

## Financial Services Guide (FSG) Version 2.3.1

A guide to the services we provide and how we will work with you to  
achieve your goals.



**LifeTime Financial Group**

**ABN 29 006 807 567**

Suite 13, 214 Bay Street,  
Brighton VIC 3186

**Phone** (03 )9596 7733

**Email** [admin@yourlifetime.com.au](mailto:admin@yourlifetime.com.au)

**Web** [www.yourlifetime.com.au](http://www.yourlifetime.com.au)

Authorised Representative of

**Advice Evolution**

ABN 66 137 858 023

Australian Financial Services Licensee 342880

302/20 Bungan Street

Mona Vale NSW 2103

[www.adviceevolution.com.au](http://www.adviceevolution.com.au)

## Business profile

**Financial Services Guide:** FSG Version 2.3.1

**Issue date** 24 August 2022

**Important** Before we provide you with financial advice, you should read this Financial Services Guide (FSG) It contains the following important information to help you decide whether to use our services:

- Who we are;
- Advice we provide;
- How we are paid;
- Who to contact if you have a complaint.

### Lack of Independence Disclosure

Advice Evolution is owned by advisers and has an open approved products list, however, as we continue to be paid commissions for life insurance products and receive fees based on the asset value of some investments, we must disclose this lack of independence.

## About our practice

LifeTime Financial Group Pty Ltd, corporate authorised representative (CAR), number 235519, trading as LifeTime Financial Group Pty Ltd, is authorised to provide financial services on behalf of Advice Evolution Pty Ltd.

We are a leading financial services provider.

The principal of LifeTime Financial Group Pty Ltd (Anthony Stedman) has been providing Financial Planning Services and Advice to Private Clients since the late 80's

LifeTime Financial Group Pty offers comprehensive financial planning advice to assist clients develop a structured financial plan that helps them achieve their lifetime goals.

We will provide you with strategies that allow you to take control of your own financial future and build relationships with you and your family to secure each generation's financial well-being.

### Contact Details

#### LifeTime Financial Group

Suite 13, 214 Bay Street, Brighton VIC 3186

Phone (03) 9596 7733

Email admin@yourlifetime.com.au

Web www.yourlifetime.com.au

## About our team

Attached to this document is a profile for your adviser. The adviser profile provides information about their contact details, qualifications, experience and any memberships they may hold.

## Why you should choose us

We aim to provide personalised and responsible advice suited to your objectives and believe that sound advice and planning is the key to improving your financial position.

We undertake continuous professional development, to keep us up to date with all applicable legislative, strategy and product changes.

We have access to technical, risk and investment research professionals who provide us with additional analysis on strategies and products that become available.

We will help you determine your goals and weigh up different investment strategies to achieve them.

Most importantly, we turn your thoughts into action. There are no secret formulas for achieving financial security. We work with you to get the basics right and ensure you have a plan to achieve your goals over time.

#### Approved Products

Advice Evolution Pty Ltd maintains a broad approved list, containing investment and insurance products that have been researched by at least 2 research houses.

#### Documents you may receive

Our advice will be provided to you in a financial plan, known as a Statement of Advice (SOA). The financial plan contains a summary of your goals, our strategies and financial product recommendations to achieve your goals. It also provides you with detailed information about the fees, costs and other benefits we will receive as a result of the advice we have provided.

We will keep a record of any further advice we provide. You may request a copy by contacting our office.

You will also receive a Product Disclosure Statement (PDS) if we have recommended you invest in or purchase a financial product. The PDS contains key features of the recommended product, significant benefits, risks and the fees you pay the product provider to professionally manage your investment or insurance.

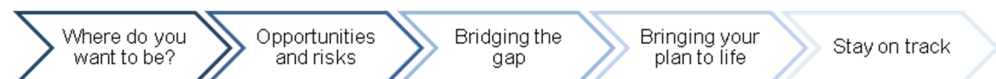
You may also receive an ongoing or Annual agreement which will outline how we monitor your strategy and portfolio and make sure they are the best available to achieve your goals.

