

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.

Our Firm

Stephen Dykes Financial Programming Pty Ltd is a Corporate Authorised Representative (ASIC No. 1273868) of Lifespan Financial Planning Pty Ltd (AFSL 229892) trading as **Atlas Financial Advisory**.

Address: 69 King Street WARNERS BAY NSW 2282

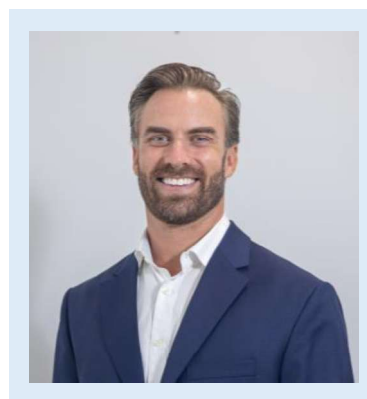
Tel: 02 4948 4912

Website: atlasfinancialadvisory.com.au

ATLAS
FINANCIAL ADVISORY

Your Adviser

James Dykes is a Financial Adviser, an Authorised Representative (ASIC No.1241537) of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Stephen Dykes Financial Programming Pty Ltd (SDFP), a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



Telephone contact: 02 4948 4912

Email: admin@dykesfinancial.com.au

Your Adviser's Authorisations

James 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

Other Services

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

Your Adviser's Experience

James has been practicing in the Financial Planning Industry since 2016, and achieved a Master in Financial Planning in January 2021.

Cost of Advisory Services

An initial meeting to discuss your financial circumstances is \$250.00 payable on securing your appointment, however, James reserves the right to waive this fee at his discretion.

At this meeting James will establish how he can assist you and gather the information required to prepare a Financial Plan.

A Retainer Fee of \$380 up to \$1,500 is payable to commence Research and Preparation of an Advice Document should you wish to transfer your Cover and



Investments from a previous Adviser. James also reserves the right to waive this fee at this discretion.

James 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)	\$3,800 to \$10,000
Initial Meeting Fee	\$250
Retainer Fee (to commence research and Preparation of Advice)	\$380 to \$1,500
Investment Portfolio Establishment For the first \$500,000 Over \$500,000 *Subject to minimum charge of \$1,000 **Max of \$10,000	1.30%* 1.10%*
Annual Portfolio Management & Review < \$500,000 Over \$500,000 *subject to minimum charge of \$1,000	1.30%* 1.10%
Hourly rate	\$420
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. For insurance fees and commissions, Lifespan retains 3.5% of any upfront commissions and pays SDFP 96.50%, Lifespan retains 4% of any trails and pays SDFP 96%.

For all other upfront fees Lifespan retains 10% and pays SDFP 90%, Lifespan pays SDFP 100% of all other ongoing Adviser Service Fees.

James receives 20% of all upfront payments made to SDFP. As an employee of SDFP, James receives a salary and as Director of SDFP, is entitled to a director's drawing and/or dividends if and when paid.

Fee Examples

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$3,800, of which \$380 is retained by Lifespan, \$3,420 is paid to SDFP and James will receive \$684. If you invest \$100,000 the establishment fee will be \$1,300, of which \$130 is retained by Lifespan, \$936 is paid to SDFP and James receives \$234. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$1,300 per annum, none of which is retained by Lifespan and \$1,300 is paid to SDFP.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$3,800 of which \$133 is retained by Lifespan, \$3,667 is paid to SDFP and James will receive \$733.40. Should you proceed with the advice, then the SoA fee will be waived. 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 \$34.65 is retained by Lifespan, \$764.28 is paid to SDFP and James will receive \$191.07. 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 \$13.20 is retained by Lifespan and \$316.80 is paid to SDFP. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$19.80 is retained by Lifespan and \$475.20 is paid to SDFP.

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.

Referral Fees

Stephen Dykes Financial Programming Pty Ltd may pay the person who referred you to us a fee or commission in relation to that referral. If the referrer receives a fee or commission, we will tell you in the Statement of Advice who will receive that fee or commission and the amount they will receive.