

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>Joe Vitale Financial Services Pty Ltd is a Corporate Authorised Representative (ASIC No. 237222) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p>Joseph Vitale is an Authorised Representative (ASIC No. 237786) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Level 1, 390 St Kilda Road, Melbourne Vic 3004 Tel: (03) 9820 3600 Mobile: 0419 666 999 Email: enquiries@jvfs.com.au</p>
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Your Adviser

Joseph Vitale is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and director of Joe Vitale Financial Services Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



- Securities
- Superannuation (excluding Self Managed Super Fund)
- Tax (Financial) Advice services

This means that Joe 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, including:

- Share Market Investments
- Indexed funds including ETF investments
- Managed Accounts SMA's
- Tax Effective Investments
- Superannuation, including Allocated Pensions, Rollovers, Annuities, Personal Superannuation, Company Superannuation
- Retirement Planning
- Referral to Estate planning advice
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance

Your Adviser's Authorisations

Joe 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



Your Adviser's Experience

Joe has been helping clients with financial advice since 1990.

After finishing studying, he joined a financial planning business and was asked to join as a Partner/Director by age 24. In the year 2000 he moved on to start his own financial planning group. Joe has completed the Advanced Diploma of Financial Services (Financial Planning), completed and passed the Financial Planners and advisers Code of Ethics 2019 exam (FASEA), has met and passed all accredited continuing professional development exams each year to maintain his professional education and license and is a member of the AIOFP Assoc of Independently Owned Financial Professionals. His expertise is in the areas of Superannuation and Retirement planning, Investment advice, Personal Insurance including Life, TPD, Income Protection, Trauma, Business partnership Insurance including Key man insurance and buy/sell insurance, Budgeting, and all aspects of general financial planning.

Joe knows that the most important thing in his business is making sure his clients are a priority and that's why the emphasis is on building strong, loyal, and trusted client relationships for the long term. His service proposition is to make sure he delivers on his promises to help his clients achieve their financial goals and objectives. This means diligent work in reviewing his client's needs annually or as required. Joe will use his professional knowledge and expertise to provide you with fair, honest and accurate advice, promptness in service and to work closely with you to ensure your satisfaction and maintain our ongoing service commitment to you.

In his spare time Joe likes to spend quality time with his family, playing a round of golf as much as possible, going for walks and bike riding and trying to keep fit with boxing and gym work. He also supports charities such as the Abbey Foundation & Heart Foundation.

Cost of Advisory Services

An initial telephone call to discuss your financial circumstances is NO charge. This is generally a 20min call to find out if Joe can help you and what type of advice you are looking for.

If you would like to have another meeting over Teams/Zoom or in person, Joe will establish how he can assist you and gather the information required to prepare a financial plan. There is a Fee for this meeting of \$330per hour over Teams/Zoom or in the office, However a higher fee would apply if Joe needed to come to your home or meet outside the office, the fee for this is generally \$400 plus gst or a fee that is agreed upon before the meeting. The fees can vary depending on certain factors including distance of meeting place, complexity of situation etc.

Joe will discuss the fee basis with you and agree on the method of charging prior to any advice is provided or cost

incurred. Also, fees are fully disclosed in the Statement of Advice and Product Disclosure Statements.

Payment can be collected through a platform, by direct debit or invoiced. A fee for the preparation of the Statement of Advice will be charged even if the recommendation is not implemented. For insurance, the commission may be paid by the insurance provider. Further advice that includes portfolio reviews may be charged on a percentage fee basis which varies according to the portfolio amount, or as a fixed dollar amount depending on the complexity and structure, as agreed with your adviser.

Fee Schedule

Preparation of Statement of Advice (SoA) (depending on complexity)	Min fee is \$3,300 to >\$10,000
Implementation Fee (depending on complexity and portfolio size)	Min fee is \$1,320 to >\$3,300
Further Advice (Review(s))	
Fixed fee	Min \$1,320 to >\$3,300
Hourly rate	\$330
Insurance	
Upfront commission	Up to 66%*
Renewal 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 0% and pays JVFS Pty Ltd 100%. Joe receives a fee as a director/shareholder of JVFS Pty Ltd is entitled to a Director's drawing and/or dividend if and when paid.

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$3,300, which is paid to JVFS in full. . If you invest \$100,000 the implementation fee could be will be \$1,320, which is paid to JVFS in full. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual review fee could be \$1,320per annum, which is paid to JVFS in full.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$3,3000 which is paid to JVFS in full. In some



cases, if 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 may be liable for the portion of the commission clawed back.

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, which is paid to JVFS and Joe will receive \$660. The maximum renewal 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, which is paid to JVFS. Where a level commission option is selected, it could be as much as 33%, or \$330, of which \$330 is paid to JVFS.

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

JVFS Pty Ltd may be paid a fee from Quay Finance for any referrals to Quay Finance for up to 30% of any commission paid to Quay Finance.