

## 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.**

### **Arrowroad Financial Planning Pty Ltd**

is a Corporate Authorised Representative (ASIC No. 1285229) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

**Mark Opie** is an Authorised Representative (ASIC No. 1005602) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

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### **Your Adviser**

Mark Opie is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee & director of Arrowroad Financial Planning Pty Ltd (Arrowroad), a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

### **Your Adviser's Authorisations**

Mark 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 Mark 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**

Mark has been helping clients achieve their goals since completing studies in 2006. The study included a Bachelor of Business (Banking & Finance) and the Graduate Diploma in Financial Planning (Finsia/Kaplan).

Mark has a wide breadth of experience, with some of Australia's largest Financial Planning groups such as Westpac, IRESS (Xplan) and People's Choice Credit Union. In December 2020 he commencing joining Lifespan and founded Arrowroad Financial Planning. He is passionate about helping clients achieve their financial goals so they have the financial freedom to enjoy all the great things life has to offer.

### **Cost of Advisory Services**

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

Mark 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 either as a fixed dollar amount as agreed between you and your adviser or on a percentage 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.

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$950 to \$7,700
<b>Annual Portfolio Management &amp; Review</b>	Up to 0.88% of Funds Under Management (Minimum \$1650 p.a.) Flat ongoing fee available by negotiation
<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%*

**All fees include 10% GST.**

**All fees are payable to Lifespan. Lifespan retains 15% and pays Arrowroad 85%. Mark receives a salary and as a director/shareholder of Arrowroad Financial Planning and 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 \$1,650, of which \$248 is retained by Lifespan, \$1,402 is paid to Arrowroad. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$1,650 per annum, of which \$248 is retained by Lifespan, \$1,402 is paid to Arrowroad.

[Example for Risk Products](#)

If you receive advice regarding insurance, the SoA fee could be \$950 of which \$143 is retained by Lifespan, \$807 is paid to Arrowroad. 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 \$149 is retained by Lifespan, \$841 is paid to Arrowroad. 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 \$50 is retained by Lifespan, \$280 is paid to Arrowroad. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$74 is retained by Lifespan, \$421 is paid to Arrowroad.

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**

Arrowroad Financial Planning 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.

Arrowroad Financial Planning may receive a fee or commission for referring you to Go4Loans if you elect to proceed with a loan application. If Arrowroad Financial Planning is paid a fee or commission you will be notified by Go4Loans.