

Dated: 22 May 2023

## Adviser Profile

This document, the Adviser Profile, should be read in conjunction with the Financial Services Guide (FSG) already provided.

### Thelma Jaekel

Thelma Jaekel is a Sub-Authorised Representative (No 387921) of Sound Life & Superannuation Agencies Pty Ltd trading as Sound Life Financial Services. Sound Life & Superannuation Agencies Pty Ltd is a Corporate Authorised Representative (No 251042) of Synchron Advice Pty Ltd AFSL 243313 (The Licensee).

<b>Business Address:</b>	Level 1, 106 Stirling Terrance, Albany WA 6330
<b>Postal Address:</b>	PO Box 94, Albany DC WA 6331
<b>Ph No:</b>	(08) 9841 1688
<b>Mobile:</b>	0427 289 011
<b>Email:</b>	thelma@soundlife.com.au
<b>Website:</b>	www.soudnlife.com.au

### The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and Non-Basic Deposit Products
- Debentures, stocks and or bonds issued or proposed to be issued by a government
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services
- Managed Discretionary Accounts - Advice
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Self-Managed Superannuation Funds
- Securities
- Standard Margin Lending
- Tax (financial) Adviser

### How are my company and I paid?

The Licensee initially receives all fees and commissions from clients and product providers and distributes them after their fees and other expenses are deducted. The Licensee generally retains a portion of fees paid under its authorisation arrangements.

For details of other possible benefits, please refer to the FSG and/or your Advice Documents. All fees and commissions outlined below are inclusive of GST.

### Initial Consultation

We offer an initial phone call with an adviser, at no cost to you.

This free phone call appointment determines if we would be able to help you and that you feel comfortable to proceed, and progress to a goals-based Discovery session.

Our main aim is to gather information about you and to determine your primary goals and objectives in seeking advice.

The cost for the Discovery session is \$550.

## Advice preparation

You may be charged a Statement of Advice preparation fee which will depend on the complexity of your individual circumstances and type of advice you require. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. If you elect to proceed with our advice the fee will range from \$0 to \$11,000.

## Implementation

We will outline the details of any fees, including Implementation Fees, for you to authorise before any work is carried out.

If you elect to proceed with our advice, the fee will range from \$3,850 for an individual session, and from \$5,800 for a joint session. This includes the implementation of the advice.

## Insurance products

My company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.

These commission payments are made by the relevant product issuers and are not an additional cost to you.

## Ongoing fee for advice

If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.

The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets, or incomes, executive options, or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.

The ongoing advice fee ranges from the minimum fee of \$3,500 p.a. while the maximum is 2.5% of the value of your portfolio each year. For example, for investments valued at \$200,000 the maximum ongoing fee would be \$5,000 pa. from that portfolio.

Noting a personal invoice will also be payable on an annual basis based on the agreed services provided.

Borrowed funds – if we recommend you acquire investments using borrowed funds then your ongoing fee will be a minimum of \$330 and a maximum of \$10,000 pa.

## Ad hoc advice

Where you do not wish to participate in an ongoing advice fee arrangement but require advice on an ad hoc basis, an hourly fee of \$440 may apply.

## Other benefits, interests, or associations

I or my company may have referral arrangements with selected referral partners. If a referral arrangement applies to you, we will provide you with further details.

## How to find me

If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on (08) 9841 1688 or via email to [thelma@soundlife.com.au](mailto:thelma@soundlife.com.au).

Dated: 22 May 2023

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## Harrison Miles

Harrison Miles is a Sub-Authorised Representative (No 1289316) of Sound Life & Superannuation Agencies Pty Ltd trading as Sound Life Financial Services. Sound Life & Superannuation Agencies Pty Ltd is a Corporate Authorised Representative (No 251042) of Synchron Advice Pty Ltd AFSL 243313 (The Licensee).

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<b>Postal Address:</b>	PO Box 94, Albany DC WA 6331
<b>Ph No:</b>	(08) 9841 1688
<b>Email:</b>	<a href="mailto:harrison@soundlife.com.au">harrison@soundlife.com.au</a>
<b>Website:</b>	<a href="http://www.soundlife.com.au">www.soundlife.com.au</a>

## The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and Non-Basic Deposit Products
- Debentures, stocks and or bonds issued or proposed to be issued by a government
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services
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The cost for the Discovery session is \$550.

## Advice preparation

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## How to find me

If you would like to make an interview time to discuss your financial needs and objectives in more detail, please contact me on (08) 9841 1688 or via email at [harrison@soundlife.com.au](mailto:harrison@soundlife.com.au).