

**FINANCIAL ADVISER DISCLOSURE STATEMENT**

**KYLIE CONNOR FSP686571**

**HOW WILL I HELP YOU?**

I am a Financial Adviser, providing advice on behalf of Wealthpoint Limited who hold a Financial Advice Provider (FAP) License.

I offer personalized advice and recommendations tailored to your specific needs and situation, including your goals and individual needs. Upon agreement, we will work together to define a Scope of Service and sign a Client Declaration outlining the areas of advice you wish to proceed with. This ensures clarity and alignment as we work together to achieve your objectives.

**PROVIDERS, RELEVANT COMMISSIONS AND FEES**

Relevant fees and commissions from product or platform providers are paid to Wealthpoint Limited, which has an agreement with the providers to distribute their financial products. Wealthpoint Limited then on-pays the fees and commissions received to Mainland Insurance, Mortgages and Investments whilst retaining between 3% and 6%.

For services I provide to you based on the scope agreed, commissions may be paid by the product provider which may include an upfront, ongoing/trail or renewal commission of a percentage of the total mortgage settled or the insurance premium.

**LIMITATIONS ON THE ADVICE I PROVIDE**

I don't provide financial advice on General Insurance, Kiwisaver and Investments however, we do have specialists within Mainland Insurance, Mortgages & Investments whom I can refer you to.

**PERSONAL INSURANCE**

The product providers I may recommend for Personal Risk Insurance are **Resolution Life, AIA, Asteron Life, Fidelity Life, Chubb, Partners Life, Accuro, NIB and Southern Cross.**

Upfront commission paid by the providers ranges from 0.00% – 220% of the annual premium and trail commission ranges from 3.00% - 30.00% of the annual premium depending on the provider and type of product. Commissions may vary depending on the services, offers and or features of specific products.

**MORTGAGE & PERSONAL LENDING**

The product providers I may recommend for Mortgages & Personal Lending are **ANZ, ASB, Westpac, BNZ, Kiwi Bank SBS, Co-op Bank, Heartland Bank, NZCU, First Mortgage Trust, Avanti Finance, Unity Home Loans, Unity Personal Loans.**

The following table shows the commissions paid as well as any trail income payable.

BANK	UPFRONT	TRAIL
ANZ	0.85%	0%
ASB	0.85%	0%
WESTPAC	0.65%	0.15%
BNZ	0.65%	0.15%
Kiwi Bank	0.55%	0.15%
SBS BANK	0.80%	0%
CO-OP	0.80%	0%
AVANTI	0.80%	0%
UNITY HOME LOANS	0.90%	0%
UNITY PERSONAL LOANS	3.50%	0%

## MORTGAGE & PERSONAL LENDING

### FEE FOR SERVICE AND/OR REFERRAL

In some instances, with some financial institutions we will need to capitalise a fee on your loan or, will be paid a referral fee. These include:

Financial Institution	Fees
First Mortgage Trust	1% of the loan as a fee capitalised
Heartland Commercial	1% of the loan as a fee capitalised
Heartland Reverse Mortgage	\$500 referral fee
Fixed Rate Rollovers & Restructures	\$150 fee

Lending providers may also charge a fee. This may be added to the loan or paid by you upfront when your loan is drawn down. If you pay off your mortgage/loan fully or partially within 24 months from the inception of the mortgage/loan drawn down, and the provider requests the applicable commission that has been dispersed to me to be repaid, I may charge you a one-off claw-back fee based on up to 0.5% of the original loan size.

Any other fees for specialist lending such as bridging finance, business or rural lending and/or short term finance will also be subject to a one-off fee which will be disclosed up front and calculated based on a percentage of the loan size that we arrange for you.

## CONFLICTS OF INTEREST, INCENTIVES & RELIABILITY STATEMENT

I am paid a contractor salary by Mainland Insurance, Mortgages & Investments and may receive bonuses depending on the financial products I distribute. These bonuses are not considered prohibited incentives under relevant regulations. I am a director and a shareholder of Mainland Insurance, Mortgages & Investments and may receive bonuses or dividends proportionate to my percentage of shareholding. These bonuses are not considered prohibited incentives under relevant regulations.

Mainland Insurance, Mortgages & Investments is a shareholder of Wealthpoint Limited. I may receive subsidised professional development training from financial providers. Wealthpoint may also pay Mainland Insurance, Mortgages & Investments, rebates on a periodic basis.

Wealthpoint Limited and Mainland Insurance, Mortgages & Investments Limited may receive payments from product suppliers and financial platform providers for the amount of business I place with them.

To ensure Wealthpoint advisers prioritise their client's interests above their own, Wealthpoint advisers follow an advice process that ensures recommendations are made based on the client's goals and circumstances. I am regulated by the FMA and am subject to Wealthpoint quality assurance processes for compliance purposes.

A reliability event is something that may materially influence your decision on seeking advice from Mainland Insurance, Mortgages & Investments or, from me. Some examples of reliability events are legal proceedings against me or if I had been bankrupt in the last four years.

Neither Mainland Insurance, Mortgages & Investments, nor I have been subjected to a reliability event.

### PRIVACY INFORMATION

*This statement relates to the personal information that you provide now and in the future. The personal information collected will be held by the adviser and Wealthpoint to identify services and products that may be suitable for your needs. Wealthpoint can access this information to assist you to provide financial services to you, to administer and service any products you have, to identify other services or products available that may be suitable to your needs, to provide quality control services and to manage complaints.*

*I may disclose your personal information to other relevant product providers to enable them to assist me to provide financial services to you. You have the right to ask to see and request correction of any personal information my adviser business, product provider and/or Wealthpoint holds about you. My adviser business and Wealthpoint hold information about you securely. If you transfer to another adviser business or I sell my client register, I will transfer the information I hold to the new adviser business or Adviser. Your personal information may be disclosed to auditors. Your personal information may be disclosed to regulators when required under law.*