

ADVISER PROFILE

Information about your Lifespan Adviser



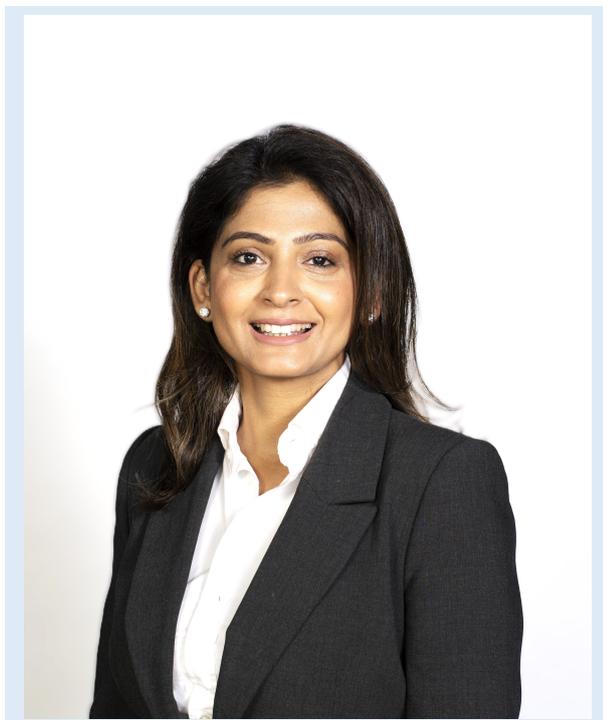
This Adviser Profile is issued by Lifespan Financial Planning Pty Ltd (Lifespan), which holds Australian Financial Service Licence number 229892. This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 8 December 2023. These documents should be read together. This document 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><i>LifeScope Wealth Advisory Pty Ltd trading as LifeScope Wealth</i> is a Corporate Authorised Representative (ASIC No.1312082) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><i>Sonal Gupta</i> is an Authorised Representative (ASIC No.1002755) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Suite 576, 44 Lakeview Dr, Scoresby, VIC, 3179 Mobile: 0479 155 444 Email: sonal@lifescopewealth.com.au</p>
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Your Adviser

Sonal Gupta is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a Director of LifeScope Wealth Advisory Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



ABOUT LIFESCOPE WEALTH

LifeScope Wealth – Your Partner in Financial Freedom

At LifeScope Wealth, we are dedicated to helping individuals, families, and businesses navigate the

complexities of financial planning with confidence and clarity. With years of expertise in the industry, our mission is to empower our clients to achieve their financial goals and live the life they envision. We take a client-centric approach, focusing on personalised strategies that reflect your unique circumstances, values, and aspirations

Client Value Proposition

At LifeScope Wealth, we believe that financial planning is not just about numbers—it's about shaping the future you desire. Our value proposition is built on three key pillars:

- 1. Personalised Financial Road map:** Every client is different, and so are their financial goals. We create customised, holistic financial plans that are as unique as you are, helping you move from where you are today to where you want to be tomorrow.
- 2. Long-term Partnership:** We are committed to fostering lasting relationships. Financial planning is not a one-time event, but a dynamic process. Our clients benefit from ongoing guidance and support as their financial needs evolve over time.
- 3. Financial Confidence:** We take the complexity out of financial decision-making. By providing clear, actionable advice, we enable our clients to make informed decisions that lead to long term financial security and peace of mind

Attributes of LifeScope Wealth

- **Client-Centric Approach:** We prioritise our clients' goals above all else. At LifeScope Wealth, you are not just a number, but a valued partner. We listen carefully to your needs and



aspirations to design solutions that are right for you.

- **Holistic Planning:** Our services go beyond simple investment advice. We offer comprehensive financial planning, covering everything from wealth management and retirement planning to estate, tax, and insurance strategies.
- **Expertise and Integrity:** With decades of collective experience in financial planning and wealth management, our team brings deep knowledge and a track record of success. We uphold the highest standards of ethics and transparency, ensuring that your financial well-being is always our top priority.
- **Tailored Strategies for Every Life Stage:** Whether you're starting your career, building wealth, preparing for retirement, or planning your legacy, we offer solutions tailored to every stage of life. Our flexible strategies evolve with you as your circumstances and goals change.

