

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.

Well Insured (Wellinsured Pty Ltd)

is a Corporate Authorised Representative (ASIC No. 1306173) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Abraham Mohring is an Authorised Representative (ASIC No. 325475) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

5A Hartnett Close, Mulgrave VIC 3170

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Mobile: 0430 554 100

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Your Adviser

Abraham Mohring is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and an employee/director of Wellinsured Pty Ltd trading as Well Insured, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



Your Adviser's Authorisations

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

- Life Products
- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation (excluding Self Managed Superannuation Fund)
- Tax (financial) advice services

This means that Abraham 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

Abraham has been involved in financial services for over 15 years specialising in advising clients on their personal risk protection needs for most of this time. Abraham established Well Insured in 2015 as a specialist risk protection firm to better serve the needs of his clients.

Abraham holds a Bachelor's Degree in Financial Planning from RMIT University, is a member of the Financial Advice Association Australia (FAAA) and has also successfully passed the Financial Advisers Standards and Ethics Authority (FASEA) exam.

Abraham has a young family who keep him active outside of work. Besides spending time with family, Abraham enjoys mountain biking, basketball, and dancing.

Cost of Advisory Services

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

Abraham will discuss the fee basis with you and agree on the method of charging prior to advice being 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 may 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

Insurance Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*
Preparation of Statement of Advice (SoA) (depending on complexity)	\$0 to \$5,000
Implementation Fee (depending on complexity and portfolio size)	\$0 to \$5,000
Claims Handling For Income Protection Claims For Lump sum Cover Claims (Life, Total permanent Disability and Critical Illness or Trauma Cover Claims)	\$0-\$550 Up to 1.1% of the total claim amount
Further Advice (Review(s))	\$0 to \$5,000
Hourly rate	\$250

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 7% and pays Well Insured 93%. Abraham receives a salary and as a director/shareholder of Well Insured is entitled to a Director's drawing and/or dividend if and when paid.

Fee Examples:

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,000 of which \$70 is retained by Lifespan, \$930 is paid to Well Insured. Should you proceed with the advice, then any 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 \$1,500, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$990, of which \$69.30 is retained by Lifespan, \$920.70 is paid to Well Insured. 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 \$23.10 is retained by Lifespan, \$306.90 is paid to Well Insured. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$34.65 is retained by Lifespan, \$460.35 is paid to Well Insured.

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.

Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$2,000, of which \$140 is retained by Lifespan, \$1,860 is paid to Well Insured. If you invest \$100,000 the implementation fee could be \$3,000, of which \$210 is retained by Lifespan, \$2,970 is paid to Well Insured. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual review fee may be \$2,000 per annum, of which \$140 is retained by Lifespan, \$1,860 is paid to Well Insured.

Referral Fees

Well Insured may pay the person who referred you to us a fee in relation to that referral. If the referrer receives a fee, we will tell you in the Statement of Advice who will receive the fee and the amount they will receive. Should we refer you to another provider, we may receive a fee for the referral.