



LifeScope Wealth Advisory Pty Ltd

FINANCIAL PLANNING

FINANCIAL SERVICES GUIDE (Part 2)

Adviser Profile

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The financial services offered in this Guide are provided by:

Sonal Gupta Authorised Representative No. 1002755

LifeScope Wealth Advisory Pty Ltd ABN 74 680 223 081

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InterPrac Financial Planning Pty Ltd ABN 14 076 093 680

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About Your Adviser Profile

We understand how important financial advice is and wish to thank you for considering engaging an InterPrac Financial Planning adviser to assist you in identifying and achieving your financial goals and objectives.

To assist you in choosing a financial planner, our advisers are required to provide a Financial Services Guide - Part 1 and an Adviser Profile - Part 2, to you **prior** to providing any personalised financial advice, products and services.

These documents provide you with information regarding the financial planning advice process and charging model used by Sonal Gupta, Authorised Representative No. 1002755 of InterPrac Financial Planning Pty Ltd (AFSL 246638) to ensure that you have sufficient information to confidently engage Sonal to prepare financial advice for you.

Sonal Gupta operates under LifeScope Wealth Advisory Pty Ltd trading as LifeScope Wealth, Corporate Authorised Representative No 1312082.

If you have not yet received a copy of our Financial Services Guide – Part 1, please ask your Adviser for a copy or contact InterPrac Financial Planning head office.

About (Our Organisation)

LifeScope Wealth – Your Partner in Financial Freedom

At LifeScope Wealth, we are dedicated to helping individuals, families, and businesses navigate the complexities of financial planning with confidence and clarity. With years of expertise in the industry, our mission is to empower our clients to achieve their financial goals and live the life they envision. We take a client-centric approach, focusing on personalized strategies that reflect your unique circumstances, values, and aspirations.

Client Value Proposition:

At LifeScope Wealth, we believe that financial planning is not just about numbers—it's about shaping the future you desire. Our value proposition is built on three key pillars:

- 1. Personalized Financial Roadmap:** Every client is different, and so are their financial goals. We create customized, holistic financial plans that are as unique as you are, helping you move from where you are today to where you want to be tomorrow.
- 2. Long-term Partnership:** We are committed to fostering lasting relationships. Financial planning is not a one-time event, but a dynamic process. Our clients benefit from ongoing guidance and support as their financial needs evolve over time.
- 3. Financial Confidence:** We take the complexity out of financial decision-making. By providing clear, actionable advice, we enable our clients to make informed decisions that lead to long-term financial security and peace of mind.

Attributes of LifeScope Wealth:

- **Client-Centric Approach:** We prioritize our clients' goals above all else. At LifeScope Wealth, you are not just a number, but a valued partner. We listen carefully to your needs and aspirations to design solutions that are right for you.
- **Holistic Planning:** Our services go beyond simple investment advice. We offer comprehensive financial planning, covering everything from wealth management and retirement planning to estate, tax, and insurance strategies.
- **Expertise and Integrity:** With decades of collective experience in financial planning and wealth management, our team brings deep knowledge and a track record of success. We uphold the highest standards of ethics and transparency, ensuring that your financial well-being is always our top priority.
- **Tailored Strategies for Every Life Stage:** Whether you're starting your career, building wealth, preparing for retirement, or planning your legacy, we offer solutions tailored to every stage of life. Our flexible strategies evolve with you as your circumstances and goals change.

How Clients Benefit:

By partnering with LifeScope Wealth, clients gain more than just financial advice—they gain a trusted advisor for life. Our clients enjoy:

- 1. Clarity in Financial Decision-Making:** We help simplify complex financial matters, giving you the confidence to make decisions that align with your long-term goals.

2. Proactive Financial Management: LifeScope Wealth actively monitors and adjusts your financial plan, ensuring that you stay on track even as market conditions or personal circumstances change.

3. Goal Achievement: Whether it's securing a comfortable retirement, funding your children's education, or preserving wealth for future generations, we help turn your financial dreams into reality.

4. Peace of Mind: With LifeScope Wealth as your financial partner, you can rest easy knowing that your financial future is being expertly managed with your best interests in mind.

At LifeScope Wealth, our goal is simple: to provide you with the tools, expertise, and support to achieve financial freedom and live the life you deserve.

About Your Adviser



With 21 years of experience in the financial services industry, Sonal has established a reputation as one of the most trusted and successful financial planners in the field. Over the past 16 years, she has focused exclusively on financial planning, helping countless individuals and families achieve their financial goals and secure their financial futures. Throughout her distinguished career, Sonal has been recognized for outstanding performance, having been awarded the prestigious "Top Performing Planner" accolade three times at a leading bank. This recognition reflects not only Sonal's technical expertise but also her commitment to providing exceptional client service.

