

## ADVISOR PROFILE

5 December 2016

<p><b>Evolve Financial Services Pty Ltd</b> is a Corporate Authorised Representative (419351) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><b>Esteban Garzon</b> is an Authorised representative (12337282) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p>	<p>Suite 8, Level 1, 33 Heatherdale Road, Ringwood Vic 3134</p> <p>Tel: 03 9873 5699 Fax: 03 9873 5611 Email: admin@evolvefinancial.com.au</p>
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*This Advisor Profile forms part of the Lifespan Financial Services Guide (FSG) dated 4 April 2016 and they should be read together. It states specific Advisor information and may assist you in making an informed decision.*

### Your Advisor

Esteban Garzon is a financial planner and an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan). He is an employee of Evolve Financial Services Pty Ltd, a Corporate Authorised Representative of Lifespan. Lifespan is the privately owned and operated holder of an Australian Financial Services License.

### Restrictions on Advice

Esteban has the same authorisation in relation to financial advice as the licensee, except that he is restricted from providing advice in relation to margin lending.

This means that Esteban can help you with saving and investment as well as superannuation and retirement planning strategies. He can assist you in meeting your financial planning needs and objectives.

Lifespan is a Professional Partner of the FPA (Financial Planning Association of Australia Limited) and as such abides by their Code of Ethics and Rules of Professional Conduct

### Your Advisor's Experience

Esteban completed his secondary schooling through Wellington Secondary College in 2004. He has been working in the Financial Services industry for over 7 years. He completed his Diploma of Financial planning at Holmesglen TAFE in 2014 and has furthered his education in this field by completing his Advanced Diploma in 2016

through Integrity Education. Throughout his years of work and life experiences, he has developed a keen understanding on different types of financial matters, how they can effect a client's life and how to best deal with these. Esteban has advised many clients in aspects of Financial Planning and is well versed in:

- Wealth creation
- Retirement Planning
- Risk Management
- Managed funds
- Superannuation

### Cost of Advisory Services

The cost of an initial meeting to discuss your financial circumstances will be borne by our practice. At this meeting Esteban will establish how he can assist you and gather the information required to prepare a financial plan.

Esteban 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 a percentage of funds under advice or from the brokerage paid by the product issuers. A fee for portfolio preparation or if investment

recommendations are not implemented may also be charged. Ongoing advice that includes portfolio reviews is charged 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)	\$0.00 to \$1,000.00
<b>Investment Portfolio Establishment</b> For the first \$100,000 *subject to minimum charge of \$550	2.75% *
For the next \$100,000	2.20%
On the next \$300,000	1.65%
On the next \$700,000	1.10%
For the remainder (>\$1M)	0.55%
<b>Annual Portfolio Management &amp; Review</b> Annual Review Service > \$500,000 Between \$200,000 - \$500,000 < \$200,000 *subject to minimum charge of \$550	0.55% 0.66% 0.77%*
Ongoing Monitoring and Review	Negotiable

**All fees include 10% GST.**

**All fees are payable to Lifespan. Lifespan retains 5% and pays Evolve Financial Services Pty Ltd 95%. Esteban is an employee of Evolve Financial Services and receives a salary. Esteban may also receive bonuses as part of his remuneration package.**

**Fee Examples:**

#### Example for Investment Products

If you invest \$100,000 the establishment fee will be \$2,750, of which \$137.50 is retained by Lifespan and \$2,612.50 is paid to Evolve Financial Services Pty Ltd. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee could be \$770 per

annum, of which \$38.50 is retained by Lifespan and \$731.50 is paid to Evolve Financial Services Pty Ltd.

#### Example for Risk Products

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 135%, the upfront payment to Lifespan would be \$2,025, of which \$101.25 is retained by Lifespan and \$1,923.75 is paid to Evolve Financial Services Pty Ltd. The maximum ongoing commission for the Upfront Option is currently 15% per annum which would result in a payment of \$225 per annum for as long as the policy remains in force, of which \$11.25 is retained by Lifespan and \$213.75 is paid to Evolve Financial Services Pty Ltd. Where a level premium option is selected it could be as much as 33%, or \$495, of which \$24.75 is retained by Lifespan and \$470.25 is paid to Evolve Financial Services 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**

Esteban 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.