

ADVISER PROFILE

Information about your Lifespan Adviser

This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 1 January 2020 and both documents should be read together. It states specific Adviser information and may assist you in making an informed decision.

Optimal Wealth Solutions Pty Ltd

is a Corporate Authorised Representative (ASIC No. 462419) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

John Raymond Walker is an Authorised Representative (ASIC No. 462420) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

Level 24, Three International Towers
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SYDNEY NSW 2000

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Your Adviser

John Walker is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Optimal Wealth Solutions Pty Ltd a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

John 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

Optimal Wealth Solutions and John are both registered with the Tax Practitioners Board.

This means that John 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

John completed his secondary schooling at Marcellin College, Randwick and then commenced a Bachelor of Commerce (with Credit) at UTS Sydney. John has also completed a Master of Commerce degree specialising in Finance at the University of New South Wales and also holds a Diploma of Financial Planning and Cert IV in Mortgage Broking.

John is a Certified Financial Planner and a member of the Financial Planning Association of Australia (FPA).

Prior to establishing Optimal Wealth in 2014, John held senior management positions with premier international banking institutions including Citigroup, BNP Paribas, Deutsche Bank and Bankers Trust advising other banks and multi-national corporations on their finance and structuring activities.

After leaving banking John decided to move into the financial planning space. As part of that John now assists a select number of clients on a broad range of financial issues.

The strength of John's engagement with clients lies in creating bespoke financial plans taking into long term goals, financial resources and the clients ever changing life circumstances to help them confidently plan for the future.

Cost of Advisory Services

An initial meeting to discuss your financial circumstances is free of charge. At this meeting John will establish how

he can assist you and gather the information required to prepare a financial plan.

John 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)	\$0 to \$10,000
Implementation Fee	\$0 to \$10,000 (no fee payable if a plan prep fee is paid above).
Annual Portfolio Management & Review	Up to 1.10% per annum
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 8% and pays Optimal Wealth Solutions 92%. John receives a salary and as a director/shareholder of Optimal Wealth Solutions is entitled to a Director's drawing and/or dividend if and when paid.

Example for Investment Products

If you receive advice regarding investments, the Implementation fee could be \$5,000, of which \$400 is retained by Lifespan, \$4,600 is paid to Optimal Wealth Solutions. If you maintained the investment and receive ongoing advice, assuming the balance of the investment is \$100,000, the annual portfolio management & review fee will be \$1,100 per annum (assuming 1.10% per annum), of which \$88 is retained by Lifespan, \$1,012 is paid to Optimal Wealth Solutions.

Example for Risk Products

If you take out a life insurance policy with an annual premium of \$1,000, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$660, of which \$52.80 is retained by Lifespan, \$607.20 is paid to Optimal Wealth Solutions. The maximum ongoing commission for the Upfront Option is currently 22% per annum which could result in a payment of \$220 per annum for as long as the policy remains in force, of which \$17.60 is retained by Lifespan, \$202.40 is paid to Optimal Wealth Solutions. Where a level commission option is selected, it could be as much as 33%, or \$333, of which \$26.64 is retained by Lifespan, \$303.36 is paid to Optimal Wealth Solutions.

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

John 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.