You should read any warnings contained in your financial plan, the PDS or IDPS guides carefully before making any decision relating to a financial strategy or product.

You can contact us with any questions relating to your financial products.

#### Our financial planning process

Everyone has different circumstances, needs and goals. We treat everyone as an individual, but follow a defined financial planning process, to make sure you know what to expect from us.



##### Identifying where you want to be

We help you identify your financial and lifestyle goals and explain the services we offer to help you achieve them. The type of advice you need could depend on your life stage, the amount of money you want to invest and the complexity of your affairs.

We will help you to identify the issues that need to be addressed to meet your goals. You can then decide whether you want our advice to meet a single need or a broad range of issues.

##### Considering opportunities and risks

Good personal advice starts with having an understanding of your current situation. We take a close look at your current financial situation – assets, debts, income, expenses and insurance, and explore the options to reach your goals.

##### Bridging the gap

Based on the research, we will recommend a strategy to bridge the gap between where you are now and where you want to be.

##### Bringing your plan to life

We work closely with you to implement your financial plan. We help you to complete any necessary paperwork and are available to attend meetings with your accountant, solicitor and general insurer so that your strategy is implemented efficiently.

### **Staying on track with regular annual or ongoing advice**

Time goes on and circumstances and needs change. The final step in our advice process ensures your financial plan remains on track, by providing you with regular ongoing or annual advice.

We will design an annual or ongoing service program so your plan remains up to date.

### **Transaction services**

If you would like us to help you complete a particular transaction without our advice, we can take your instructions and arrange for the transaction to be completed without providing any.

It is important to understand that in these circumstances we will generally ask you to confirm your instructions in writing and to sign a letter that acknowledges you have declined our offer of advice as well as understand the risks of a transaction service. You will be provided with a copy of the letter for your own records.

### **Fees**

The fees charged for our advice are designed to be fair and clear. Our advice fees may include charges for the following advice services:

**Advice Fee** – The advice fee covers the cost of researching and preparing your financial plan. The price can be a flat fee with an additional performance or risk margin depending on the size and complexity of the advice. This fee ranges between \$2,200 and \$3,500 for a single strategy and from \$3,300 (and upwards) for multiple or more complex strategies.

**Advice implementation** – The advice implementation fee covers the administrative time spent implementing the recommended strategies and products. This cost will be calculated on the estimated time to complete the task.

**Admin Fee** – This will be charged for any other admin services provided.

**Hourly Rate** – The hourly rate charged for additional advice is \$363/h (+ GST).

The advice implementation fee will be disclosed in your Advice Agreement or your SOA.

**Annual or Ongoing advice** – This is the fee for the Annual or ongoing advice, it will cover the cost to keep your strategy and investments current and up to date as well as any services provided by the practice. This will be a separate document provided at the time of the advice.

#### ***Life insurance payments***

**Initial commission** – One off commission that is paid at the inception of insurance policy. This can range from 11% to 118% of initial premium paid. (Paid by the product issuer)

**Ongoing commission** – This is a part of the product provider's ongoing charges and is paid every year that the insurance policy is retained. (Paid by the product issuer)

Advice Evolution Pty Ltd will receive commission directly from the product provider and is based on a percentage of the insurance premium paid. Commissions are deducted from the premium by the product provider so are not paid directly by you.

Your advice fees will be calculated at the time we provide you with personal advice. Your SOA will outline the advice fees and any commission inclusive of GST.

#### **Payment Method & Frequency**

We offer you the following payment terms:

- Bpay, direct debit (credit card or savings), cheque
- Deduction from your investment
- Ongoing advice fees may be deducted as an annual instalment or in monthly or quarterly instalments.
- Annual or ongoing advice fees may increase each year in line with the Consumer Price Index (CPI) or by a fixed amount or percentage each year. The specific amount will be agreed to by you and outlined in our annual or ongoing advice agreement.

