



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 1 July 2021. 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.

Anchor Wealth Pty Ltd

is a Corporate Authorised Representative (ASIC No.1254775) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Milad Rezaei is an Authorised Representative (ASIC No.467766) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

183 Melbourne St, North Adelaide, South Australia, 5006
Tel: 1300 561 820
Mobile: 0401 355 496
Email: milad@anchorwealth.com.au



Your Adviser

Milad Rezaei is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Anchor Wealth Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Milad 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
- Margin Lending

Anchor Wealth Pty Ltd and Milad are both registered with the Tax Practitioners Board.

This means that Milad 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 Milad is not acting as an authorised representative of Lifespan.

Your Adviser's Experience

The Director of Anchor Wealth Milad Rezaei has been a practicing Financial Adviser since 2014. Upon the completion of his Bachelor of applied finance degree at the University of South Australia, Milad knew he had

found his vocation, helping everyday Australian's from all walks of life achieve financial success and freedom.

Milad has crafted his expertise through years of education and experience, in addition to working alongside retiring Advisors focused on rigorous financial strategies.

Milad, being a strategy focused Advisor uncovers the factors motivating his clients wanting to seek change, further articulating the financial shortcomings if no action is taken.

Ultimately, clients benefit when the value of change far outweighs the investment made in financial advice. Milad believes a relationship should be established with a trusted Advisor when this value has been clearly demonstrated.

The strategies and products Milad recommends are devised to meet the goals and challenges of his clients.

Milad believes financial advice has the potential to alter one's life. Assisting his clients to have the ability to work because they want to, not because they must, has been his prime mission.

This strong belief drives him every day as an Advisor to help Australians achieve financial success.

Cost of Advisory Services

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

Milad 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 the funds under advice or from the brokerage paid by the product issuers, or as per 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.

Preparation of Statement of Advice (SoA) (depending on complexity)	\$3,300 \$7,700
Annual Portfolio Management & Review	1,700-

	\$3,300
Insurance	
Upfront commission	Up to 66%*
Ongoing commission	Up to 33%*
*% based on amount of premium and is paid by the insurance provider	

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 7.5% and pays Anchor Wealth 93.5%. Milad receives a salary and as a director/shareholder of Anchor Wealth 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 investments the SoA fee could be \$3,300, of which \$247.50 is retained by Lifespan, \$3,052.50 is paid to Anchor Wealth. If you maintained the investment and opted to receive ongoing financial advice the annual portfolio management & review fee will be \$1,700.00 per annum, of which \$127.50 is retained by Lifespan, \$1,572.50 is paid Anchor Wealth.

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 66%, the upfront payment to Lifespan would be \$990, of which \$74.25 is retained by Lifespan, \$915.75 is paid to Anchor Wealth. 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 \$24.75 is retained by Lifespan, \$305.25 is paid to Anchor Wealth. Where a level commission option is selected, it could be as much as 33%, or \$495.00, of which \$37.13 is retained by Lifespan, \$457.88 is paid to Anchor Wealth. 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.