



ADVISER PROFILE

Information about your AHR Adviser

About Your Adviser

Leon Staropoli is an Authorised Representative (ASIC No.001295001) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

Your Adviser's Authorisations

Leon 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
- * Tax (Financial) Advice services

This means that Leon can assist you in meeting your financial planning needs and objectives in these areas, including but not limited to personal insurances, saving and investment, and superannuation and retirement planning strategies.



Contacts

AHR Australia

Level 14, 330 Collins St Melbourne VIC 3000

Tel: 03 8691 3140

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Email: Leon.Staropoli@AHRPrivateWealth.com.au

AHR Private Wealth Pty Ltd trading as AHR Australia is a Corporate Authorised Representative

(ASIC No. 1003832) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

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Your Adviser's Experience

Leon has over 25 years of financial Services industry experience. This was built up during his time working in senior roles with ASG Friendly Society as well as a representative with a stint providing advice at the largest industry insurance and superannuation funds.

Leon holds several relevant qualifications including a Bachelor of Business as well as a Post Graduate Diploma in Financial Planning. Leon has completed all current requirements from the FASEA (Financial Adviser Standards and Ethics Authority) education standard. He is also a member of Financial Planning Association of Australia (FPA). The FPA being one of the largest professional communities of financial planners in Australia.

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.

Cost of Advisory Services

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

Leon will discuss the fee basis with you and agree on the method of charging before proceeding.

Payment will be either by way of a fee based on the funds under advice or as per invoiced.

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.



Cost of Advisory Services

Preparation of Statement of Advice (SoA) <i>(depending on complexity)</i>	\$550 to \$10,000
Annual Portfolio Management & Review <i>(depending on complexity)</i>	\$2,200 to \$15,000
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 8.5% and pays AHR Australia 91.5%. Leon receives a salary as an employee of AHR Australia and can be eligible for a bonus, subject to meeting his employment conditions. These include but are not limited to; complying with both legal obligations as well as company policies and procedures, providing a high level of service to clients, acting in the best interests of clients and client satisfaction.

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 21st 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.





Fee Examples:

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$1,450, of which \$123.25 is retained by Lifespan, \$1,326.75 is paid to AHR Australia.

If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$1,250 per annum, of which \$106.25 is retained by Lifespan, \$1,143.75 is paid to AHR Australia.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$550 of which \$46.75 is retained by Lifespan, \$503.25 is paid to AHR Australia. 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 \$84.15 is retained by Lifespan, \$905.85 is paid to AHR Australia. 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 \$28.05 is retained by Lifespan, \$301.95 is paid to AHR Australia. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$42.08 is retained by Lifespan, \$452.92 is paid to AHR Australia

This commission has what is called a 'responsibility period' imposed by the insurance 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

AHR Australia may pay the person who referred you to us a fee in relation to that referral. If the referrer receives a fee, we will tell you in the Statement of Advice who will receive that fee and the amount they will receive.

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