Advice Evolution Pty Ltd ABN 66 137 858 023

Australian Financial Services Licence 342880

Suite 302, 20 Bungan Street, MONA VALE NSW 2103

[www.adviceevolution.com.au](http://www.adviceevolution.com.au)

Advice Evolution Pty Ltd has approved the distribution of this FSG.

## About Advice Evolution Pty Ltd

## Privacy and Disclosure

Your privacy is important to us. To learn more about our collection and handling of your personal information and for details on how to access our Privacy Policy, please refer below.

Another financial adviser may be appointed to you if your financial adviser leaves Advice Evolution or if your financial adviser is unable to attend to your needs due to an extended absence from the business. In these circumstances, Advice Evolution will write to you advising of the change. Your personal information will be passed on to the new financial adviser.

If you choose to appoint a new financial adviser, your new adviser will be provided access to your policy information. They will be responsible for providing you with annual or ongoing advice relating to those policies and all future advice fees deducted from the policy/(ies) will be paid to your new adviser.

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the *Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006* to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy. Some of the ways we may use this information are set out below:

- Your financial adviser and Advice Evolution may have access to this information when providing financial advice or services to you;
- Your financial adviser may, in the future, disclose information to other financial advisers, brokers and those who are authorised by Advice Evolution to review customers' needs and circumstances from time to time.

Your information is only disclosed to other parties as are necessary for us to provide our services to you. Other parties may include fund managers, life companies, other Licensees and related parties who provide services to us. In certain situations, some of the parties that we share information with may be in, or have operations in, other countries. This means that your information might end up stored or accessed in overseas countries.

When we send your personal information to overseas recipients, we make sure appropriate data handling and security arrangements are in place. In all such cases, we commit to making reasonable enquiries to ensure that these organisations comply with their local privacy legislation where such legislation is comparable to the Australian legislation and to comply with the key components of Australian Privacy legislation in cases where their local legislation is considered inadequate or non-existent. In addition, we will disclose your information where we are required to by law.

- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (subject to your ability to opt-out as set out in the Advice Evolution Privacy Policy);
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your financial adviser and Advice Evolution will continue to take reasonable steps to protect your information from misuse, loss, and unauthorised access, modification or improper disclosure. You can request access to the information your adviser or Licensee holds about you at any time to correct or update it as set out in the Advice Evolution Privacy Policy. The Advice Evolution Privacy Policy also contains information about how to make a complaint about a breach of the *Australian Privacy Principles*. For a copy of Advice Evolution's Privacy Policy visit [www.adviceevolution.com.au](http://www.adviceevolution.com.au) or you can contact us.

#### **Professional indemnity insurance**

Professional indemnity insurance is maintained by Advice Evolution Pty Ltd to cover advice, actions and recommendations which have been authorised by Advice Evolution Pty Ltd and provided by your adviser. The insurance satisfies the requirements imposed by the Corporations Act 2001 and financial services regulations.

#### **What should you do if you have a complaint?**

If you have any complaints about the services provided to you, you should take the following steps:

- Contact your financial adviser and tell them about your complaint.
- If your complaint is not satisfactorily resolved within three days, please contact Advice Evolution Pty Ltd on **042 622 8737** or email us at [admin@adviceevolution.com.au](mailto:admin@adviceevolution.com.au)

Advice Evolution Pty Ltd will acknowledge your complaint and will try to resolve your complaint as quickly and fairly as possible.

We will conduct a thorough investigation of your situation and the issues that you raise, and we will provide you with a formal written response within a 30-day period.

If your complaint has not been resolved satisfactorily, you may lodge a complaint with the Australian Financial Complaints Authority (AFCA):

Website: [www.afca.org.au](http://www.afca.org.au)

Email: [info@afca.org.au](mailto:info@afca.org.au)

Phone: 1800 931 678 (free call)

In writing to: Australian Financial Complaints Authority

GPO Box 3, Melbourne VIC 3001

Time limits may apply to complain to AFCA and so you should act promptly or otherwise consult the AFCA website to find out if or when the time limit relevant to your circumstances expires.

