

TERMS OF ENGAGEMENT

Who we are

Adviser David Weusten

Company Financial Service Providers NZ Ltd

Contact Details 4 Storry Place, Avonhead Christchurch 8042, Ph 03 342 3883 or 0274993792,
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What we do

I am a Financial Adviser **FSP 37043** who specialises in providing advice and transactional solutions for clients in the areas of Budgeting, Mortgages & Business Finance and Business Mentoring.

How we work

I work in the following manner;

- I will get to know you and gather all necessary information on your situation and identify your specific needs and objectives.
- We will agree on your needs, your requirements & establish our terms of engagement.
- I will then analyse and research your circumstances & develop strategies to meet your needs and objectives.
- I will facilitate the application process for agreed products and services.
- If required I will prepare & present a statement of advice outlining my recommendations & implement any such agreed recommendations, but in most cases we will present a lenders letter of offer to you.
- I will monitor the process of loan approval, acceptance and instruction being sent to your solicitor.
- I also provide an ongoing service should you so wish, that includes the re fixing of your mortgage facilities.

Experience and Qualifications

I have 21 years of banking experience (ANZ Bank) in New Zealand including 3 years internationally. I have been self-employed 21 years, as an independent provider of financial advice. I have written three books and had a number of articles on finance and business published.



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Since I set up FSPNZ, in late 2000, I have had in excess of \$295 million approved for my clients and during my time in the finance industry I have been involved with lending approvals in excess of \$342 million.

Memberships

I am a member of the Avonhead Baptist Church, Financial Advisors NZ (Association), NZFSG (the aggregator), Business Network International (Advocates) and Rugby Southland Supporters Club Inc.

Product Providers

I work with a number of banks and lending institutions around the country to ensure that you get the products and services which provide for your needs. A full list of providers is available on request.

How we get paid

Residential Finance

In the normal course of business, I receive payment from the lenders that we place your finance request with. This is acknowledged by the Authority & Declaration signed by you on the application form used. A copy is presented to you at the time of application and includes the words:

"I understand that the broker does not charge me for these services (unless specifically negotiated in advance), but receives a payment from the lender providing the loan."

A full schedule of all providers and their payment of fee for service, (wrongly referred to as commission) rates is available on request.

In the rare event that you may require me to act on your behalf in a transaction whereby I do not receive a fee for service, I may discuss a one-off fee for this work to be completed. Any such fee would be agreed in advance and authorised by you in writing.

Business/Commercial Finance (which includes residential property refinance when required)

Business lending often is considerably more involved with **FSPNZ requiring a preparation fee of \$500 which will be invoiced on our instruction to proceed. A further fee of up to 1.5% will be based on total lending drawn down.** FSP will credit the upfront \$500 and any funds received by the lender from the fee payable should the finance be drawn down.

NOTE: If by your actions (i.e. you repay or reduce your loan within 28 months) and the lender's fee for service to FSP is "Clawed back", FSP reserves the right to charge for its time @\$200 per hour. Time spent range from 10 to 25 hours.

Please see separate Claw back explanation and Acknowledgement document.



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Your Obligations

Any advice can only be as good as the information received from you so I ask that you provide me with the full information I request. Without relevant and correct information about your personal and financial situation I run the risk of giving advice that is not appropriate for your needs or misrepresenting you to a lending institution. If you are unsure as to why I need certain information please ask so that I can explain.

Termination

I undertake to exercise care, diligence and skill in providing you with financial adviser. If at any time, you wish to terminate this engagement, you must advise me in writing. Upon receipt of such advice by you, I then undertake to confirm termination of the engagement to you in writing within two business days.

Privacy Act

1. It is understood that any information gathered is personal and I undertake to keep this information confidential and secure.
2. The Privacy Act 1993 gives you the right to request access to and correction of your personal information.
3. Information provided by you and or any authorised agent will be used by me and any members of my staff for the purpose of arranging finance for you and may also be used by any:
 - a) product or service provider when considering a request for finance;
 - b) other professionals such as solicitors, accountants, financial planners when such services are required to complement this advice and as requested by you.
4. The information will be held by me / us at: **4 Storry Place, Avonhead, Christchurch 8042**

Scope of Service and Engagement

The following are the areas you are requesting from FSP, subject to any specific objectives or limitations of our engagement.

- 1) Unless noted below, our discussions and my advice will be in relation to obtaining Residential or Business Finance.
- 2) We will also advise you on structure of the loan and the options of term and fixing and/or floating.
- 3) We also offer to help you review your loans, as and when required, including fixing the rates or when the fixed rate expires.



If you desire us to do this we expect you to contact us with your requirements and with time to understand your current situation, your goals, desires and any circumstantial changes you have had.

Acknowledgements

I may be required to provide evidence that I have explained specific requirements or obligations and provided certain information to you. Can you please acknowledge by signing below that these requirements have taken place?

Disclosure Statement

I / We acknowledge that I / we have received a Disclosure Statement from the adviser named in this document. This document is current.

Provision of Information

I / We acknowledge the need to provide relevant personal and financial information and by not doing so I / we risk receiving advice or product recommendations that may not be appropriate to my / our needs.

Scope of Service

I / We understand the services being provided are restricted to the scope of service or subject to specific limitations indicated on the previous page.

Privacy Act

I / We acknowledge I / We have read and understood the information relating to the Privacy Act 1993 and how this information may be used.

Adviser Remuneration

I / We acknowledge I / We have had the basis of adviser remuneration explained or been given a copy, understand that they provide a professional service and I / we accept the conditions outlined on the previous pages.

Client name: _____ Client name: _____

Signature: _____ Signature: _____

Date: ____/____/____ Date: ____/____/____



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