

## FINANCIAL ADVISER DISCLOSURE STATEMENT

**MELISSA STILL FSP767392**

### DISCLOSURE INFORMATION

#### How will I help you?

I am a financial adviser, providing advice on behalf of Wealthpoint Limited (**FSP678011**) who hold a Financial Advice Provider (FAP) License.

Unless detailed in this document, my advice and recommendations will be personalised 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 & Investments Limited 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, on-going/trail or renewal commission of a percentage of the total loan balance, depending on the specific financial provider and type of financial product.

## RISK PROVIDERS

The product providers I may recommend for Personal Risk Insurance are:

***AIA, Chubb, PPS, Asteron Life, Partners Life, NIB, Fidelity Life, Southern Cross, Accuro***

Upfront commission paid by the providers ranges from 0.00% - 220% of the annual premium and trail commission range 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.

## KIWISAVER PROVIDERS

Below are KiwiSaver providers that I give advice on:

***Amova , Milford, Booster, ANZ, AMP, Generate,***

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

I may receive up to \$400 upfront Commission depending on the provider.

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

Trail commission paid by the providers ranges from 0.00% - 0.50% 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 General Insurance, Mortgages/Lending, Kiwisaver and Investments; however, we do have specialists within Mainland Insurance, Mortgages & Investments Limited.

## CONFLICTS OF INTEREST AND INCENTIVES

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

Mainland Insurance, Mortgages & Investments Limited is a shareholder of Wealthpoint Limited. Wealthpoint may also pay Mainland Insurance, Mortgages & Investments Limited, rebates on a periodic basis.

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 may receive funding from suppliers to market and contribute at periodic conferences. These bonuses are not considered prohibited incentives under the relevant regulations.

To ensure Wealthpoint advisers prioritise the client's interests above their own, Wealthpoint Advisers follow an advice process that ensures our 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 business 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. Lending providers may do credit checks and gather other information about 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.*