FINANCIAL SERVICE PROVIDERS

Our aim, your gain

- Mortgages
- Business Finance
- Franchise Advice
- Budgeting
- Business Mentoring

About Us

Name of Financial Adviser:

David Weusten - FSP 37043

Financial Service Providers NZ Ltd - FSP 723051

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Trading name:

Financial Service Providers NZ Ltd

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My experience and qualifications

I have been a financial adviser since the year **2000**, prior to this has 22 years with ANZ bank, both in New Zealand and the Solomon Islands (3 years) and give advice on

Mortgage Finance

Business Finance

Budget Mentor

Business Mentor

Franchise Advice

My relevant qualifications include:

Accredited Business Mentor with Business Mentors NZ and was appointed a Pacific Island BM going to PNG every 6 months from 2011 to 2013.

Certificate in Company Direction 11 May 2007

Level 5 Cert Financial Advice June 2014

Diploma in Business October 2020

I have been published in the Sunday Star Times, the New Zealand Franchise Magazine and have published four books. The most recent, co -authored with Mike Pero, is titled "*It won't happen overnight…*" is about creating wealth through property investing in NZ and is in good resellers stores now.

I keep my qualifications up to date through continuing education (consisting of seminars, technical briefings, product accreditation and conference workshops) for a minimum of twenty hours per year and sixty hours of continuing professional development every two years. This includes keeping up to date with changes to relevant laws and obligations.

How I Operate

When I give advice, I follow the internationally recognised six-step process:

1. Establishing the client-adviser relationship,
2. Gathering client data and determining the client's goals, and expectations,
3. Analyse and evaluate the client's current situation, then understanding their goals, dreams, and desires.
4. Develop and present our written advice, or recommendations.
5. Work towards arranging the finance and/or professional help required for implementation
6. Be available to help monitoring and answer questions as needed.

Our strategy with our clients is captured in the quote below.

The services I provide will depend on your needs. They may include any or all of those detailed in this document.

My advice can take account of your personal objectives, financial situation and needs. It will be clear and concise, with enough detail for you to make an informed decision about whether to act on it. Or not.

Services and products, I provide

I provide advice in the following subject areas:

The financial adviser services I provide are in relation to the following financial products:

- Finance
- Budgeting
- Running a business
- Retirement planning
- Articles and books

The product and service providers I have agency or distribution agreements with are.

☐ All the main banks and lenders except for Kiwi Bank (soon to be included)

I only give advice in the subject areas set out above.

How do I get paid for the services that I provide to you?

Payment type

□Fees

Generally budgeting and business mentoring are provided free of charge. If a service is requested that will necessitate me charging a fee this will be discussed with you before commencing work on your behalf.

Our hourly rate is $100 (We are not GST registered)

□Commissions

Different lenders will pay us different commissions, but we will always approach the lender you choose first.

□Other

Fees you will need to pay for the services I provide

Generally, we do not charge a fee to help you, we will discuss and get agreement from you before hand if a charge is required.

Other interests and relationships

N/A

I do not have any preferential terms (other than those readily offered to other market participants) or production performance agreements with any lender. I do not have any commercial relationships or contractual arrangements that present any conflicts of interest to consumers generally which would be reasonably likely to materially influence me in providing the financial adviser service.

Our company slogan has been **"Our Aim, Your Gain"** since inception in October 2000 and this underlines everything we do for our clients.

I am not required to place any level of business with any supplier or financial organisation. Many lenders require Financial Advisors to place lending with the existing bank first, which we honour unless specifically directed not to by our client.

I do not have any other financial or other relationship with any other person that would be reasonably likely to influence me in giving advice.

Professional Bodies

I am a member of Financial Advice New Zealand and, as a condition of my membership I adhere to the Financial Advice New Zealand Code of Ethics and Financial Advice New Zealand Practice Standards in all facets of my practice.

I am also a member of:

New Zealand Financial Services Group (aggregator)

Avonhead Baptist Church

Business Mentors New Zealand

Kingdom Resources (budget advisors)

Professional Indemnity Insurance

I have professional indemnity insurance which covers all my areas of practice as listed above.

This insurance provides protection for clients for:

- any error or omission.
- defamation.
- employee dishonesty; and
- includes full "prior acts" protection.

The underwriter is: NZI

As with all insurance, this cover has limitations and is subject to certain exclusions and terms and conditions.