

NATURE AND SCOPE OF ADVICE

PERSONAL LENDING

Prepared for

Client's Name/s: _____

Produced by

Financial Adviser: **Ian Bailey**
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On behalf of

Business Name: **Rod Schubert Financial Advice Limited ("RSFA")**
Registration: **709511**
Email: rod@rsfa.co.nz
Address: **4 Coopworth Road, Hanley's Farm, Queenstown 9371**
Postal: **P.O. Box 1985, Queenstown 9348**

Date Prepared

THE NATURE AND SCOPE OF THIS ADVICE

I can provide you with financial advice in relation to mortgages (Bank and Non-Bank), I provide this advice from a wide range of providers to ensure the best offerings for my clients. I will/do not provide advice on Wealth Management or Investments.

Kingbird Limited, of which I am a director and owner, may also provide advice in relation to business and asset finance, including cashflow financing and similar wholesale and business related advise. Those wholesale and business related advise is not part of the disclosure provided by RSFA and RSFA takes no responsibility for advice Kingbird provides relating to the above advice. (**see note below)

Areas of advice you would like me to focus on:

Please tick which areas apply to you. We can change or modify the scope of advice at any point.

- Mortgage Planning** I will develop a recommendation for you to ensure that you have the appropriate lending structure in place for your situation and objectives. As part of the fact find and our conversations, I will understand your circumstances, and provide financial advice.
- Personal Insurance Planning** A colleague within RSFA will develop an insurance plan for you to ensure that you have the insurance protection in place for your situation and objectives. Once we understand your circumstances and requirements, we work with you to develop the right product options for your insurance needs. We also work with an insurance specialist in my group, who may assist with your needs, or I may refer you to him. Here are his details: <https://rsfa.co.nz/team/jp/>
- Fire and General Insurance** RSFA can assist with referring your general insurance requirements to a business associate of RSFA.
- KiwiSaver** A colleague can offer advice on Kiwisaver to assist with you choosing a fund for retirement or saving for your first home.
- Asset and Business finance** I can provide business and asset financing advice , under the Kingbird Limited FSP1000364. This advice and service are not part of this disclosure and RSFA takes no responsibility for that advice. Further the payment for those services is also not part of this disclosure document. (**see note below)

IMPORTANT DISCLOSURES

Commissions and Incentives

I/RSFA receive commissions from main banks and some non-banks if you settle a loan through my advisory. The commission payable currently is between 0.55% and 0.85% of the loan amount. The amount depends on which lender and which loan you choose. In some cases, I will also receive an ongoing commission of between 0%-0.20% of the loan balance while the loan or part thereof remains in force.

For non-bank lending, a fee may be required to be charged. Often non-banks do not pay commission. We will make you aware of any fees due as soon as practical and will request a decision whether you wish to proceed at that point.

The commission I receive is paid to my company Rod Schubert Financial Advice ("RSFA") and is used towards operational costs like (and not limited to) compliance costs, training, and back-office support, as well as paying myself a salary.

Services provided by Kingbird Limited, of which I am a director and owner, are separate to this Disclosure and there may be fees charged to provide asset finance, business financing and finance, and business and wholesale related services (**see note below)

Conflicts of Interest

I am paid commissions by lenders when a mortgage settles and in some cases ongoing commission while the loan or part thereof remains in force.

To ensure that I prioritise your interests above my own, I follow an advice process that ensures my recommendations are made based on your individual goals and circumstances. We complete appropriate training about how to manage conflicts of interest. We undertake required compliance checks and audits to meet our regulatory commitments and requirements, and for example, Rod Schubert Financial Advice is subject to a yearly audit and compliance reviews to ensure we meet our obligations while doing right by our clients.

We are here for our clients and to advise you as best we can. Your interests are our priority, although we do have business relationships with product providers also. From time to time, we may receive a small gift from a product provider (such as a bottle of wine or events tickets).

Fees and Expenses for mortgages

I would not normally charge a fee for the financial advice provided. I do charge a fee for some non-bank lending and \$250 per hour plus GST for finance/lending consultation work required (if agreed in advance) or to recover or part recover commission clawback cost.

I do not charge you a fee if you decide to take a loan through a main bank (unless it is finance/lending consultation work required where we are not paid commission). The main bank lenders we have agencies with will pay us a commission if you decide to proceed with us and when your loan settles. However, we may charge you for the financial advice that I provide if you cancel or refinance your mortgage within the first 28 months after it settles. This will be based on the time it has taken to prepare my advice. The fee for our financial advice is based on up to 10 hours of work calculated at \$250 per hour or the amount of clawback from the lender, whichever is the lesser. We decided to limit this cost, even though the commission clawback could be higher than our set maximum recovery limit. In this event, we will invoice you for this fee and it will be payable on the 20th of the following month. Details of how to make payment will be included on the invoice. If you are taking out new lending with us we may reduce or waive this fee, due to new commission being paid. We will always treat you fairly and professionally in the unlikely event we are required to send you an invoice.

Reliability History

Neither RSFA, nor I, have been subject to a reliability event.

A reliability event is something that might materially influence you in deciding whether to seek advice from me or from RSFA. As an example, it would include legal proceedings against me, or if I had been discharged from bankruptcy in the last four years.

ACKNOWLEDGEMENT

I/We _____ and _____
have read, understood and agree to the NATURE AND SCOPE OF THIS ADVICE terms.
Please be in touch if you have any queries or concerns.

Signature

Date: _____

Signature

Date: _____

In the event there are 3 or 4 applicants please use the following space to sign and date:

I/We _____ and _____
have read, understood and agree to the NATURE AND SCOPE OF THIS ADVICE terms.
Please be in touch if you have any queries or concerns.

Signature

Date: _____

Signature

Date: _____

**Ian Bailey (FSP#100411) operates under the RSFA FAP license and business structure and works within RSFA as a Mortgage Advisor, and commercially contracted to RSFA (being attached to the RSFA FAP per FSP #709511). Ian also operates independently under his own company Kingbird Limited which has a wholesale FAP licence (FSP #1000364), providing business and asset finance, invoice funding and related services on a wholesale basis. Kingbird may charge fees as a wholesale FAP under their license