## Adviser profiles

### About Anthony Stedman

**Anthony Stedman (Adv. Dip FP, Dip FP, CFP Certified Financial Planner, Fellow of the FPA) ASIC: 237243**

Anthony entered the financial planning industry in the early 80's. His down to earth approach ensures that people have a clear and concise understanding of what it is they need to be doing to achieve their financial goals.

In his capacity as principal of LifeTime Financial Group, he has developed a strong team of financial planners and support staff with specialised skills across all facets of service delivery in this industry. His particular interest in technology has seen his business develop into a leading user of the latest technology. From streamlined Client Management through to a completely paperless office environment.

He has completed the Diploma of Financial Planning and obtained Certified Financial Planner (CFP) status, as well as being a CFP member of the Financial planning Association.

In 2010, the FPA made Anthony a Fellow of the FPA. This award recognises outstanding professional practice, selfless contribution to the profession and the community, and exemplary leadership as a practitioner. There are approximately 63 Fellows of the Financial Planning Association Australia wide.

Anthony is also a Specialist Self-Managed Superannuation Fund Advisor and is accredited by both Advice Evolution Pty Ltd and SPAA, the peak membership body for Financial Planners, Accountants and Lawyers offering specialised advice in the Self-Managed superannuation fund Sector.

Anthony Stedman is a trustee of Stedman Family Trust Number 2, which is a service trust to LifeTime Financial Group and a part owner of Advice Evolution and may participate in distributions from time to time from Advice Evolution.

### About Hugo JB Sampson

**Hugo JB Sampson (B.Business Economics & Finance, Dip.FS Financial Planning) ASIC: 329816**

Hugo is a senior financial planner and joined LifeTime Financial Group in 2004. Hugo is self-employed with many years' experience in the financial planning industry.

Hugo shares his passion for financial strategy with clients in an engaging and easy to understand way continuing his commitment to provide open and honest advice focusing on client's best interest.

Drawing on many years of experience and education Hugo partners with his clients ensuring clarity of goals with meaningful outcomes while providing unaligned, fee for service advice. Hugo provides advice around superannuation, retirement planning, self-managed super funds and personal risk insurance.

Hugo was awarded Advice Evolution's Adviser of the Year in 2016 and again in 2017 which recognises Hugo's outstanding commitment to his clients, the financial planning industry & his local community.

He holds a Bachelor of Business degree in Economics & Finance, a DipFS in Financial Planning and is a senior financial adviser, being an authorised representative of Advice Evolution.

Hugo also plays a major role in the management and development of LifeTime Financial Group and is committed to harbouring an engaging environment, not only for clients but for the business's fantastic staff.

Hugo is a shareholder of Advice Evolution and may participate in distributions from time to time.

#### About Stuart Skidmore

#### Stuart Skidmore (B.Bus Economics & Finance Dip.FS Financial Planning) ASIC: 323709

Stuart has worked within the financial planning industry since 2005 and as a financial adviser since 2008 across several financial planning businesses.

A well-qualified financial adviser, Stuart is a 'Certified Financial Planner' (CFP®) who holds a 'Bachelor of Business' (double major in Economics & Finance), 'Diploma of Business' (Banking & Finance), 'Advanced Diploma Financial Services' and 'Diploma of Financial Services'.

As a trusted adviser, Stuart provides a 'best of breed' advice approach which is driven by a client's core values which gains a deep understanding and valuable insight of their priorities and those most important to them. This client centric approach provides meaningful outcomes for clients to achieve what is truly most important to them

#### About Thomas Skidmore

#### Thomas Skidmore (Adv Dip FP, Dip FP) ASIC: 307189

Thomas has been providing high-quality boutique advice directed at building and protecting the wealth of many successful clients and their families for over 15 years.

