



AP4 WEALTH

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.



### Alan Poric

Grad Dip FP, BBus(Acct/Fin)

0415 822 310

alan@ap4wealth.com.au

www.ap4wealth.com.au

AP4Wealth Pty Ltd t/as AP4Wealth is a Corporate Authorised Representative (ASIC No 1310163) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

## Your Adviser

Alan Poric is a Financial Adviser, an Authorised Representative (ASIC No 1263016) of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of AP4 Wealth Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

## Your Adviser's Authorisations

Alan 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 (All)
- Tax (financial) advice services

This means that Alan 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

Alan has been involved in financial services for nearly a decade in numerous roles managing clients wealth including investments, superannuation, retirement incomes, and personal insurances.

Alan holds a Graduate Diploma in Financial Planning in 2020 from Kaplan, following previous studies to complete a Bachelor of Business (Accounting/Finance) and Advanced Diploma of Financial Planning.

Outside of the office Alan enjoys spending time with his family and going to the beach. He has an extensive sports background and played tennis professionally before commencing university.

## Cost of Advisory Services

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

Alan 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 will be by way of a fee from the brokerage paid by the product issuers or as invoiced. A fee for plan preparation or, if investment recommendations are not implemented, may also be charged. Ongoing advice that includes portfolio reviews will be

charged as a fixed dollar amount as agreed between you and your adviser.

## Fee Schedule

Preparation of Statement of Advice (SOA). Depending on complexity	\$935-\$9,050
Annual Portfolio Management and Review	\$1,100- \$15,000
Insurance Upfront Commission Ongoing Commission * % based on amount of premium and is paid by the insurance provider	Up to 66% Up 33%
Ad Hoc Advice	The fee is for work that is not covered by the Annual Advice Agreement or ongoing arrangement will be \$440 / hr

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 10% and pays AP4 Wealth Pty Ltd 90%. Alan receives a salary from AP4 Wealth Pty Ltd. He also receives a share of the company profit in the form of distributions.

## Example for Investment Products

If you receive advice regarding an investment of \$200,000, the SoA fee could be \$3,300, of which \$330 is retained by Lifespan, \$2,970 is paid to AP4 Wealth Pty Ltd.

If you maintained the investment and assuming the balance of the investment remains at \$200,000, the annual review fee will be \$3,000 per annum, of which \$300 is retained by Lifespan, \$2700 is paid to AP4 Wealth Pty Ltd.

## Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,100 of which \$110 is retained by Lifespan, \$990 is paid to AP4 Wealth 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 \$99 is retained by Lifespan, \$891 is paid to AP4 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 \$33 is retained by Lifespan, \$297 is paid AP4 Wealth Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$49.50 is retained by Lifespan, \$445.50 is paid to AP4 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

AP4 Wealth 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.