

## Disclosure Statement

**Name:** Kenneth Knight (Ken)  
**FSP Number:** FSP1007190  
**Phone:** 027733 2225  
**Email:** ken@zealmortgages.co.nz  
**Address:** 205 Ellis Street, Frankton, Hamilton 3204



I am a financial adviser and provide advice on behalf of Ken and Laura Limited, t/a Zeal Mortgages (FSP1007742), who are licensed as a Financial Advice Provider by the Financial Markets Authority.

Both Ken and Laura Limited and I are registered on the financial service providers registry which can be viewed at [fsp-register.companiesoffice.govt.nz](http://fsp-register.companiesoffice.govt.nz)

## I Work for You

As a Financial Adviser, it is my duty to abide by the Code of Conduct for Financial Service Providers.

I am paid by the providers for the services I provide, however, it is you that I work for. To ensure that I put your interests ahead of my own, I follow a 6-step advice process when providing personalised financial advice which is based on your individual goals and needs.

I provide all of my recommendations in writing so that you have the opportunity to ask any questions you might have before implementing any of my advice.

Ken and Laura Limited, and anyone who gives financial advice on our behalf, has duties under the Financial Markets Conduct Act 2013 relating to the way that we give advice.

## My Services

### Home Lending:

I work with banks and lenders to recommend the lending products and solutions that I think best fit your circumstances and requirements from the following providers:

AIA, ANZ, ASB, Avanti, Basecorp, Bluestone, BNZ, Heartland, Liberty, KiwiBank, Pepper Money, Prospe, SBS, Southern Cross, The Co-Operative Bank, Unity, Westpac

In place of an upfront fee, Ken and Laura Limited is paid a commission by the recommended lending provider. This commission will range from 0.55% to 3% of the total lending, depending on which provider you choose to take a loan with. I will confirm the amount of commission Ken and Laura Limited will receive when I provide my recommendation to you.

In addition, Ken and Laura Limited may receive a commission of up to 0.20% of the outstanding mortgage or lending balance annually which covers the ongoing service I provide to you, by way of trail commission.

**Clawback:** If your mortgage is repaid within 27 months of your mortgage settlement, Ken and Laura Ltd will have to repay some, or all of the upfront commission received to the lender. This is known as commission clawback. If the lender charges Ken and Laura Limited, due to early settlement of the mortgage arranged for you, Ken and Laura Ltd will ask you to repay the commission that we have to repay to the lender, to a maximum of \$3000 as a cost recovery for the service provided. This fee has been calculated on an average 12 hours of advice, negotiation and administration to complete and submit your loan application, at an hourly rate of \$250. You will not have to pay a fee if Ken and Laura Ltd was given the opportunity but was unable to get subsequent finance approval or you paid an agreed upfront fee when your mortgage was originally drawn.

## **KiwiSaver:**

We have partnered with three leading NZ owned KiwiSaver providers, Generate, Milford and Pathfinder. All three are active fund managers and have a proven track record when it comes to long-term returns.

My service is limited to providing generalised advice. This involves discussing what level of financial risk you are comfortable with and recommending a fund type that best matches your attitude towards risk and the length of time until you plan on accessing your funds (from Cash through to Aggressive).

If you prefer a more comprehensive plan, I can refer you to another adviser who offers these services.

If you choose to join the Generate KiwiSaver Scheme, Ken and Laura Limited can be paid an upfront commission, up to \$300 (depending on the size of your contribution within the first 12 months) and while there is no cost you, Ken and Laura Limited will receive an amount equal to 0.25% per year of your account balance ongoing.

### **Ongoing Services**

Additional fees can be charged if you have selected the Adviser Plus service, and you have an Ongoing Service – Appointment and Fee Authorisation Form in place with Generate. These fees may be up to 0.25% per annum of your account balance for KiwiSaver and they will be deducted from your Generate KiwiSaver Funds monthly and paid to us as your Financial Adviser. Example: \$30,000 balance @ 0.25% p.a. = \$75 per year

If you choose to join the Milford KiwiSaver Scheme, Milford allows Ken and Laura Limited to charge your KiwiSaver account \$150 for the initial advice fee. This is done after the transfer has taken place.

Additional fees can be charged if you have Ongoing Advice and an appointment and Fee Authorisation Form in place with Milford. These fees may be up to 0.50% per annum of your account balance for KiwiSaver and they will be deducted from your Milford KiwiSaver account monthly and paid to us as your Financial Adviser. Example: \$30,000 balance @ 0.50% p.a. = \$150 per year. Milford has a rebate of 0.20% pa for all funds except the cash fund which has a tax rebate of 0.05% pa. The ongoing Advice and Administration fee is tax deductible for the purposes of calculating the amount of PIE tax applied to your account.

If you choose to join the Pathfinder KiwiSaver Scheme, Pathfinder will pay Ken and Laura Limited a one-off upfront fee of \$50- \$150 for the initial advice and while there is no cost you, Ken and Laura Limited will receive an amount equal to 0.25% per year of your account balance ongoing.

### **Ongoing Services**

Additional fees can be charged if you have selected Ongoing Services, and you have an Ongoing Service – Appointment and Fee Authorisation Form in place with Pathfinder. These fees may be up to 0.25% per annum of your account balance for KiwiSaver and they will be deducted from your Pathfinder KiwiSaver Funds and paid to us as your Financial Adviser. Example: \$30,000 balance @ 0.25% p.a. = \$75 per year

## **Managed Funds**

We recommend Generate Managed Funds. We refer to Generates Internal Adviser Team and Ken and Laura Limited receive 0.125% pa of the Funds Under Management.

## **Life Insurance Referral Fee**

We don't mind who you decide to work with but if you are looking for a recommendation, we use Guy McLeod at Peak Financial for all Life and Trauma Cover. Peak Financial will pay Ken and Laura Limited 20% of the upfront commission they receive if they put cover in place for you.

## We are required to

- . Give priority to your interests by taking all reasonable steps to make sure our advice isn't materially influenced by our own interests.
- . Exercise care, diligence, and skill in providing you with advice.
- . Meet standards of competence, knowledge and skill set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure that we have the expertise needed to provide you with advice).
- . Meet standards of ethical behaviour, conduct and client care set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure we treat you as we should and give you suitable advice).

## How to raise a concern or complaint about my advice

If you are unhappy with any aspect of my service, please tell me so that we can manage it through my internal complaint process. If we are unable to address your concerns, you can contact my disputes resolution scheme, at no cost to you:

**Scheme:** Financial Dispute Resolution Service

**Address:** Freepost 231075, PO Box 2272, Wellington 6140

**Telephone Number:** 0508 337 337

**Email Address:** [enquiries@fdrs.org.nz](mailto:enquiries@fdrs.org.nz)

## Privacy Policy

We will collect personal information in accordance with our Privacy Policy. We treat your information as strictly confidential. We will not disclose any confidential information obtained from or about you to any other person, except in accordance with our Privacy Policy.

