



Wealthpoint North

Richard Gerard

Terms of Business and Adviser Disclosure

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ABOUT ME

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I am a financial adviser for Wealthpoint North
I provide financial advice on behalf of Wealthpoint Limited (FSP678011) which holds a Financial Advice Provider Licence.

Unless otherwise agreed, my advice and recommendations will be personalised to your specific situation, considering 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

LIMITATIONS ON THE ADVICE I PROVIDE

I do not provide financial advice on **Commercial Insurance, Domestic Insurance, Rural Insurance, Lending, Travel Insurance**, however we may have specialists within Wealthpoint North or the wider Wealthpoint Network who I can refer you to.
For the above referrals, I may receive a referral fee 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.

SERVICES I CAN ASSIST WITH

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

KiwiSaver: A voluntary savings scheme to plan for retirement.

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

Trauma Insurance/Serious Illness: Insurance that provides 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 and Mortgage Protection: Insurance that provides income in the event the insured is prevented from working and earning an income due to an illness or disability.

Health Insurance: Insurance that provides reimbursement for certain types of medical expenses.

Workplace Group Insurance

PROVIDERS, RELEVANT COMMISSIONS AND FEES

RISK PROVIDERS

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

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

Upfront commission paid by the providers ranges from 0% - 210% of the annual premium and trail commission ranges from 3% - 30% of the annual premium depending on the provider and type of product. Commissions may vary depending on specific products' services, offers, or features.

For services I provide you, 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 **insurance premium/investment funds under management**, depending on the specific financial provider and type of financial product.

KIWISAVER PROVIDERS

The product providers I may recommend for KiwiSaver are:

Amova, Milford, Booster, Fisher Funds, ANZ, AMP, Generate

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

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% - 1.00% per annum of the funds under management depending on the provider.

Trail commission paid by the providers ranges from 0.2% - 0.5%

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

INVESTMENT PROVIDERS

The product providers I may recommend for Investments are:

Milford, ANZ, Amova, Lifetime Retirement Income, AMP Wealth

I may charge a portfolio Ongoing Service Fee between 0% - 1% per annum of the funds under management depending on the provider.

Trail commission paid by the providers ranges from 0.2% - 0.45% per annum of the funds under management depending on the provider.

You may be required to pay third-party fees, including 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.

OTHER FEE INFORMATION

Apart from the fees under the relevant type of providers above (if any), I or Wealthpoint North may charge a fee for my service,

The fee may be applicable where:

- you are seeking advice and Wealthpoint North do not receive income from a third party.
- you have asked me to undertake work and then you do not proceed with my recommendations.
- I am reviewing your existing business.

The fee will be agreed with you in advance and will be either a flat fee or based on hourly work done (or a combination of these).

Typically, these fees will be at an hourly rate of \$150.

CONFLICTS OF INTEREST AND INCENTIVES

I may receive bonuses depending on the financial products I distribute. These bonuses are not considered prohibited incentives under relevant regulations.

Wealthpoint North is a shareholder of Wealthpoint Limited. Wealthpoint may also pay Wealthpoint North rebates periodically.

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 a Wealthpoint quality assurance process for compliance purposes.

A fee may be payable when you do take up the recommendations and subsequently, you cancel the recommendation within the timeframe that the providers can take back the commissions paid. This fee will be based on work done and is generally within a two-year timeframe. The fee will be agreed with you in advance.

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.