Lifespan FINANCIAL PLANNING Support and freedom to thrive, your way.

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.

Pathways2wealth Pty Ltd is a Corporate Authorised Representative (ASIC No. 1262687 of Lifespan Financial Planning Pty Ltd (AFSL: 229892)	Address:	Level 2 1006 Doncaster Road Doncaster East Vic 3109
	Tel:	03-9870 9275 (61)
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Niranjan (Neil) Ramjee is an Authorised Representative (ASIC No. 416586) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).	Email:	nramjee@pathways2wealth.com.au
	Web:	pathways2wealth.com.au

Your Adviser

Niranjan (Neil) Ramjee is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Pathways2wealth Pty Ltd a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Neil 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 Neil 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, Self-Managed Super Funds, retirement planning strategies, aged care and tax (financial) advice services.

Other Services

Neil acts on behalf of Lifespan who is responsible for the advice given to you. However, he also operates separate businesses under Alternate Licensee Loanworx Group which does NOT involve Lifespan in any way.
These include residential and commercial home loans asset finance through Pathways2wealth Mortgage Solutions Pty Ltd ABN 63 649 565 444 Credit Rep No 531177 Of Loanworx Group ABN 84 614 984 019.
Therefore, 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

Neil has been involved in financial services for over 15 years advising clients about managing their wealth including investments, superannuation, retirement incomes, estate planning and personal insurances.

Neil holds a Master of Business Leadership degree from the University of South Africa, Bachelor of Accounting (University of Zimbabwe), an

Advance Diploma of Financial Services as well as ICFS and SMSF course from the University of Adelaide.

Outside of the office Joe enjoys everything relating to sports, family and friends. He has an extensive sports background and has just picked up golf which he is currently mastering.

Cost of Advisory Services

An initial meeting to discuss your financial circumstances is $660.00. At this meeting Neil will establish how he can assist you and gather the information required to prepare a financial plan.

Neil 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 can be collected through a platform, by direct debit or invoiced. A fee for the preparation of the Statement of Advice will be charged even if the recommendation is not implemented. For insurance, the commission may be paid by the insurance provider. Further advice that includes portfolio reviews may be charged on a percentage fee basis which varies according to the portfolio amount, or as a fixed dollar amount depending on the complexity and structure, as agreed with your adviser.

Fee Schedule

Initial Appointment	From $330 to $660
Preparation of Statement of Advice (SoA) (depending on complexity	From $3,300 to $7,700
Implementation Fee (depending on complexity and portfolio size)	From $1,980 to $4,400
Further Advice (Review(s)) *Subject to minimum charge of $2,200 Or a fixed fee (Custom)	Up to 1.1% Capped at $22,000
Hourly rate	$330
Insurance Upfront commission Renewal 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 7% and pays Pathways2wealth Pty Ltd 93%. Neil receives a salary and as a director/shareholder of Pathways2wealth 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 $4,400, of which $308 is retained by Lifespan and $4,092 will be paid to Pathways2wealth Pty Ltd.
If you invest $500,000 the implementation fee could be $1,980, of which $139 will be retained by Lifespan and $1,841 paid to Pathways2wealth Pty Ltd.
Assuming the investment maintains a balance of $500,000, the ongoing advice fees could be $5,500, of which $385 is retained by Lifespan and $5,115 paid to Pathways2wealth Pty Ltd.

Example for Risk Products

If you receive advice regarding insurance, the SOA fee could be $3,300, of which $231 is retained by Lifespan and $3,069 is paid to Pathways2wealth Pty Ltd.
Should you proceed with advice and prefer to pay advice fees by way of insurance product commission, then the SOA fees will be waived, to the extent the commission exceeds the minimum SOA fee.
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 and will be invoiced for this difference accordingly.

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 Lifespan would retain $69.30, $ 920.70 is paid to Pathways2wealth Pty Ltd.
The maximum renewal 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 $23.10 is retained by Lifespan and $306.90 is paid to Pathways2wealth Pty Ltd. Where a level commission option is selected, the ongoing commission could be as high as 33%, or $495, of which $34.65 is retained by Lifespan and $460.35 is paid to Pathways2wealth 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.