

## ADVISER PROFILE

*Information about your Lifespan Adviser*

***This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 1 January 2019 and they should be read together. It states specific Adviser information and may assist you in making an informed decision.***

<p><b>Your Financial Future Pty Ltd</b>          is a Corporate Authorised Representative (ASIC No 432008) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><b>Michael Stratton</b> is an Authorised representative (ASIC No.312357) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>477 South Road Bentleigh VIC 3204          Tel: 9339 9339          Mobile: 0412 685 065          Email: Michaels@yourfinancialfuture.com.au</p>
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### Your Adviser

Michael Stratton is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Your Financial Future Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

### Your Adviser's Authorisations

Michael 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

Michael Stratton is registered with the Tax Practitioners Board.

This means that Michael 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.

### 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

Michael completed his secondary schooling and then completed an advanced Diploma of Financial Planning. He is currently completing a Bachelor Degree in Finance at Kaplan University

Michael initially worked with NAB before joining a mid-tier financial planning firm. Whilst in these roles, Michael gained valuable experience advising hundreds of clients on a wide variety of financial planning issues.

Michael established Your Financial Future in 2011 and has since help hundreds of clients work through their financial future.

### Cost of Advisory Services

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

Michael 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 or as 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 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.

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$1650 to \$5500
<b>Investment Portfolio Establishment</b>	1.1%  Or a set dollar amount to be Negotiated
<b>Annual Portfolio Management &amp; Review</b>	0.55% to 1.1%  Or a set dollar amount to be Negotiated
<b>Hourly Rate</b>	\$330
<b>Insurance</b> Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 77%* Up to 33%*

**All fees include 10% GST.**

**All fees are payable to Lifespan. Lifespan retains 6% and pays Your Financial Future Pty Ltd 94%. Michael, as director of Your Financial Future 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 \$100,000, the SoA fee could be \$1650, of which \$99 is retained by Lifespan, \$1551 is paid to Your Financial Future Pty Ltd . If you invest \$100,000 the establishment fee will be \$1100, of which \$66 is retained by Lifespan, \$1034 is paid to Your Financial Future. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$1100 per annum, of which \$66 is retained by Lifespan, \$1034 is paid to Your Financial Future Pty Ltd.

[Example for Risk Products](#)

If you receive advice regarding insurance, the SoA fee could be \$16500 of which \$99 is retained by Lifespan, \$1551 is paid Your Financial Future Pty Ltd. Should you proceed with the advice, then the SoA fee may 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 \$1500, assuming the highest commission for the Upfront Option is selected at 77%, the upfront payment to Lifespan would be \$1,155, of which \$69 is retained by Lifespan, \$1086 is paid to Your Financial Future 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 \$20 is retained by Lifespan, \$310 is paid to Your Financial Future Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$30 is retained by Lifespan, \$465 is paid to Your Financial Future 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**

Michael 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.