

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.

TB Wealth Solutions Pty Ltd as Trustee for the TB Wealth Solutions Trust is a Corporate Authorised Representative (ASIC No.1242590) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Antony (Tony) Wray is an Authorised Representative (ASIC No.249789) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

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Your Adviser

Tony Wray is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of TB Wealth Solutions Pty Ltd as Trustee for the TB Wealth Solutions Trust a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Tony 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 Tony 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.

Other Services

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

Tony completed his secondary schooling in 1983 and then commenced a Bachelor of Business at Edith Cowan University in WA, completed in 1987. He completed his Diploma of Financial Services (Financial Planning) at Deakin University in 1999 and was appointed a Certified Financial Planner, CFP, in 2000. Tony is a fully qualified adviser and has met all education requirements.

Tony came to Sydney in 1992 where he commenced employment with National Mutual. Tony joined, White Robinson in 1993 where he grew the business and eventually fully owned and operated his own Australian Financial Services License. Tony sold White Robinson in 2012 where he continued to practise in the firm that bought it. In 2015 Tony took 6 months off, before setting up TB Wealth Solutions in mid- 2016.

Tony and TB Wealth Solutions were with MyPlanner Professional until June 2020 when they left to join Lifespan. Tony became a certified financial planner (CFP) in 2000 and continues to meet all industry education standards. Tony and his partner Lisa recently moved to Kingscliff in Northern NSW but Tony continues to service his clients around Australia with face to face meetings.

Cost of Advisory Services

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

Tony 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 fixed fee or from the brokerage paid by the product issuers, or as per fixed fee invoiced. A fee for portfolio preparation or, if investment recommendations are not implemented, may also be charged. Ongoing advice that includes portfolio reviews will be charged on fixed yearly fee basis which varies according to the portfolio amount, complexity and structure.

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)	\$3,300 to \$12,200
Annual Portfolio Management & Review Annual Review Service	\$1,650-\$33,000
Ongoing Monitoring and Review	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 5.5% and pays TB Wealth Solutions Pty Ltd 94.5%. Tony receives a salary and as a director/shareholder of TB Wealth Solutions Pty Ltd 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 \$500,000, the SoA fee could be \$3,300 of which \$181.50 is retained by Lifespan, \$3,118.50 is paid to TB Wealth Solutions Pty Ltd. If you maintained the investment and assuming the balance of the investment remains at \$500,000, the annual portfolio management & review fee will be \$4,400 per annum, of which \$242 is retained by Lifespan, \$4,158 is paid to TB Wealth Solutions Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,650 of which \$90.75 is retained by Lifespan, \$1,559.25 is paid to TB Wealth Solutions Pty Ltd. 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 \$54.45 is retained by Lifespan, \$935.55 is paid TB Wealth Solutions 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 \$18.15 is retained by Lifespan, \$311.85 is paid to TB Wealth Solutions Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$27.23 is retained by Lifespan, \$467.77 is paid to TB Wealth Solutions 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.