



MY PRIVATE WEALTH™

13 February 2020

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.

My Private Wealth Pty Ltd

is a Corporate Authorised Representative (ASIC No.451806) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Kerry Ang is an Authorised Representative (ASIC No.420984) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

39 Douglas Parade, Williamstown VIC 3016
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Your Adviser

Kerry Ang is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a Director of My Private Wealth Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.

Kerry has worked in the Financial Services Industry for over 15 years. He was born and bred in Melbourne, Australia and loves the culture and lifestyle in Melbourne. Here are a couple photos of his family enjoying life in Melbourne.



Your Adviser's Authorisations

Kerry 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
- Superannuation

My Private Wealth Pty Ltd and Kerry Ang are both registered with the Tax Practitioners Board.

This means that Kerry 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

Kerry is a career adviser with a long history in assisting clients establish their goals and aspirations and helping them achieve them. With a wealth of experience in multiple boutique firms, Kerry established My Private Wealth to provide clients with a tailored experience where we genuinely care about our client's well-being whether financial or personal.

Kerry also has achieved the following qualifications during his studies

- Bachelor of Business (Banking and Finance) from Monash University
- Graduate Diploma in Financial Planning (Financial Services Institute of Australasia)
- Post Graduate Qualification in Ethics and Professionalism in Financial Advice (Kaplan)

Kerry is also a member of the Financial Planning Association of Australia (FPA).

Working closely with clients and providing transparent, honest advice is at the core of why Kerry started his company. His passion for helping his clients build wealth while helping them optimise different areas of their financial situation is core to the value he brings to his clients. He also has a passion for educating clients and making them more financial literate.

Kerry has extensive experience in helping different generations of people with their financial needs. Whether you are young just starting out and want to get ahead on your financial planning early or in a similar demographic to Kerry with a young family in the mid stage of his life, Kerry can help plan and give advice across your financial situation. He also has detailed knowledge and expertise in planning for clients who are heading into or already in retirement stage of life.

While guiding clients through the different phases of life and helping them grow through the process, Kerry will also help teach clients how to protect those who matter to them most, their families and loved ones.

Cost of Advisory Services

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

Kerry 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, 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)	Free
Implementation Fee	\$0 to \$6,600
Annual Portfolio Management & Review	Up to 1% per annum
Insurance Upfront commission Ongoing commission *% based on amount of premium and is paid by the insurance provider	Up to 66%* Up to 33%*

All fees include 10% GST.

All fees are payable to Lifespan. Lifespan retains 6% and pays My Private Wealth 94%. Kerry receives a salary and as a director/shareholder of Name of My Private Wealth 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 investments, the Implementation fee could be \$2,000, of which \$120 is retained by Lifespan, \$1,880 is paid to My Private Wealth. If you maintained the investment and receive ongoing advice, assuming the balance of the investment is \$100,000, the annual portfolio management & review fee will be \$800 per annum (assuming 0.8% per annum), of which \$48 is retained by Lifespan, \$752 is paid to My Private Wealth.

Example for Risk Products

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 \$59 is

retained by Lifespan, \$931 is paid to My Private Wealth. 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 \$20 is retained by Lifespan, \$310 is paid to My Private Wealth. Where a level commission option is selected, it could be as much as 33%, or \$495, of which \$30 is retained by Lifespan, \$465 is paid to My Private Wealth.

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

Kerry 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.