

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.

<p>Andrew Bonnici is an Authorised representative (ASIC No.222909) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Endgame Advice</p> <p>PO Box 91, Altona North VIC 3025. Mobile: 0404 945 013 Email: andrew@endgameadvice.com</p>
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Your Adviser

Andrew Bonnici is a Financial Adviser and Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan). He trades as Endgame Advice.

Andrew has worked in the Financial Services Industry since February 2001. In that time, he has worked with many different clients and prides himself on being able to explain difficult concepts in an accessible manner. He has seen many changes in the industry, mostly for the better, and has adapted to these changes. He offers a modern approach to financial planning tailored to different client needs.

He was born and bred in Melbourne, Australia and loves the culture and outdoor lifestyle that Victoria Offers. If he is not enjoying Melbourne's café and restaurant scene you might find him pursuing an outdoor activity like hiking, kayak fishing or walking his greyhound Albert. Or watching YouTube videos on hiking, kayak fishing and greyhound adoption.



Your Adviser's Authorisations

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

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Insurance Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation
- Margin Lending

Andrew is registered with the Tax Practitioners Board.



By being licensed in these areas he can assist you in meeting your financial planning needs and objectives in the following areas,

- Protecting you and your family's wellbeing using a combination of personal insurances including Life, Trauma or Income Protection.
- Helping you to save for your retirement using the most suitable superannuation product for you and eventually drawing a pension from Super to fund your lifestyle.
- Using a variety of non-superannuation products and strategies to help save you money and create wealth for a goal you may have or just to supplement your retirement savings.
- Using tax effective strategies to make sure you are getting the most value from your hard-earned income and using your capital and debt position to best advantage. This includes general property and mortgage advice and the use of negative gearing to recoup some tax paid throughout the year.

Your Adviser's Experience

Since 2001 Andrew has provided broad and comprehensive financial advice specialising Wealth Creation, Wealth Protection and Retirement Planning.

After working in medium sized companies, he established Endgame Advice. The goal was and remains to offer a more personalised advice experience to fewer clients rather than be part of a bigger machine trying to service a larger clientele.

His philosophy/approach to advising has always been "what would I do in the client's position but with my knowledge and expertise". He believes educating clients to make them more financially literate improves their overall advice experience and helps them feel "more in control".

Andrew has achieved the following qualifications.

- Bachelor of Commerce (Accounting and Finance) from Monash University
- Graduate Diploma in Financial Planning (Financial Services Institute of Australasia)

- Advanced Diploma of Financial Planning (Kaplan Institute)

Cost of Advisory Services

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

Generally, he will schedule another meeting to broadly discuss your options. During this meeting he will outline the applicable fees involved. A small fee (\$450) may be charged for this meeting depending on how much time it has taken him to evaluate your options. This fee will be rebated if you proceed to an advice document.

Financial advisers charge fees in two ways: an upfront fee for the initial advice and an annual ongoing fee for portfolio reviews and management. Andrew believes in charging a Fee for Service rather than a percentage-based amount.

Upfront payment may include the following.

- A fee for service based on the complexity of the advice document. The more complex the advice the larger the fee. The Statement of Advice Fee is charged for the time and effort involved in preparing the document. It is payable regardless of whether the advice is undertaken.
- Brokerage paid by the insurance product provider.
- A combination thereof.

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.

Ongoing Fees

- Endgame Advice offers clients a range of service packages.
- Each is based on an agreed to Fee for Service. The cost of the package is based on the amount of ongoing service provided.
- The ability to switch between service packages is offered yearly.

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Preparation of Statement of Advice (SoA) (depending on complexity)	\$1,100 to \$6,600
Implementation Fee	\$0 to \$3,300
Annual Portfolio Management & Review This amount depends on the amount of ongoing service and administration the client requires, the number of reviews requested per year and the size of the portfolio under management. A range of service packages are available.	\$660 to \$8,800 Special cases by negotiation. Most clients generally opt for service packages priced between \$1,980 to \$3300.
Insurance Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 22%*

remains in force, of which \$33 is retained by Lifespan, \$297 is paid to Endgame Advice.

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 2 years of inception commission is returned to the product issuer by Lifespan. **Thus, if the policy is cancelled in the first two years ('responsibility period') you will be liable for the portion of the commission clawed back.**

Referral Fees

If you were referred to Endgame Advice by another party Andrew Bonnici may pay the person/entity who referred you to us a fee in relation to that referral. If the referrer receives a fee, the amount will be disclosed within Statement of Advice.

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 10% and pays Endgame Advice 90 %

Fee Examples:

Example for Investment Products

If you receive advice regarding a basic investment portfolio the Statement of Advice Fee could be \$2,000, of which \$200 is retained by Lifespan while the remaining \$1,800 is paid to Endgame Advice. If you need and requested ongoing advice, and assuming you chose a basic service package the ongoing fee could be \$1200 of which Lifespan will retain \$120 and Endgame Advice will receive \$1,080.

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 \$99 is retained by Lifespan, \$891 is paid to Endgame Advice. 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