Sonal specializes in developing tailored financial strategies that address client's unique needs, ranging from retirement planning and investment management to tax-efficient strategies, risk management and estate planning. Her holistic approach ensures that every aspect of a client's financial life is considered and optimized for long-term success.

Driven by a passion for financial empowerment, Sonal builds strong, lasting relationships with clients, guiding them through every stage of their financial journey. With a deep understanding of both the complexities of the market and the individual goals of clients, Sonal consistently delivers sound advice that leads to tangible results.

Whether working with seasoned investors or those just starting their financial planning journey, Sonal is committed to helping clients achieve peace of mind, financial security, and confidence in their financial future.

Other advice and services Sonal can provide:

In addition to the services listed in the Financial Services your Adviser Provides section of this guide, I am an Accredited Mortgage Consultant. As a credit representative, I am authorised to provide mortgage and finance broking activities, including advising and assisting you to implement loan products and consumer leases. The full list of approved lenders is available on request but is not an exhaustive list of lenders who offer credit of the nature you may seek.

Sonal Gupta

Authorised Representative No. **1002755**

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Postal: Same as above

Mobile: 0479 155 444

Email: sonal@lifescopewealth.com.au

Financial Services Your Adviser Provides

The financial services and products which Sonal Gupta can provide advice on comprise:

- Deposit Products;
- Managed Investment Schemes including Unit Trusts, Investment Bonds, Direct Shares, Property Trusts, Growth Funds, Balanced Funds, Indexed Funds and Cash Management Accounts;
- Share Market Investments;
- Tax Effective Investments;
- Superannuation, including Allocated Pensions, Rollovers, Personal Superannuation, Company Superannuation and Self Managed Superannuation Funds;
- Retirement Planning including aged care and estate planning;
- Life Insurance Products, including Annuities, Term Insurance, Income Protection, Trauma and Total and Permanent Disability Insurance;
- Margin Lending (subject to client understanding of Margin Lending Gearing).

Transaction services

We can arrange financial product transactions for you on your instruction without providing personal advice. If you wish to proceed without our advice, we will ask you to confirm your instructions, which will be documented in writing. We will keep a record of this documentation for seven years after the end of our relationship. You may request a copy of such records by contacting our office during that period.

Your relationship with us and using our services

You can contact us directly with any instructions relating to your financial products. This includes giving us instructions by telephone, mail or email. We can only accept your instructions via email once you have signed an authority form.

We will work with you to agree what advice and services we will provide and when and how often we will provide them.

Where you agree to annual advice and services, the details will be documented and provided to you in an advice or service agreement. This includes the frequency of contact between us, service standards that may apply, any fee arrangements and how the agreement can be terminated.

If at any time you wish to terminate your relationship with us, please contact us using the details shown in this guide.

Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if the information you provide is incomplete or inaccurate the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we are able to determine if our advice continues to be appropriate.

Professional indemnity insurance:

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. InterPrac is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance covers claims arising from the actions of former employees or representatives of InterPrac, even where subsequent to these actions they have ceased to be employed by or act for InterPrac.

Fees and Payments

Sonal Gupta is a professional adviser who receives payment for the advice and services provided. Your adviser will receive payment either by collecting a fee for service, receiving commissions, or a combination of both.

Fee for service - Fees are charged according to the work undertaken by your adviser and may be charged on an hourly basis or as a flat fee. A fee may be charged for the initial work in developing and implementing a strategy, as well as for ongoing monitoring and reviews. Under a fee for service agreement, initial and ongoing commissions will generally be rebated back to you.

Commission – Your adviser may receive upfront and ongoing commission for the personal insurance services they provide. Whilst there are a number of commission rates available, with effect from 1 January 2020, Life Insurance commissions are capped at 66% (including GST). Ongoing commission on Life Insurance is capped at 22% (including GST) on renewals.

Commissions are not an additional charge to you, they are paid by product providers for insurance or investment policies.

Our fees and charges vary according to the scope and complexity of the advice required. The scope of the work and the fees charged for services are agreed with clients prior to commencing work.

As a guide **Sonal Gupta** advice fees are \$395 per hour including GST.

