

03 October 2024

## 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 08 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.***

<p><b>Denaro Wealth Pty Ltd</b> is a Corporate Authorised Representative (ASIC No. 1263750) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p>	<p>Denaro Wealth Ground Floor, Corporate One 84 Hotham Street Preston VIC 3072</p>
<p><b>Natalino Lidestri</b> is an Authorised Representative (ASIC No. 456875) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Tel: 9070 0116  Email: admin@denarowealth.com.au</p>

### Your Adviser

Natalino Lidestri is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an director of Denaro Wealth Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

### Your Adviser's Authorisations

Nat 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
- Self-Managed Super Funds
- Tax (financial) advice services

This means that Nat 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

Nat is the Principal and Senior Financial Adviser at Denaro Wealth Pty Ltd. Nat has over 15 years' experience in the financial planning industry and has been providing advice since 2010. Nat holds the following formal qualification:

- Bachelor of Business (Financial Planning)
- Bachelor of Business (Accounting)
- Bachelor of Business (Financial Management/Marketing)
- Certificate IV Finance and Mortgage Broking



### Cost of Advisory Services

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

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$0 to \$11,000
<b>Advice Implementation</b> (This will vary depending on complexity and may be also incorporated within the Initial Advice Fee). This may also include once off administrative tasks e.g assistance with completing Centrelink applications etc.	\$0 to \$11,000
<b>Annual Portfolio Management &amp; Review</b> Annual Review Service	\$0-\$11,000 or in some case based upon lower account balances up to 1.10%.
<b>Insurance</b> Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*
<b>Ad Hoc Advice</b> Where you do not wish to participate in an ongoing advice fee arrangement but require ongoing advice on an ad hoc basis or any additional advice required.	an hourly fee of \$440

**All fees include 10% GST.**

**All fees are payable to Lifespan. Lifespan retains 5.00% and pays Denaro Wealth Pty Ltd 95.00%. Denaro Wealth receives 95.00% of this income which is then either paid to Nat as a salary, retained within Denaro Wealth Pty or distributed as a 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 \$165 is retained by Lifespan, \$3,135 is paid to Denaro Wealth Pty Ltd. If you enter into an ongoing fee arrangement of which the review fee may be \$2,640 per annum, an amount of \$172 is retained by Lifespan and the balance of \$2,468 is paid to Denaro Wealth Pty Ltd

#### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$3,300, of which \$165 is retained by Lifespan, \$3,086,135 is paid to Denaro Wealth 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 \$50 is retained by Lifespan, \$940 is paid to Denaro Wealth 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 \$17 is retained by Lifespan, \$313 is paid to Denaro Wealth Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$25 is retained by Lifespan, \$470 is paid to Denaro Wealth 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**

Denaro Wealth Pty Ltd may pay a referral fee to the Corporate Entity who referred you to us. If a referral fee is applicable, we will disclose the amount and the organisation in the Statement of Advice you will receive.

## Financial Services Guide Receipt

I/We confirm that a Lifespan Financial Services Guide has been provided to me/us together with an Adviser Profile.

Financial Services Guide Version is: FSG dated 8 December 2023.

Client Name	Client Signature	Date
-------------	------------------	------

Client Name	Client Signature	Date
-------------	------------------	------

Natalino Lidestri	Adviser Signature	Date
-------------------	-------------------	------

**OR**

I confirm that a copy of the Financial Services Guide dated 8 December 2023 was sent via **email/post** to:

Client Name/s:

Natalino Lidestri	Adviser Signature	Date
-------------------	-------------------	------