

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.

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| <p>Retire Right Wealth Management Group Pty Ltd is a Corporate Authorised Representative (ASIC No. 001313239) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p>Dennis Koklas is an Authorised Representative (ASIC No.001000885) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p> | <p>Retire Right Wealth Management Group Ground Floor, Corporate One 84 Hotham Street Preston Vic 3072</p> <p>Mobile: 0409 954 788 Email: Dennis@retire-right.com.au</p> |
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Your Adviser

Dennis Koklas is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Retire Right Wealth Management Group Pty Ltd a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



Your Adviser's Authorisations

Dennis 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 Dennis 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

Dennis has been involved in financial services for over 20 years advising clients about managing their wealth including investments, superannuation, retirement incomes, estate planning and personal insurances.

Dennis holds the following formal qualifications:

- Graduate Diploma Financial Planning
- Advanced Diploma in Financial Services (Financial Planning)

Cost of Advisory Services

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

Dennis 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

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| Preparation of Statement of Advice (SoA) (depending on complexity) | \$0 to \$20,000 |
| Implementation Fee (depending on complexity and portfolio size) | \$0 to \$20,000 |
| Annual Portfolio Management and reviews | \$0 to \$20,000 |
| Hourly rate | \$880 |
| 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 7.5% and pays Retire Right Wealth Management Group 92.5%. Dennis receives a salary and as a director/shareholder of Retire Right Wealth Management Group Authorised Representative is entitled to a director's drawing and/or dividend 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 \$3,300, of which \$247.50 is retained by Lifespan, \$3,052.50 is paid to Retire Right Wealth Management Group Pty Ltd.

If you enter an ongoing fee arrangement of which the review fee may be \$3,500 per annum, an amount of \$262.50 is retained by Lifespan and the balance of \$3,237.50 is paid to Retire Right Wealth Management Group Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$3,300, of which \$247.50 is retained by Lifespan, \$3,052.50 is paid to Retire Right Wealth Management Group Pty Ltd. In some case if you proceed with the advice, then the SoA fee may 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 \$74.25 is retained by Lifespan, \$915.75 is paid to Retire Right Wealth Management Group 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 \$24.75 is retained by Lifespan, \$305.25 is paid to Retire Right Wealth Management Group Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$37.13 is retained by Lifespan, \$457.88 is paid to Retire Right Wealth Management 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 commission is returned to the product issuer by Lifespan.

Referral Fees

Retire Right Wealth Management Group Pty Ltd may pay the person who referred you to us a fee in relation to that referral which will be detailed in the SoA. Should we refer you to another provider, we may receive a fee for the referral.