How Clients Benefit

By partnering with LifeScope Wealth, clients gain more than just financial advice, they gain a trusted adviser for life. Our clients enjoy:

- 1. Clarity in Financial Decision-Making:** We help simplify complex financial matters, giving you the confidence to make decisions that align with your long-term goals.
- 2. Proactive Financial Management:** LifeScope Wealth actively monitors and adjusts your financial plan, ensuring that you stay on track even as market conditions or personal circumstances change.
- 3. Goal Achievement:** Whether it's securing a comfortable retirement, funding your children's education, or preserving wealth for future generations, we help turn your financial dreams into reality.
- 4. Peace of Mind:** With LifeScope Wealth as your financial partner, you can rest easy knowing that your financial future is being expertly managed with your best interest in mind.

[At LifeScope Wealth, our goal is simple: to provide you with the tools, expertise, and support to achieve financial freedom and live the life you deserve.](#)

Your Adviser's Authorisations

Sonal 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 (including Self Managed Superannuation Fund)
- Tax (financial) advice services

This means that Sonal 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.

Your Adviser's Experience

With 21 years of experience in the financial services industry, Sonal has established a reputation as one of the most trusted and successful financial planners in the field. Over the past 13+ years, she has focused exclusively on financial planning, helping countless individuals and families achieve their financial goals and secure their financial futures.

Throughout her distinguished career, Sonal has been recognised for outstanding performance, having been awarded the prestigious "**Top Performing Planner**" accolade three times at a leading bank. This recognition reflects not only Sonal's technical expertise but also her commitment to providing exceptional client service.

Sonal specialises in developing tailored financial strategies that address clients' unique needs, ranging from retirement planning and investment management to tax-efficient strategies, risk management and estate planning. Her holistic approach ensures that every aspect of a client's financial life is considered and optimised for long-term success.

Driven by a passion for financial empowerment, Sonal builds strong, lasting relationships with clients, guiding them through every stage of their financial journey. With a deep understanding of both complexities of the market and the individual goals of clients, Sonal consistently delivers sound advice that leads to tangible results.

Whether working with seasoned investors or those just starting their financial planning journey, Sonal is committed to helping clients achieve peace of mind, financial security, and confidence in their financial future.

Sonal has been advising clients about managing their wealth including investments, superannuation, retirement incomes, estate planning and personal insurances.

Sonal holds a Master of Business Administration degree(MBA) majoring in Finance and an Advanced



Diploma of Financial Services (ADFS) from Kaplan. She also is an accredited adviser to provide advise in SMSF and Aged care.

Sonal is a member of the Financial Advice Association Australia.

Outside of the office Sonal enjoys everything relating to sports, family and friends and has just picked up pickle ball which she is currently mastering.

Other Services

Sonal, acts on behalf of Lifespan who is responsible for the advice given to you. However, In addition to the services provided under Lifespan as described above she is also an Accredited Mortgage Consultant. As a credit representative, she is authorised to provide mortgage and finance broking activities, including advising and assisting you to implement loan products and consumer leases. The full list of approved lenders is available on request but is not an exhaustive list of lenders who offer credit of the nature you may seek. Her CRN number is, CRN:(563669) and CRN LifeScope Wealth Advisory Pty Ltd (563670). Therefore, Lifespan is NOT responsible for advice and work associated with products and services where he/she is not acting as an authorised representative of Lifespan.

Cost of Advisory Services

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

Sonal 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

Initial Fees: These are fees paid when you have agreed to receive our advice:

Initial Service	Fee Amount
Initial Interview Collection of information and discussion of	Complimenta ry

advice required	
<p>Risk Assessment This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Discussion and explanation of different insurance products • Risk Needs Analysis - Determine how much insurance cover is required • Liaise with underwriting sta to pre-qualify the insurance • Recommendation of Insurance • SoA Preparation (up to 4 hours) • Implementation of Insurance (extra costs may be involved if multiple applications or complex underwriting - \$250 per policy) <p>*If advice is complex and takes longer than 4 hours, extra charges may apply</p>	From \$550* per client
<p>Basic Advice This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Superannuation establishment and/or consolidation • Wealth and lifestyle protection • Ordinary investments (e.g. Managed Funds) • SOA preparation (6 to 8 hours) • Implementation of policies (extra costs may be involved if multiple applications or complex underwriting - \$250 per policy) <p>*If advice is complex and takes longer than 8 hours, extra charges may apply</p>	From \$2750 - Single From \$3500 - Couple
<p>Intermediate Advice This Statement of Advice (SoA) fee incorporates:</p>	From \$2,500 -



