

ADVISER PROFILE

Information about your Lifespan Adviser

This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 1 January 2020 and both documents should be read together. It states specific Adviser information and may assist you in making an informed decision.

<p>Generation Beyond Pty Ltd is a Corporate Authorised Representative (ASIC No.248107) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p>Stephen James is an Authorised Representative (ASIC No.249025) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>9 George St, North Strathfield NSW 2137 Mobile: 0438 806 028 Email: info@generationbeyond.com.au</p>
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Your Adviser

Stephen James is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Generation Beyond Pty Ltd a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Stephen 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

Generation Beyond Pty Ltd and Stephen are both registered with the Tax Practitioners Board.

This means that Stephen 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.

Other Services

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

Your Adviser's Experience

Stephen completed his tertiary education at Macquarie University where he was awarded a Bachelor of Economics Degree in 1995. Stephen has also completed a Diploma in Financial Planning through the FPA and has completed the following courses through Kaplan:

- DFP5v3 Tax for Financial Advising
- Self Managed Superannuation Funds
- Margin Lending
- Accredited Listed Product Adviser (ASX Securities)

Stephen has worked in the financial services industry as a Financial Adviser since 1999.

Cost of Advisory Services

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

Stephen 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 fee based on the funds under advice or from the brokerage 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.

Preparation of Statement of Advice (SoA) (depending on complexity)	\$660 to \$13,200
Investment Portfolio Establishment / Implementation	Starting from \$660
Annual Portfolio Management & Review Annual Review Service (depending on complexity) Quarterly and Semi Annual Review Service	\$2,640 to \$13,200 Negotiable
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 11% and pays Generation Beyond Pty Ltd 89%. Stephen receives a salary and as a director/shareholder of Generation Beyond Pty Ltd is entitled to a Director's drawing and/or dividend if and when paid.

Example for Investment Products

If you receive advice regarding an investment of \$200,000, the SoA fee could be \$1,100, of which \$121 is retained by Lifespan, \$979 is paid to Generation Beyond Pty Ltd. If you invest \$200,000 the establishment fee could be \$1,100 of which \$121 is retained by Lifespan, \$979 is paid to Generation Beyond Pty Ltd. If you maintained the investment and assuming the balance of the investment remains at \$200,000, the annual portfolio management & review service fee could be \$220 per month or \$2,640 per annum, of which \$290.40 is retained by Lifespan, \$2,349.60 is paid to Generation Beyond Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,100 of which \$121 is retained by Lifespan, \$979 is paid to Generation Beyond Pty Ltd. Should you proceed with the advice, and the policy is accepted, Generation Beyond Pty Ltd may waive or re-imburse the SoA fee or part thereof at their discretion and accept solely the commission payment from the insurer. 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 by the policy provider from Generation Beyond Pty Ltd.

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 \$108.90 is retained by Lifespan, \$881.10 is paid to Generation Beyond 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 \$36.30 is retained by Lifespan, \$293.70 is paid to Generation Beyond Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$54.45 is retained by Lifespan, \$440.55 is paid to Generation Beyond 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.