

ADVISER PROFILE

Information about your Lifespan Adviser



This Adviser Profile is issued by Lifespan Financial Planning Pty Ltd (Lifespan), which holds Australian Financial Service Licence number 229892. This Adviser Profile forms part of the Lifespan Financial Services Guide (FSG) dated 8 December 2023. These documents should be read together. This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser.

Lifespan has authorised its authorised representatives to provide this document to you.

T M O'Sullivan Pty Ltd

is a Corporate Authorised Representative (ASIC No.419232) of Lifespan Financial Planning Pty Ltd (AFSL: 229892)

Terence O'Sullivan is an Authorised Representative (ASIC No.318488) of Lifespan Financial Planning Pty Ltd (AFSL: 229892).

Suite 31111, Southport Central,
9 Lawson Street, Southport, QLD 4215
Tel: 07 5528 1222
P O Box 223, Pacific Fair, QLD 4218
Mobile: 0412 809 340
Email: terry@rightfitadvisors.com.au

Your Adviser

Terence O'Sullivan is a Financial Adviser, an Authorised Representative of Lifespan Financial Planning Pty Ltd (Lifespan) and a director of T M O'Sullivan Pty Ltd, a Corporate Authorised Representative of Lifespan Financial Planning Pty Ltd.



- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation (including Self-Managed Superannuation Fund)
- Margin Lending
- Tax (financial) advice services

This means that Terence 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 services.

Other Services

In addition to the services provided under Lifespan as described above, Terence also operates other businesses and provides additional services which do NOT involve Lifespan in any way. This includes:
Xavara Pty Ltd, ABN 90 073 571 276 - Home and personal loans.

Lifespan is NOT responsible for advice and work associated with products and services where he/she is not acting as an authorised representative of Lifespan.

Your Adviser's Experience

Terence O'Sullivan has over two decades of experience in the financial services industry — including more than 15 years as a practicing financial adviser — Terence combines deep technical expertise with a practical, client-centered approach.

Your Adviser's Authorisations

Terence is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds



Terence is known for his ability to navigate complexity and deliver tailored financial strategies for high-net-worth individuals, pre-retirees, retirees, and professionals with intricate financial affairs. His advice is grounded in real-world outcomes — helping clients secure the retirement they envision, optimise financial resources, and preserve wealth across generations.

As a trusted adviser, Terence believes that financial advice should not only deliver results but also provide peace of mind. Clients value his ability to bring clarity and confidence to decisions around retirement income, superannuation strategies, tax structuring, investment portfolios, and estate planning. He is particularly skilled in designing portfolios that are resilient to market volatility and aligned to clients' lifestyle aspirations.

Terence holds the Certified Financial Planner® (CFP®) designation, a Master of Business Administration, a Bachelor of Commerce (Accounting and Finance), and an Advanced Diploma of Financial Services (Financial Planning). He is an active member of the Financial Planning Association of Australia, the SMSF Association, and the Mortgage & Finance Association of Australia.

His investment philosophy emphasises quality, discipline, and rigorous manager selection. Terence conducts ongoing due diligence across a wide range of fund managers and investment options to ensure clients' portfolios remain robust and forward-looking.

Clients of Right Fit Financial Advisors benefit from a highly personalised service, strategic foresight, and a strong commitment to helping them live the life they choose — with financial confidence and security.

Cost of Advisory Services

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

Terence will discuss the fee basis with you and agree on the method of charging prior to any advice is provided or cost incurred. Also, fees are fully disclosed in the Statement of Advice and Product Disclosure Statements.

Payment can be collected through a platform, by direct debit or invoiced. A fee for the preparation of the Statement of Advice will be charged even if the recommendation is not implemented. For insurance, the commission may be paid by the insurance provider. Further advice that includes portfolio reviews may be charged on a percentage fee basis which varies

according to the portfolio amount, or as a fixed dollar amount depending on the complexity and structure, as agreed with your adviser.

Fee Schedule

Preparation of Statement of Advice (SoA) (depending on complexity)	\$3,300 to \$10,000
Implementation Fee (depending on complexity and portfolio size)	\$3,300 to \$10,000
Further Advice (Review(s)) A fixed fee	\$3,300 to \$10,000
Hourly rate	\$360
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 then pays T M O'Sullivan Pty Ltd 100% of these fees.. Terence receives 100% as a director/shareholder of T M O'Sullivan Pty and 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 an investment of \$100,000, the SoA fee could be \$3,300, which is paid to T M O'Sullivan Pty Ltd and Terence in full. If you invest \$100,000 the implementation fee could be \$3,300, which is paid to T M O'Sullivan Pty Ltd and Terence in full. If you maintained the investment and assuming the balance of the investment remains at \$100,000, the annual review fee could be \$3,300 per annum, which is paid to T M O'Sullivan Pty Ltd and Terence in full.

Example for Risk Products

If you receive advice regarding insurance, the SoA fee could be \$3,300 which is paid to T M O'Sullivan Pty Ltd and Terence in full. Should you proceed with the advice, then the SoA fee will be waived. However, if the policy is cancelled in the first two years ('responsibility period') you will be liable for the portion of the commission clawed back.

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, which is paid to T M



O'Sullivan Pty Ltd and Terence in full. 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, which is paid to T M O'Sullivan Pty Ltd and Terence in full. Where a level commission option is selected, it could be as much as 33%, or \$495, which is paid to T M O'Sullivan Pty Ltd and Terence in full.

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.