<ul style="list-style-type: none"> • Superannuation establishment and/or consolidation (up to 2 funds) • Wealth and lifestyle protection (risk management) • Superannuation contribution advice (e.g. salary sacrifice) • Ordinary investments (e.g. Managed Funds) • Children's education funding requirements (e.g. insurance bonds) • Portfolio construction and re balance • Budget planning and cash ow management • Debt management (e.g. debt consolidation) • Estate planning • Maximising Centrelink entitlements • SoA preparation (10 to 12 hours) • Implementation of policies (\$250 per policy) <p>*If advice is complex and takes longer than 12 hours, extra charges may apply</p>	<p>Single</p> <p>From \$2,950 - Couple</p>
<p>Initial Service</p>	<p>Fee Amount</p>
<p>Comprehensive Advice</p> <p>This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Superannuation establishment and/or consolidation (more than 2 funds) • Wealth and lifestyle protection (risk management) • Superannuation contribution advice (e.g. salary sacrifice) • Ordinary investments (e.g. managed funds) • Children's education funding requirements (e.g. insurance bonds) • Portfolio construction and rebalance • Budget planning and cash ow 	<p>Starting from:</p> <p>\$3,950- Single</p> <p>\$4400- Couple</p>

<p>management</p> <ul style="list-style-type: none"> • Debt management (e.g. debt consolidation) • Estate planning • Gearing strategies (e.g. borrow money to build wealth or debt recycling) • Retirement or transition to retirement strategies • Maximising Centrelink entitlements • SoA preparation (12 hours plus) • Implementation of policies (\$250 per policy) 	
<p>Implementation Fee (depending on complexity and portfolio size)</p> <p>This is the fee applicable to implement the agreed recommendations in your statement of advice. This fee depends on the amount of work involved and will be fully disclosed in the statement of advice.</p>	<p>From \$1,980 to \$7,700</p>
<p>Transaction Only Services</p> <p>For any service provided without advice or agreeing to one of the listed packages this fee will apply.</p>	<p>\$395 per hour - minimum</p>



<p>SMSF Advice</p> <p>This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Help with Superannuation establishment and/or consolidation • Wealth and lifestyle protection within SMSF (risk management) • Superannuation contribution advice (e.g. salary sacrifice) • SMSF Estate planning • Retirement or transition to retirement strategies • Maximising Centrelink entitlements • SoA preparation x 2 – one for SMSF and one Personal for members • Implementation of policies (\$395 per policy) 	<p>Starting from \$5,500</p>
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All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 13% and pays the remainder to LifeScope Wealth Advisory Pty Ltd. Sonal receives a salary. As a Director of LifeScope Wealth Advisory Pty Ltd, she is entitled to a director's drawing and/or dividend, if and when paid.

Commission:

Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% of the premium amount (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST of the premium amount) on renewals. Commissions are not an additional charge to you; they are paid by product providers for insurance or investment policies.

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.

Annual Advice and Service Fees

We also offer the following services for an indexed period of 12 months:

Service	Fee Amount
<p>Standard Package</p> <p>(Recommended for less than \$350,000 investment value)</p>	<p>\$2,950 minimum - Single</p> <p>\$3,950 minimum - Couple</p>
<p>Premium Package</p> <p>(Recommended for \$350,000 plus investment value)</p>	<p>\$4,400 minimum - Single</p> <p>\$5,500 minimum - Couple</p>

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SOA fee could be \$2,750, of which \$358 is retained by Lifespan, \$2,392 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly (Sonal is paid salary/director drawings from LifeScope Wealth). If you invest \$100,000, the implementation fee will be \$1,980, of which \$257 is retained by Lifespan, \$1,723 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly.

If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual review fee will be \$2,950 per annum, of which \$384 is retained by Lifespan, \$2,566 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly.

Example for Risk Products

If you receive advice regarding insurance, the SOA fee could be \$550, of which \$72 is retained by Lifespan, \$478 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly.

However, if the policy is cancelled in the first two years ('responsibility period'), you will be liable for the portion of the commission that is 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 \$129 is retained by Lifespan, \$861 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly. The maximum renewal 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 \$43 is retained by Lifespan, \$287 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly.

Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$64 is retained by Lifespan, \$431 is paid to LifeScope Wealth Advisory Pty Ltd, and Sonal will receive \$0 directly.

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 insurer may claw back part or all of the commission previously paid. However, if the policy is cancelled in the first two years ('responsibility period'), you will be liable for the portion of the commission that is clawed back.

IMPORTANT FEE DISCLOSURES

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable. The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement. These prices should be used as a guide only. We will discuss your individual needs and agree on fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

IMPORTANT NOTICE

This Adviser Profile should be read in conjunction with the Lifespan Financial Services Guide (FSG) dated 8 December 2023. If you have not yet received a copy of the Financial Services Guide – Part 1, please ask your Adviser for a copy or contact Lifespan Financial Planning head office.

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