

ADVISER DISCLOSURE STATEMENT

1. ABOUT ME

Name of adviser: Lynaire (Lindy) Neilson
FSP number: FSP 72421
Company name: Mortgage Link Eastland Ltd
Trading name: Mortgage Link Eastland Ltd
Physical address: Office 10, Watershed,
90 Salisbury Rd, Gisborne
Postal address: as above
Phone: 06 867 9572
Fax number: 06 867 9532
Email: lindy.neilson@mortgagelink.co.nz

This disclosure statement is current as at:

2. INTRODUCTION

This document complies with the disclosure requirements under the Financial Advisers Act 2008 (Act) and sets out the disclosure required to be made in relation to your mortgage adviser.

3. 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.

4. WHAT SORT OF ADVISER AM I?

I am a registered, but not authorised, financial adviser.

5. PRODUCTS AND SERVICES OFFERED:

- Term loans
- Revolving credit loans
- Reverse mortgage loans
- Personal loans
- Review services

I have access to a wide range of lenders through Mortgage Link including, but not limited to:

- ANZ National Bank Limited
- ASB Bank Limited
- CBS Building Society
- General Finance Limited
- Liberty Financial Limited
- Nelson Building Society
- PSIS Limited
- Public Trust
- Sentinel Limited
- Sovereign Services Limited
- Southland Building Society
- Westpac Limited

6. DETAILS OF MY EXPERIENCE, QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS.

I have been providing mortgage advice since 1999.

I have the following experience:

Banking experience 1979 – 1999

Bank manager 1987 – 1999

Past Polytech tutor of banking & finance papers.

Past treasurer & budget advisor for Gisborne Budget Advisory Service Inc

I have the following relevant qualifications:

NZ Diploma in Business

Bankers Institute of NZ – Certificate in Banking

I belong to the following professional body(ies):

None.

I also comply with Mortgage Link's ethics and standards.

7. DETAILS OF MY COMPANY

I am a director & employee of Mortgage Link Eastland Ltd trading as Mortgage Link Eastland under the licensing agreement the company has with Mortgage Link (NZ) Ltd. The company was set up in Apr 1997 & was bought by my husband & myself in 2001.

8. 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 in the first instance.

If I am not able to resolve your problem, you can formally lodge your complaint by telephoning, emailing or writing to the Chief Executive, Mortgage Link (NZ) Limited, PO Box 20256, Christchurch, (03) 359 9819, email office@mortgagelink.co.nz.

If your complaint is still not resolved to your satisfaction, or you decide not to use the internal complaints procedure, you can contact my External Disputes Resolution Scheme, Financial Dispute Resolution. This service will cost you nothing, and will help us resolve any disagreements.

You can contact Financial Dispute Resolution at:

Address: FDR, Freepost 231075, PO Box 5730,
Wellington 6145

Telephone number: 0508 337 337

Email address: enquiries@fdr.org.nz

9. PROFESSIONAL INDEMNITY INSURANCE

I am covered under a professional indemnity insurance policy through Vero Insurance NZ Ltd. This policy includes the following covers: professional indemnity, public liability, employer's liability and statutory liability. This policy applies when I act in my professional capacity as a mortgage adviser. As with all insurances, these covers have limitations and are subject to certain exclusions, terms and conditions.

10. REMUNERATION

I may charge a fee of up to \$250 for my service. The exact amount of the fee will be discussed fully and agreed with you before providing the service to you. I am remunerated by way of a commission paid by the lender with whom I place your business. The range for the commission varies with each lender and depends on the amount of your loan placed with the lender. I may also receive a commission based on the total volume and/or quality of business I may place with any particular lender.

I may also receive a commission for the placement of insurance products for my clients (Fire & General, Personal Risk), either directly if an agency is held, or indirectly if a referral is made to a specialist insurance adviser.

The current base commission rates are paid as a percentage of the loan value:

| Lender | Commission Rate Range |
|----------------------------|------------------------------------|
| ANZ | 0.65% - 0.67% |
| ASB | 0.60% - 0.70% |
| General Finance | 0.65% - 0.67% |
| Liberty Financial Limited | 0.60% - 0.67% |
| National | 0.60% - 0.67% |
| PSIS Limited | 0.65% - 0.67% |
| Sentinel | 1.25% |
| Sovereign | 0.45% - plus an annual 0.15% trail |
| Southland Building Society | 0.65% - 0.67% |
| Westpac Limited | 0.70% |

PSIS Limited (personal loans) 3.00%

11. NON- MONETARY BENEFITS

From time-to-time, I may receive certain non-monetary benefits from lenders. This could include gratuities such as bottle of wine at Christmas time, a free calendar or a pen, discounted training courses and the occasional luncheon.

12. OTHER INTERESTS AND RELATIONSHIPS

The Financial Advisers Act 2008 requires me to disclose any direct or indirect pecuniary or other interest that I may have in giving advice.

I am a shareholder in Mortgage Link NZ Ltd.

13. RECORD KEEPING

A photocopy of your completed application form, certified photocopy of your proof of identification, and any correspondence with the lenders on your behalf are held on your file. During normal working hours (9:00 am to 5:30 pm Monday to Friday), you may, on request, have access to your personal file should you wish to check the accuracy of the information contained therein.

14. NO CRIMINAL CONVICTIONS

1. In accordance with the Financial Advisers Act 2008, I hereby certify that in the preceding five years neither I nor any principal officer of Mortgage Link Eastland Ltd have been:

- (a) Convicted of an offence under the Securities Act 1978, the Financial Advisers Act 2008 or the Investment Advisers (Disclosure) Act 1996, or of a crime involving dishonesty (as defined in Section 2(1) of the Crimes Act 1961); or
- (b) A director or principal officer of a company that committed an offence under any of the Acts listed

- above or an offence involving dishonesty as defined above; or
- (c) Adjudicated bankrupt; or
- (d) Prohibited by law from taking part in the management of a company or a business; or
- (e) The subject of an adverse finding by a court in any proceeding taken against me in my capacity as an investment adviser; or
- (f) Expelled from or have been prohibited from being a member of a professional body.

2. I also certify that neither Mortgage Link Eastland Ltd nor any of its principal officers has been placed in statutory management or receivership in the preceding five years.

15. HOW AM I REGULATED BY THE GOVERNMENT?

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

You can report on or complain about my conduct to the FMA but in the event of a disagreement, you may first use the dispute resolution procedures described above (under **8. WHAT SHOULD YOU DO IF SOMETHING GOES WRONG?**).

16. DECLARATION

I Lindy Neilson declare 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 of the Financial Advisers Act 2008 and incorporates the minimum standards disclosure requirements of Mortgage Link's ethics and standards.

Dated:

Full Name: Lindy Neilson

Signature: _____

17. CLIENT ACKNOWLEDGEMENT

I /we acknowledge receipt of the Disclosure Statement of Lindy Neilson and Mortgage Link Eastland Ltd version V1 dated

Full Name:

Signature: _____

Dated:

Full Name:

Signature: _____

Dated: