

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 21 April 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.

William (Bill) Pugh is an Authorised representative (ASIC No. 234899) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)	R W Financial Planning Abbey Court, Ground Floor 2/856-860 Old Princes Highway, Sutherland NSW 2232 Tel: 02 9545 3599 or Tel: 02 9542 3544 Mobile: 0407 072 763 Email: wpugh@rwfinancialgroup.com.au
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Your Adviser

Bill Pugh is a Financial Adviser and Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and is the director of R W Financial Group Pty Ltd trading as R W Financial Planning.

Your Adviser's Authorisations

Bill 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 Bill 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

Bill acts on behalf of Lifespan who is responsible for the advice given to you. However, he also operates separate businesses which do not involve Lifespan in any way. This includes: BFAA Accountants/Kirkby Taxation Services ABN 50 653 432 298 – accounting and taxation 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

Bill Pugh graduated with a Bachelor of Business from the University of Technology Sydney, in 1987 and then completed his professional year to become a Chartered Accountant. In 1999 he completed a Diploma of Superannuation Management through Macquarie University and the Association of Superannuation Funds of Australia Limited (AFSA). Bill also received a Graduate Certificate in Financial Planning from FINSIA.

Bill worked for a large firm of Chartered Accountants in Sydney. In June 1996, Bill commenced his own accounting practice. Whilst in this role, he has gained valuable experience advising hundreds of clients on a wide variety of financial planning and related issues.

Bill is also an approved SMSF auditor.

Cost of Advisory Services

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

Bill 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, a fee may also be charged. Ongoing advice that includes portfolio reviews is 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.

Hourly Rate	\$396
Preparation of Statement of Advice (SoA) (depending on complexity)	\$795 to \$5,950
Investment Portfolio Establishment	
For the first \$100,000	2.75% *
*subject to minimum charge of \$550	
For the next \$100,000	2.20%
On the next \$300,000	1.65%
On the next \$700,000	1.10%
For the remainder (>\$1M)	0.55%
Annual Portfolio Management & Review	
Annual Review Service	
> \$500,000	0.55%
Between \$200,000 - \$500,000	0.66%
< \$200,000	0.77%*
*subject to minimum charge of \$550	
Ongoing Monitoring and Review	Negotiable
Insurance	
Upfront commission	Up to 66%*
Ongoing commission	Up to 33%*
*% 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 25% and pays R W Financial Planning 75%. Bill receives a salary as a director of R W Financial Group Pty Ltd and is entitled to director's remuneration and/or dividends if and when paid.

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$2,000, of which \$500 is retained by Lifespan and \$1,500 is paid to R W Financial Group Pty Ltd. Should you proceed with the advice, the establishment fee could be \$2,750, of which \$687.50 is retained by Lifespan and \$2,062.50 is paid to R W Financial Group Pty Ltd. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$770 per annum, of which \$192.50 is retained by Lifespan and \$577.50 is paid to R W Financial Group Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$2,000 of which \$500 is retained by Lifespan and \$1,500 is paid to R W Financial Group 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 \$247.50 is retained by Lifespan and \$742.50 is paid to R W Financial Group Pty Ltd. The maximum ongoing commission for the Upfront Option 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 \$82.50 is retained by Lifespan and \$247.50 is paid to R W Financial Group Pty Ltd. Where a level commission option is selected it could be as much as 33% or \$495, of which \$123.75 is retained by Lifespan and \$371.25 is paid to R W Financial Group 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, the commission is returned to the product issuer by Lifespan.

Referral Fees

R W Financial Group 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.