

***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.***

**AHR Private Wealth Pty Ltd trading as AHR Australia**

is a Corporate Authorised Representative (ASIC No. 1285156) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

**Vince Di Berardino** is an Authorised Representative (ASIC No.1001503) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

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**About Your Adviser**

Vince Di Berardino is a Senior Financial Adviser for AHR Australia, and is an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan). AHR Australia is also a corporate Authorised representative of Lifespan.

**Your Adviser's Authorisations**

Vince 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

This means that Vince can assist you in meeting your financial planning needs and objectives in these areas, including but not limited to personal insurances, saving and investment as well as superannuation and retirement planning strategies.

**Your Adviser's Experience**

Vince has a Graduate Diploma of Financial Planning and is currently finalising his Master's Degree. He has met all the required competencies set out by the Financial Adviser Standards and Ethics Authority (FASEA), and holds a Practitioners Member status with the Association of Financial Advisers (AFA).

Vince has worked in the financial services sector since 1997, and has been an adviser for the past 13 years. Vince has spent his career working across several prominent financial institutions, but also managed to spend some time working in smaller boutique practices, predominantly dealing with high net worth clients and corporate entities.

Vince is a professional with a thorough understanding of all facets of advice, particularly those in areas of Investment, Retirement Planning and Personal Protection Strategies.

Vince has a personable character and enjoys working with individuals and their families, as well as businesses, to identify and achieve their goals.



In his off-time, Vince enjoys spending time with his partner and four children. He closely follows the AFL and enjoys challenging himself - both physically and mentally - whilst learning about Personal Development.

*" It's about what we do with opportunities revoked or presented to us that determine how a story ends " – David Goggins*

### Other Services

Lifespan is NOT responsible for advice and work associated with products and services where he 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, Vince will establish how he can assist you and gather the information required to prepare a financial plan.

Vince will discuss the fee basis with you and agree on the method of charging before proceeding.

Payment will be either by way of a fee based on the funds under advice or as per invoiced.

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.

<b>Preparation of Statement of Advice (SoA)</b> (depending on complexity)	\$550 to \$10,000
<b>Annual Portfolio Management &amp; Review</b>	
For the first \$250,000	1% *
*subject to minimum charge of \$550	
For the next \$250,000	0.75%
On the next \$500,000	0.5%
On the next \$1,000,000	0.25%
For the remainder (>\$2M)	Negotiable
<b>Insurance</b>	
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 7% and pays AHR Australia 93%. Vince receives a salary as an employee of AHR Australia.**

### Fee Examples:

#### Example for Investment Products

If you receive advice regarding an investment of \$100,000, the SoA fee could be \$1,250, of which \$87.5 is retained by Lifespan, \$1162.5 is paid to AHR Australia.

If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$1,250 per annum, of which \$87.5 is retained by Lifespan, \$1162.5 is paid to AHR Australia.

#### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$550 of which \$38.5 is retained by Lifespan, \$511.5 is paid to AHR Australia. 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 \$1,500, assuming the highest commission for the Upfront Option is selected at 66%, the upfront payment to Lifespan would be \$990, of which \$69.3 is retained by Lifespan, \$920.7 is paid to AHR Australia. 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 \$23.1 is retained by Lifespan, \$306.9 is paid to AHR Australia. 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 AHR Australia

This commission has what is called a 'responsibility period' imposed by the insurance 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

AHR Australia 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 that fee and the amount they will receive.

