

## FINANCIAL ADVISER DISCLOSURE STATEMENT

**TOM FLEMING FSP1004860**

### 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.

Unless detailed in the document, my advice and recommendations will be personalized to your specific situation, taking into account your goals, personal situation or your specific needs.

### 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 value of your investment funds under management.

I do not charge one-off fees for my services to clients other than on the exceptional occasion (and in consultation and agreement with my clients) where I may be required to charge a fee for my service. The event where this would be necessary is when prospective clients seek a details investment plan while not wishing to commit to implementing my recommendations:

### GENERAL INSURANCE

The product providers I may recommend for General Insurance are: **AMPG, Vero, Delta, Star Insurance, Insurance Underwriters**. I hold accreditations for house, car, contents, commercial and liability covers.

Upfront commission paid by the providers ranges from 5% - 35% of the annual premium depending on the provider and type of product. The commission is also paid at each renewal. Mainland Insurance, Mortgages and Investments receives 40% of Amicus brokerage (not excluding fees) as commission on any policies administered by Amicus.

The provider may pay upfront commission for any changes to your policy during the period of cover.

I may charge a Broker fee of up to 5% of the annual premium and a processing fee of \$35 upfront at renewal.

### KIWISAVER

Below are the Kiwisaver providers that I am accredited to give advice on: **AMP, ANZ, Booster, Fisher Funds, Milford and Nikko**.

I may charge an Advice Service Fee between 0.00% - 1.00% per annum of the fund under management.

Trail commission paid by the providers ranges from 0.00% - 0.50% per annum of the fund under management.

You may be required to pay third-party fees which may include fund manager fees, fund administration fees, performance fees and transaction fees. These fees will be disclosed in the recommendations if applicable.

## INVESTMENTS

I provide advice on a wide range of investment products which I can provide you with further information on.

I may charge a portfolio Ongoing Service Fee between 0.00% - 1.00% per annum of the fund under management.

Trail commission paid by the providers ranges from 0.20% - 0.25% per annum of the fund under management depending on the provider.

You may be required to pay third-party fees which may include fund manager fees, fund administration fees, performance fees and transaction fees. These fees will be disclosed in my recommendations if applicable.

## LIMITATIONS ON THE ADVICE I PROVIDE

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

## CONFLICTS OF INTEREST AND INCENTIVES

I am paid a salary by Mainland Insurance, Mortgages & Investments Ltd and may receive bonuses depending on the financial products I distribute. These bonuses are not considered prohibited incentives under the relevant regulations.

Mainland Insurance, Mortgages & Investments is a shareholder of Wealthpoint Limited. I may receive subsidised professional development training from financial providers.

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. These bonuses are not considered prohibited incentives under the relevant regulations.

Wealthpoint Limited may receive funding from suppliers to market and contribute at periodic conferences.

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.

## 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.*

55 THEODOSIA STREET, TIMARU 7910

PHONE 03 687 9760 OR 027 434 6545