Thomas' experience, knowledge and intuition provide clients with the insight and direction to make informed decisions for their future with comfort, knowledge and direction among common client outcomes.

A testament to Thomas' client-centric advice and service are the referral of family, friends and colleagues of existing clients.

Thomas holds a Fellow Chartered Financial Practitioner (FChFP) with the Association of Financial Advisers (AFA) as well as an Advanced Diploma of Financial Planning and a Diploma of Banking & Finance.

#### About Stephen Blackhall

#### Stephen Blackhall

Stephen joined the financial services industry after leaving school, and through various roles he has gained a wealth of knowledge of financial services and financial markets.

Stephen has been advising clients for over 25 years and has specialised in superannuation and related advice since the late 90s. In 2011 Stephen attained certification as an SMSF Specialist Advisor™ with the SMSF Association, and in 2016 attained his Diploma of Financial Planning through Kaplan Professional.

For a large part of his career Stephen has worked with local and international stock broking organisations, advising clients on their superannuation and retirement planning needs, and became a sought after speaker at client and industry seminars.

Stephen's goal in advising clients is to give great superannuation and retirement planning advice to those who need it.



## Advice your adviser can provide

I can provide you with strategic advice as well as arrange the types of financial products listed below.

In addition, you can choose whether to receive advice about a range of needs all at once, or we can provide advice about only those needs that are most important to you so that your most important goals are achieved first. Further advice can then be provided over time about any other needs or goals as required.

### Strategies

- Guidance on budgeting and goal setting
- Savings and wealth creation strategies
- Investment planning
- Superannuation planning
- Pre-retirement planning
- Retirement planning
- Estate planning considerations
- Centrelink planning
- Risk and insurance analysis
- Business succession planning
- Salary packaging advice
- Aged care accommodation
- Gearing strategies

### Products

- Cash management trusts
- Retirement income streams
- Direct fixed interest
- Retail & wholesale managed investment schemes
- Socially responsible investments
- Hedge funds
- Master trust products
- Superannuation products
- Personal and group insurance
- Business succession insurance
- Margin lending facilities
- Self-Managed super funds
- Direct shares

#### How the adviser is paid

Advice Evolution Pty Ltd will retain 2% of the gross revenue received for the recommended financial services and/or products. Advice Evolution Pty Ltd will pay LifeTime Financial Group Pty Ltd 98% of the gross revenue received.

Anthony Stedman has equity in LifeTime Financial Group Pty Ltd and may receive capital and profit related benefits.

#### Other benefits your Adviser may receive

**Non-monetary:** LifeTime Financial Group Pty Ltd keeps a full register of any benefits received by advisers between \$100 to \$300. By law, your adviser is not permitted to receive benefits in excess of \$300 per year from a product issuer, however, some non-monetary benefits are permitted because they are covered by an exception e.g. they are valued at less than \$300, they meet certain training and education requirements, or the benefit is the provision of relevant IT software or support. These are not additional costs to you.

We keep a register of any other non-monetary benefits your adviser may receive in relation to education, training, technology support or software that is relevant to the provision of financial advice. If you would like a copy of either register, please ask your adviser and one will be made available to you.

**Associated businesses:** Your adviser may have associations with other related businesses, such as an accountancy firm, real estate agents, mortgage brokers etc. Any arrangement in place will be subject to the FASEA Code of Ethics.

#### Appendix: Privacy Collection Statement

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the *Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006* to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy. Some of the ways we may use this information are set out below:

- Your adviser may have access to this information when providing financial advice or services to you;
- Your adviser may, in the future, disclose information to other financial advisers, brokers and those who are authorised to review customers' needs and circumstances from time to time.
- Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist your adviser in providing financial advice and services to you.
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (subject to your ability to opt-out.)
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your adviser will continue to take reasonable steps to protect your information from misuse, loss, and unauthorised access, modification or improper disclosure. You can request access to the information your adviser or Licensee holds about you at any time to correct or update it.