Initial Fees

These are fees paid when you have agreed to receive our advice

<u>Initial Service</u>	<u>Fee Amount</u>
<p>Initial Interview</p> <ul style="list-style-type: none"> • Collection of information and discussion of advice required 	Complimentary
<p><u>Risk assessment</u></p> <p>This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Discussion and explanation of different insurance products • Risk Needs Analysis - Determine how much insurance cover is required • Liaise with underwriting staff to pre-qualify the insurance • Recommendation of Insurance • SoA Preparation (up to 4 hours) • Implementation of Insurance (extra costs may be involved if multiple applications or complex underwriting and management of case occurs) - \$250 per policy. <p>*If the advice is complex in nature and takes longer than the 4 hours allocated then an extra charge may apply.</p>	From \$550*
<p><u>Basic Advice</u></p> <p>This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Superannuation establishment and/or consolidation • Wealth and lifestyle protection • Ordinary investments (e.g. Managed Funds) • SoA preparation (6 to 8 hours) • Implementation of policies (extra costs may be involved if multiple applications or complex underwriting and management of case occurs) - \$250 per policy <p>*If the advice is complex in nature and takes longer than the 8 hours allocated then an extra charge may apply .</p>	<p>From \$1,950 – Single</p> <p>From \$2,750 – Couple</p>

<p><u>Intermediate advice</u></p> <p>This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Superannuation establishment and/or consolidation (up to 2 funds) • Wealth & lifestyle protection (risk management) • Superannuation contribution advice (e.g. salary sacrifice) • Ordinary investments (e.g. Managed Funds) • Children’s education funding requirements (e.g. insurance bonds) • Portfolio construction and rebalance • Budget planning and cash flow management • Debt management (e.g. debt consolidation) • Estate planning • Maximising Centrelink entitlements • SoA preparation (10 to 12 hours) • Implementation of policies (extra costs may be involved if multiple applications or complex underwriting and management of case occurs) - \$250 per policy *If the advice is complex in nature and takes longer than the 12 hours allocated then an extra charge may apply 	<p>From \$2,500 - Single From \$2,950 - Couple</p>
<p><u>Comprehensive Advice</u></p> <p>This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Superannuation establishment and/or consolidation (more than 2 funds) • Wealth & lifestyle protection (risk management) • Superannuation contribution advice (e.g. salary sacrifice) • Ordinary investments (e.g. managed funds) • Children’s education funding requirements (e.g. insurance bonds) • Portfolio construction and rebalance • Budget planning and cash flow management • Debt management (e.g. debt consolidation) • Estate planning • Gearing strategies (e.g. borrow money to build wealth or debt recycling) • Retirement or transition to retirement strategies (e.g. Retirement analysis, salary sacrifice, Aged care, tax minimisation) • Maximising Centrelink entitlements • SoA preparation (12 hours plus) • Implementation of policies (extra costs may be involved if multiple applications or complex underwriting and management of case occurs) - \$250 per policy 	<p>Starting from \$3,500</p>
<p><u>Placement Fees</u></p> <p>This is the fee applicable to implement the agreed recommendations in your statement of advice. This fee will be fully disclosed in the statement of advice prior to you accepting to proceed and depends on the amount of work involved.</p>	<p>Starting from \$395</p>

<p><u>Transaction Only Services</u> For any service provided without advice or agreeing to one of the listed packages this fee will apply.</p>	<p>\$395 per hour - minimum</p>
<p><u>SMSF</u> This Statement of Advice (SoA) fee incorporates:</p> <ul style="list-style-type: none"> • Help with Superannuation establishment and/or consolidation • Wealth & lifestyle protection within SMSF (risk management) • Superannuation contribution advice (e.g. salary sacrifice) • SMSF Estate planning* • Retirement or transition to retirement strategies (e.g. Retirement analysis, salary sacrifice, tax minimisation) • Maximising Centrelink entitlements • SoA preparation x 2 – one for SMSF and one Personal for members <p>*Implementation of policies (extra costs may be involved if multiple applications or complex underwriting and management of case occurs) - \$395 per policy</p>	<p>Starting from \$5,500</p>

Annual Advice and Service Fees

We also offer the following services for a fixed period of 12 months.

<u>Service</u>	<u>Fee Amount</u>
Standard Package (Recommended for less than \$350,000 investment value)	<p>\$2,500 minimum - Single \$3,300 minimum - Couple</p>
Premium Package (Recommended for \$350,000 plus investment value)	<p>\$3,300 minimum - Single \$3,750 minimum - Couple</p>

The Statement of Advice provided to you by your adviser will clearly set out all fees, charges and commissions payable.

The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement. These prices should be used as a guide only. We will discuss your individual needs and agree on fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

Sonal Gupta collaborates closely with referral partners, which may have led to your referral under a Referral Agreement. As part of this arrangement, **Sonal Gupta** will remunerate the referral partner with a referral fee. A comprehensive breakdown of all associated fees will be provided in the Statement of Advice. Should you have any inquiries concerning these referral affiliations, please do not hesitate to inform me.