

[DISCLOSURE STATEMENT]

for **FINLAY ABBOT MORTGAGE BROKER LIMITED**
Registered Number FSP63061

MORTGAGE BROKER & INSURANCE ADVISER
Finlay Abbot Mortgage Broker Limited

It is important that you read this document

This information will help you to choose a financial adviser that best suits your needs. It will also provide some useful information about the financial adviser that you choose.

What sort of adviser am I?

I am a registered, but not authorised, financial adviser. I can give you advice about category 2 financial products such as life insurance, health insurance, risk insurance, consumer credit contracts, home loans, mortgages and other insurance products.

I am a specialist mortgage broker and personal risk adviser and can provide you advice as well as transactional services relating to mortgages, life insurance, disability and medical insurance.

What should you do if something goes wrong?

If you have a problem, concern, or complaint about any part of my service, please tell me so my internal complaints scheme can try to fix the problem.

If we cannot agree on how to resolve the issue, you can contact Financial Dispute Resolution, part of the Dispute Resolution Services Limited. This service will cost you nothing, and will help us resolve any disagreements. You can contact Financial Dispute Resolution Service by emailing enquiries@fdr.org.nz, calling Financial Dispute Resolution Service on 0508 337 337, or in writing to: PO Box 5730 Lambton Quay, Wellington 6145.

How am I regulated by the Government?

You can check that I am a registered financial adviser at <http://www.fspr.govt.nz>. The Financial Markets Authority regulates financial advisers. Contact the Financial Markets Authority for more information, including financial tips and warnings.

You can report information or complain about my conduct to the Financial Markets Authority, but in the event of a disagreement, you may choose to first use the dispute resolution procedures described above (under "What should you do if something goes wrong?").

Declaration

I, Finlay Abbot, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete and complies with the disclosure requirements in the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010.

This Disclosure Statement, version 1, was prepared on 1 July 2011

[BUSINESS OVERVIEW]

FINLAY ABBOT MORTGAGE BROKER LIMITED (Finlay)

What I Do

Finlay is a Registered Financial Adviser who specialises in advice on residential property finance and personal insurance to home owners and property investors predominantly in Wellington.

Finlay's core focus is to continuously act in your best interests by providing top quality financial advice and service and become your long term Financial Adviser for mortgages and insurance.

How I Work – The Start

Finlay uses a thorough advice process, summarised as follows :

- Finlay will establish the areas where you need advice and we will agree on your objectives
- Finlay collects relevant financial information from you prior to and during our meetings so that I have a full understanding of your current financial situation and your future plans
- Finlay will work through a specific process designed to provide you with a personalised financial plan in relation to your mortgage and insurance needs
- Finlay prepares and presents recommendations on products, lenders and insurers
- Finlay facilitates the application process on agreed products and services

How I Will Work – The Future

- Finlay will monitor the implementation of your objectives and review agreed strategies and actions on a regular basis
- Finlay will provide you with a future business relationship including regularly communicating with you about:
 - Fixed rate reviews – Finlay has a comprehensive process to assist you*
 - Loan re-structures and future loan applications*
 - Correcting any Lender or Insurer errors*
 - Continuing to advise you on your changing insurance needs including assisting you with any claims*
- My preferred form of communication, unless urgent, is by e-mail

[BUSINESS OVERVIEW]

Experience, Qualifications & Awards

- Qualification – National Certificate in Financial Services (financial advice) in residential property lending, insurance, core industry knowledge and knowledge of the Code of Conduct for Financial Advisers
- Registered Financial Adviser (FSP63061)
- Over 25 years of continuous Banking and Financial experience in residential and business lending
- A variety of Lending and Credit Management roles in specialist Banks and Finance Companies in Wellington, Palmerston North, Auckland and London
- Commenced mortgage brokering on 1 April 1999 and have arranged over \$300 million of loans
- Winner – 2008 NZMBA New Zealand Mortgage Broker of the Year
- Winner – 2007, 2006 & 2003 PLAN NZ Mortgage Broker of the Year
- Winner – 2008, 2007 & 2006 NZMBA Greater Wellington Regional Broker of the Year

Product Providers

Finlay is an Accredited Adviser with the following companies, and will recommend the products and solutions which best fit your circumstances and requirements:

Mortgage Providers

ANZ, ASB, BNZ, Liberty Home Loans, RESIMAC, Sovereign Home Loans, SBS Bank, The Co- Operative Bank, TSB and Westpac.

Insurance Providers

AMP, AIA, Asteron, and Sovereign.

Your Privacy

All discussions and information shared are subject to the Privacy Act 1993. You are entitled to have access to information from your files upon request. A detailed description of the authorised use of the information you supply is covered in the Authority & Declaration you sign with each loan application you make with Finlay.

Original supporting documentation you supply will be copied and returned to you. The copies will be held on your file so that they can be used in any future loan applications. Surplus paper which records your personal information is shredded.

I use an Excel Loan Application form, which I complete on your behalf from the information you provide. I can use this form with any Lender but will not do so without your express permission. Please let me know if you require a copy of this document.

[BUSINESS OVERVIEW]

How I Get Paid

On settlement of a mortgage or issuance of a risk insurance policy, Finlay receives commission from the above product providers. The commission is generally of an upfront nature but may also include a small renewal or trail commission. Finlay also receives a fixed rate roll over fee from some providers when re-fixing your loan.

A full schedule of all providers commission rates is available on request.

Finlay may charge a one off fee for work completed for clients which does not attract a broker payment from the lender. This charge, if applied, will be agreed in advance with you using Finlay's Client Fee Mandate before any work is started.

Up-front commission can be 'clawed back' by all lenders and insurers if a minimum qualification period has not been met.

Specialist Advisors

Fire and Material Damage Cover - Finlay has a referral relationship with Provincial Insurance Brokers (Provincial). In the event that Provincial arrange Insurance Cover then Provincial will pay Finlay a referral fee at its own discretion. The referral fee is paid from the brokerage paid by the insurer and does not increase the cost of your premiums.

Legal and Accounting – Finlay will make you aware of legal and accounting matters that may require your further attention, and it is strongly recommended that you seek advice from a professionally qualified specialist adviser in respect to such matters.

Professional Memberships, Business Partnership & Professional Insurance

PAA - I hold a current accreditation as a full member of the Professional Advisers Association (PAA) and the business complies with the Association's Membership Rules and Code of Ethics and Standards.

For more information visit www.paa.co.nz

Professional Insurance - Finlay has professional indemnity cover for your ultimate protection. The maximum cover is \$2 million per claim. In proven cases, this protects Finlay's clients from financial loss due to fraud, gross negligence, gross misrepresentation, etc. (if perpetrated by Finlay). The Policy is held with Lumley General Insurance (NZ) Limited and is managed by Marsh Ltd, Auckland Phone 0800 – 627 744.