

COMMISSION/BROKERAGE/ FEE SCHEDULE

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The Life Assets Pty Ltd office is at:
Address: 15 Allen Street, Hamilton QLD 4007
Postal Address: PO Box 809, Hamilton QLD 4007
Phone Number: (07) 3868 3200
Internet: www.lifeassets.com.au

Who is my Adviser?

Here at the Life Assets Pty Ltd office your adviser will be:

Paul Stephenson CFP®, Dip FP
Senior Financial Adviser
Authorised Representative - No. 235958

Adviser Authorisation and Remuneration

Life Assets Pty Ltd is operated by Paul Stephenson through the company Life Assets Pty Ltd (ACN 010 710 228) as trustee for Life Assets Unit Trust (ABN 14 745 658 974). Life Assets Pty Ltd receives 90% of the commission generated by the office. The licensee, Infocus Securities Australia Pty Ltd receives the balance, being 10%.

Life Assets Pty Ltd is a corporate authorised representative (No. 235564). Paul Stephenson is an authorised representative of Infocus Securities Australia Pty Ltd.

Paul Stephenson is remunerated by means of a salary paid by Life Assets Pty Ltd and is authorised to provide the full range of services and financial products.

How Will I Pay for the Services Provided?

There are various ways that you may pay for the services we provide, including:

- **Fee for service** - where you pay a fee to Life Assets Pty Ltd for all the services that we provide (including the Statement of Advice (SOA) and implementation of the advice);
- **Brokerage/commissions** - where the investment product provider pays Infocus upon your initial investment (Initial Fees & Charges) and/or regularly throughout the life of your investment (Ongoing Fees & Charges); or
- **A combination of both** - where you pay for the cost of the SOA and a percentage for the product/investment placement, which may include Initial Fees & Charges and/or Ongoing Fees & Charges.

Your fees will be discussed between you and your adviser before any recommendations are made and services provided to you. The agreed fees will be disclosed in the SOA.

Fee for Service

A typical cost for an initial advice would range from \$1,100 for a simple Statement of Advice up to \$5,500 for a more detailed and sophisticated Statement of Advice.

Hourly rates may be applied for the initial formulation of financial planning or salary sacrificing advice and strategies will be detailed in a Statement of Advice.

Hourly rates for the Life Assets Pty Ltd office are:

- Senior Financial Adviser \$385.00 per hour
- Financial Adviser \$275.00 per hour
- Planning Assistant \$165.00 per hour
- Administrative Assistant \$132.00 per hour

Additional fees may also be incurred for the ongoing management of your Portfolio (please refer to the Ongoing Fees & Charges).

All of the above fees and commissions are inclusive of GST.

Initial Fees & Charges

The maximum fee applicable for investment placement is up to 4%.

Example

Fees charged are cumulative. For example, if you invested \$100,000 a fee of 4.4% (\$4,400) would be applied.

For superannuation rollovers, the above rates will be applied as a flat fee rather than a sliding scale. For example, if you invested \$100,000 (as a superannuation rollover) a fee of 3.3% (\$3,300) would apply to the total amount invested.

The Initial Fees & Charges applicable to regular investments will be re-assessed at each review appointment.

**The maximum sliding scale of fees excludes any Initial Fees & Charges payable in relation to tax effective/agricultural schemes. The Initial Fees & Charges payable in respect of any tax effective/agricultural scheme is 11%. The Initial Fees & Charges are paid by the product provider and are not an additional cost to the investor.*

Ongoing Fees & Charges

The Ongoing Fees & Charges can be made up of a combination of any or all of the following:

- Ongoing strategy management of up to 0.66% (per annum) of funds under management.
- Ongoing portfolio management of up to 0.66% (per annum) of funds under management.

If no ongoing fee is applied an hourly rate may be charged for further services provided.

For 'Cash Flow Management' strategies the following ongoing

fee will apply:

- Monthly cash flow monitoring of up to \$4,200 per annum plus 0.66% (per annum) of funds under management
- A minimum fee of up to \$550 per half year may be charged.

Personal Insurance

Unless we advise you otherwise, we are remunerated by commission from the relevant insurer whenever you enter into an insurance policy arranged by us (including renewal and some variations).

The commission is a percentage of the insurer's base premium (that is the premium excluding stamp duty and any other government charges). The commission ranges between 0% and 130% in the first year and 0% and 35% per annum in subsequent years. The commission paid to us is utilised to cover our ongoing administration costs in relation to the insurances we recommend.

The commission is paid by the product provider and is not an additional charge to you.

Cash Flow Management System (CFMS)

Our CFMS is an exciting strategy designed to assist clients who are keen to reduce their private debt as fast as possible and to build up investment assets using the equity in their home. It is a disciplined approach to saving and investing. The Strategy involves your adviser working with you to achieve debt reduction and tax effective wealth creation through the implementation of a disciplined cash flow monitoring system. The results of our CFMS can be spectacular, in particular in terms of private debt repayment and increased retirement savings.

The fee payable for the preparation, implementation and initial ongoing training of our CFMS is based on hourly rates. An indicative cost would be a minimum of \$6,600 and a maximum of \$13,200. The monthly cash flow monitoring fee disclosed above would also apply.

Mortgage and Finance / Leases

Where a lending product has been recommended the financier may pay us an upfront and an ongoing commission based on the loan balance outstanding or a percentage of the drawn down amount. The commission payable will vary between financiers and may be up to 2.2% upfront and up to 0.7% per annum ongoing.

Where a lease has been recommended the lessor may pay us an upfront commission based on the lease amount. The commission will vary between lessors and may be up to 3%.

The commission is paid by the financier and is not an additional charge to you.

Share Trading

Where the services of a stockbroker are utilised to deal in shares, the licensee receives between 0% and 50% of the brokerage amount paid for the service.

Benefits from Product Issuers

Infocus Securities Australia Pty Ltd and/or its related entities (eg. Portfoliofocus) may receive up to a maximum of 3.3% per annum of funds under advice and up to 7.5% of insurance premiums generated. This is in addition to any fees, commissions or other benefits from a product issuer on a monthly or quarterly basis. Life Assets Pty Ltd may receive a percentage of the fees, commissions or other benefits.

Your SOA will disclose any benefits or fees received by Life Assets Pty Ltd / Infocus Securities Australia Pty Ltd and/or your advisers.

Referral Fees

A third party referrer may receive a referral fee or commission for introducing you to an **Infocus** office. The fee will be paid to the referrer by **Infocus** and will not involve any additional cost to you. Any referral fees payable will be detailed in a Statement of Advice.

All of the above fees and commissions are inclusive of GST.