

## FINANCIAL ADVISER DISCLOSURE STATEMENT

**KYLIE CONNOR FSP686571**

### 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.

## LENDING

The product providers I may recommend for Lending are:

**ANZ, ASB, BNZ, Westpac, Kiwibank, SBS, Unity, AVANTI FINANCE, Resimac, First Mortgage Trust (FMT), Co-op Bank, Heartland Bank.**

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	0.90%	0.0%
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%

## 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

Lending providers may also charge a fee. This fee may be added to the loan or paid by you upfront when your loan is drawn down.

If you decide to 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 clawback fee 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.

## RISK PROVIDERS

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

***AIA, Chubb, 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.

## 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 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, and to personal information about you that may be collected from other people or organisations. The personal information collected about you will be held by the adviser business and Wealthpoint to identify services and products that may be suitable for your needs. My adviser business and Wealthpoint can access this information to assist to provide financial services or products available that may be suitable to your needs, to provide quality control services and to manage complaints, and to meet legal and regulatory obligations.*

*My adviser business, Wealthpoint, and relevant product providers may collect personal information about you directly from you and indirectly from other people or organisations, including relevant product providers, lenders, insurers, credit reporting agencies, identity verification and compliance service providers, publicly available registers, and any other person authorised by you or permitted or required by law.*

*I may disclose your personal information to other relevant product providers (including but not limited to ASB Bank, ANZ Bank, Westpac Bank, Kiwibank, BNZ Bank, SBS Bank, The Co Operative Bank, SBS Bank, Avanti Finance, Resimac, First Mortgage Trust, Heartland Bank, Unity Home Loans, Unity Personal Loans) to enable them to assist me to provide financial services to you.*

*ASB Bank, ANZ Bank, Westpac Bank, Kiwibank, BNZ Bank, SBS Bank, The Co Operative Bank, SBS Bank, Avanti Finance, Resimac, First Mortgage Trust, Unity Home Loans, Unity Personal Loans, Heartland Bank's privacy policies can be found on their respective websites. Lending providers may do credit checks and gather other information about you from credit reporting agencies and other relevant sources. Personal information may also be collected or used for identity verification, fraud prevention, anti-money laundering and countering financing of terrorism compliance, product underwriting, administration, audit, and complaint management purposes.*

*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.*