



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 1 July 2021. 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.

Consilium Wealth Management Pty Ltd

is a Corporate Authorised Representative (ASIC No. 001275422) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Nick Zaras is an Authorised representative (ASIC No.001000931) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

Consilium Wealth Management
Suite 122 UL 40 /1341 Dandenong Road,
Chadstone, VIC 3148
Mobile: 0410 515 885
Email: nick@consiliumwm.com.au

Your Adviser

Nick Zaras is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Consilium Wealth Management, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Your Adviser's Authorisations

Nick 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
- Margin Lending

Consilium Wealth management and Nick are both registered with the Tax Practitioners Board.

This means that Nick 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.

Your Adviser's Experience

Nick has been a financial planner since 2002 but has over 20 years of experience working in the financial services industry. Nick holds an Advanced Diploma of Financial Serviced, with a major in Financial Planning and a Masters in Financial Planning.

Cost of Advisory Services

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

Nick 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 a percentage of funds under advice or from the brokerage paid by the product issuers or as 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) (depending on complexity)	\$1,650 to \$9,990
Investment Portfolio Establishment	
For the first \$100,000	2.75% *
*subject to minimum charge of \$550	
For the next \$100,000	2.20%
On the next \$300,000	1.65%
On the next \$500,000	1.10%
For the remainder (>\$1M)	0.55%
Annual Portfolio Management & Review	
Annual Review Service	
> \$500,000	0.55%
Between \$200,000 - \$500,000	0.66%
< \$200,000	0.77%*
*subject to minimum charge of \$550	
Ongoing Monitoring and Review	Negotiable
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 Consilium Wealth Management 92%. Nick receives a salary and as a director/shareholder of Consilium Wealth Management Authorised Representative is entitled to a Director's drawing and/or dividend if and when paid.

Fee Examples:

[Example for Investment Products](#)

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$1650, of which \$132 is retained by Lifespan, \$1,518 is paid to Consilium Wealth Management. If you invest \$100,000 the establishment fee will be \$2,750, of which \$220 is retained by Lifespan, \$2,530 is paid to Consilium Wealth Management. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$2,200 per annum, of which \$176 is retained by Lifespan, \$2024 is paid to Consilium Wealth Management.

[Example for Risk Products](#)

If you receive advice regarding insurance, the SoA fee could be \$1,650 of which \$132 is retained by Lifespan, \$1,518 is paid to Consilium Wealth Management. Should you proceed with the advice, then the SoA fee will be waived. 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 \$1500, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$990, of which \$79.20 is retained by Lifespan, \$910.80 is paid to Consilium Wealth Management. 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 remains in force, of which \$26.40 is retained by Lifespan, \$303.60 is paid to Consilium Wealth Management. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$39.60 is retained by Lifespan, \$455.40 is paid to Consilium Wealth Management.

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

Consilium Wealth Management 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.