

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.

<p>Advance Wealth Specialists Pty Ltd as Trustee for Advance Wealth Specialists Unit Trust is a Corporate Authorised Representative (ASIC No.1296579) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p>Sahil Dogra is an Authorised Representative (ASIC No. 447928) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Advance Wealth Specialists Pty Ltd</p> <p>Office: 22 Terrene Terrace POINT COOK VIC 3030 Mobile: 0412 172 511 Email: sahil@advancews.com.au</p>
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Your Adviser

Sahil Dogra is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Advance Wealth Specialists Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



- Retirement Savings Account Products
- Superannuation (excluding Self Managed Superannuation Fund)
- Tax (financial) advice services

This means that Sahil 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 services.

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

Sahil has been working as a financial planner since September 2012. He has completed his Diploma of Financial Services and Master of Commerce (Financial Planning) from Deakin University in 2009.

Sahil initially trained as an engineer and worked for different organisations before starting with AMP Horizons program as trainee Financial adviser in September 2012.

Sahil remained with AMP Financial Planning working for boutique firm and then starting his own Financial advice business in November 2015. He remained with AMP Financial Planning until December 2020 when he left to join Lifespan Financial Planning.

Your Adviser's Authorisations

Sahil is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Life Products
- Managed Investment Schemes



Sahil and Sanjay have merged their business into Advance Wealth Specialists Pty Ltd on **01st May 2022** to continue supporting their client's needs. To help achieve client's pre-determined goals, they understand client's requirement, unique situation, use appropriate strategies that could provide an advantage to his clients over both short- and long-term period.

Cost of Advisory Services

Please refer to the Fee Schedule for detailed breakdown of advice fees and the services associated.

An initial Consultation charge is borne by Sahil to discuss your financial circumstances. At the end of the meeting, Sanjay will establish how he can assist you and gather the information required to prepare a financial plan. Sanjay will discuss the fee basis with you and agree on the method of charging prior to proceeding.

Sahil will charge **\$660.00 via Invoice** as commitment to proceed with Advice Preparation. This amount is deducted from the fee for preparation of the SoA, if that is requested within 12 months of initial consultation.

Payment will be either by way of fixed dollar amount based on the 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, a fee may also be charged. Ongoing advice or Annual Advice that includes portfolio reviews is charged on a fixed dollar amount 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.

Fee Schedule

Preparation of Statement of Advice (SoA) (depending on complexity)	\$50 to \$8,330
Ongoing Advice Fee with a review every 12 months	\$770 to \$6,468 per year
<ul style="list-style-type: none"> - Silver Ongoing Fee - Gold Ongoing Fee 	
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 6.0% and pays Advance Wealth Specialists Pty Ltd 94.00%. Sahil is entitled to a director's drawing and/or dividend if and when paid.

Fee Examples (Individual Clients):

[Example for Advice Fee Charged Upfront and Annual Agreement](#)

If you receive advice regarding an investment of \$100,000 from your savings, the SoA fee could be \$2,265, of which \$135.90 is retained by Lifespan and \$2,129.10 is paid to Advance Wealth Specialists Pty Ltd.

The annual portfolio management & review fee could be \$3,696 per annum, of which \$221.76 is retained by Lifespan and \$3,474.24 is paid to Advance Wealth Specialists Pty Ltd.

[Example for Risk Products](#)

If you receive advice regarding insurance, the SoA fee could be \$1,880 of which \$112.80 is retained by Lifespan and \$1,767.20 is paid to Advance Wealth Specialists Pty Ltd. 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 \$59.40 is retained by Lifespan and \$930.60 is paid to Advance Wealth Specialists Pty Ltd. The maximum ongoing commission for the Upfront Option is currently 22% per annum which would result in a payment of \$330 per annum for as long as the policy remains in force, of which \$19.80 is retained by Lifespan and \$310.20 is paid to Advance Wealth Specialists Pty Ltd. Where a level commission option is selected it could be as much as 33% or \$495, of which \$29.70 is retained by Lifespan and \$465.30 is paid to Advance Wealth Specialists 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, the commission is returned to the product issuer by Lifespan.



Referral Fees

Advance Wealth Specialists Pty Ltd. 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.

Advance Wealth Specialists Pty Ltd. has a referral agreement with Financeship Pty Ltd who offers mortgage broking services and pays a fixed amount of \$500 for every referral provided, subject to client agreeing to take up financial planning review of Super, Investments and Insurances and subjected to insurances getting approved and commissions being paid to Advance Wealth Specialists Pty Ltd.