ltd. The maximum ongoing commission is currently 22% per annum which would result in a payment of $330 per annum for as long as the policy remains in force, of which $26.40 is retained by Lifespan and $303.60 is paid to Hillcrest Financial Planning Pty Ltd.

Where a level commission option is selected, it could be as much as 33%, or $495, of which $39.60 is retained by Lifespan, $455.40 is paid to Hillcrest Financial Planning 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.