

## ADVISER PROFILE

*Information about your Lifespan Adviser*

***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.***

<p><b>Acro Financial Services Pty Ltd Trading As Acro Wealth Management</b> is a Corporate Authorised Representative (ASIC No.1246594) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)</p> <p><b>Mohammed Saheed</b> is an Authorised representative (ASIC No.308525) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).</p>	<p>Unit 5A, 2994 Logan Road Underwood, QLD 4119 Tel: 3341 4658 Fax: 3341 4695 Mobile: 0411 064 080 Email: Mohammed@acrofs.com.au</p>
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### Your Adviser

Mohammed Saheed is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of Acro Financial Services Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

### Your Adviser's Authorisations

Mohammed 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

Acro Financial Services Pty Ltd and Mohammed Saheed are both registered with the Tax Practitioners Board.

This means that Mohammed 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.

### Other Services

Mohammed acts on behalf of Lifespan who is responsible for the advice given to you. However, he also operates

separate businesses under Alternate Licensee (TAN 75680002) which does NOT involve Lifespan in any way.

This include:

Acro Accounting and Financial Planning Pty Ltd  
ABN: 79 110 822 225, Accounting and taxation services.  
Therefore, Lifespan is NOT responsible for advice and work associated with products and services where he is not acting as an authorised representative of Lifespan.

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### Your Adviser's Experience

Mohammed completed his college in 1989 and then commenced a certificate in business and accounting at the University of South Pacific and a Diploma in Accounting at Unitec Institute of Technology (New Zealand) respectively. He then completed a Master of Professional Accounting at The University of Southern Queensland. In 2006, he completed a Diploma in Financial Services (Financial Planning).

Mohammed initially trained as an accountant and he founded Acro Accounting and Financial Planning in 2003. He has successfully managed this practice for the last 15 years.

Acro Accounting & Financial Planning was established in March 2003 and has been successfully managed by its sole director, Mohammed Saheed. Over the current life of the business, utmost professionalism, quality and care is provided when handling accountancy & taxation services for all clients.

Mohammed has extensive experience in taxation and superannuation and has worked for a diverse range of clients including small businesses, Queensland's top 400 companies, foreign controlled entities, private companies, trusts and Self-Managed Superannuation Funds. Mohammed has chosen to specialise in Self-Managed Superannuation Fund administration and compliance.

He is a Registered Tax Agent, a member of CPA Australia and a member of the Taxation Institute of Australia. He is passionate about open and honest communication with his clients followed by an exceptional work ethic and delivery, ultimately leading to favourable outcomes for his clients. Outside of work, Mohammed enjoys playing indoor soccer and watching Rugby League. He is a strong supporter of Cowboys & Broncos.

### Cost of Advisory Services

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

Mohammed 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 the funds under advice or from the brokerage paid by the product issuers, or as per invoiced. A fee for portfolio preparation or, if investment recommendations are not implemented, a fee may also be charged. Ongoing advice that includes portfolio reviews is 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 \$5,000
<b>Investment Portfolio Establishment</b>	
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 \$700,000	1.10%
For the remainder (>\$1M)	0.55%
<b>Annual Portfolio Management &amp; Review</b>	
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
<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 15% and pays Acro Financial Services Pty Ltd 85%. Mohammed receives a salary and as a director/shareholder of Acro Financial Services Pty Ltd 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 \$1,100, of which \$165 is retained by Lifespan, \$935 is paid to Acro Financial Services Pty Ltd. If you invest \$100,000 the establishment fee will be \$2,750, of which \$412.5 is retained by Lifespan, \$2,337.50 is paid to Acro Financial Services Pty Ltd. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual portfolio management & review fee will be \$770 per annum, of which \$116 is retained by Lifespan, \$654 is paid Acro Financial Services Pty Ltd.

#### Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$1,100 of which \$165 is retained by Lifespan, \$935 is paid to Acro Financial Services Pty Ltd. 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 \$148.50 is retained by Lifespan, \$841.50 is paid Acro Financial Services Pty Ltd. 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 \$49.50 is retained by Lifespan, \$280.50 is paid to Acro Financial Services Pty Ltd. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$74.25 is retained by Lifespan, \$440.25 is paid to Acro Financial Services Pty Ltd.

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.