



Wealthpoint North

TERMS OF BUSINESS & ADVISER DISCLOSURE

JULY 2024

A member of the Wealthpoint network

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ABOUT ME

Name Richard Gerard

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I am a financial adviser for Wealthpoint North and I am giving financial advice on behalf of Wealthpoint Limited which holds a Financial Advice Provider Licence FSP 678011

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.

Qualifications

Graduate Diploma in Business studies endorsed in Personal Financial Planning

Bachelor of Agricultural Commerce

AdviserLink Level 5 Certificate in Financial Services

SERVICES I CAN ASSIST WITH

Life Insurance Insurance providing a payment upon terminal illness or death of the insured.

Trauma Insurance/ Serious Illness Insurance providing a lump sum payment to cover immediate medical expenses and other financial needs when a critical illness or injury occurs.

Disability Insurance Insurance that provides a lump sum in the event the insured is prevented from working and unlikely to work again in the future due to disability.

Income Protection Insurance that provides income in the event the insured is prevented from working and earning an income due to an illness or disability.

KiwiSaver A voluntary savings scheme to plan for retirement.

Investment The investing of money or capital to meet goals and objectives.

Mortgage Lending Type of loan you can use to buy or refinance a home.

Health Insurance Insurance providing reimbursement for certain types of medical expenses.

Business Insurance Insurance providing cover for businesses related activities including public and statutory liabilities.

Rural Insurance Insurance providing cover for farm and agricultural related activities.

House Insurance Insurance providing cover against losses and damages to an individual's residence.

Contents Insurance Insurance providing cover against damage and loss of an individual's personal possessions.

Car Insurance Insurance providing cover against damage and loss of a vehicle.

Watercraft Insurance Insurance providing cover against damage and loss of a watercraft.

Travel Insurance Insurance providing a wide range of cover for when you are travelling.

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 Wealthpoint North whilst retaining between 3% and 6%. Wealthpoint North (WPN Ltd) will also retain an amount of between 0% and 10% of any commissions received.

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 fund under management, loan balance or insurance premium, depending on the specific financial provider and type of financial product.

LIFE, DISABILITY AND HEALTH INSURANCE

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

AIA, Asteron Life, Partners Life, NIB, Fidelity Life, Southern Cross, Accuro

Upfront commission paid by the providers ranges from 0.00% - 210% 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.

If you decide to cancel your policy fully or partially within 24 months from the inception of the policy in place 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 based on the time I spent with you at the time providing service to you in connection with the applicable policy, on an hourly rate of

\$150 plus GST and this fee shall be no more than \$1,800 plus GST.

KIWISAVER PROVIDERS

Below are KiwiSaver providers that I give advice on:

Nikko, Milford, Booster, Fisher Funds, ANZ, AMP and Generate

I may charge an upfront fee of \$150 to provide a review or recommendation to invest in KiwiSaver. This fee will be agreed with you in advance.

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.

INVESTMENT PROVIDERS

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 depending on the provider.

Trail commission paid by the providers ranges from 0.00% - 0.45% 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.

A contribution fee of up to 5% of each payment may be deducted for the purchase of units in the funds under AMP investments.

Apart from the fees under the relevant type of providers above (if any), I may also charge you an upfront planning fee and a review fee at each review for the service I provide which I will agree with you in advance. This fee will be based on an hourly rate of \$150 and I will provide an estimate of the total fee before starting the review or plan.

LIMITATIONS ON THE ADVICE I PROVIDE

I don't provide financial advice on General Insurance or Lending, however, we do have specialists within Wealthpoint North and the wider Wealthpoint Network to whom I can refer you.

For the above referrals, I may receive a referral payment of a flat rate or percentage of the commission/fee received by the referred adviser, which will be detailed at the time of the recommendation.

CONFLICTS OF INTEREST AND INCENTIVES

I am a contractor to Wealthpoint North and receive a portion of a commission or fees paid to Wealthpoint North which depends on the business I place with providers.

Wealthpoint North is a shareholder of Wealthpoint Limited. Wealthpoint Limited may also pay Wealthpoint North rebates on a periodic basis.

I may receive subsidised professional development training from financial providers.

Wealthpoint Limited and Wealthpoint North may receive payments from product suppliers and financial platform providers for the amount of business I place with them.

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

To ensure Wealthpoint advisers prioritise the client's interests above their own, our 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.