

ADVISER DISCLOSURE STATEMENT

1. ABOUT ME

Name of adviser: Philip (Phil) Edward Christmas
FSP number: FSP77101
Company name: Re-Max Group (NZ) Limited
Trading name: Mortgage Link Manawatu
Physical address: 40 Victoria Avenue
Palmerston North 4410
Postal address: P O Box 881
Palmerston North 4440
Phone: 06 358 4006
Fax number: 06 358 4007
Email: phil.christmas@mortgagelink.co.nz

This disclosure statement is current as at 1st January 2012.

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
- The Co-operative Bank
- Public Trust
- Sentinel Limited
- Sovereign Services Limited
- Southland Building Society
- TSB
- Westpac Limited

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

I have been providing mortgage advice since 1996. I have the following experience:

Phil was the founder of Re-Max Group (NZ) Limited, now trading as Mortgage Link Manawatu. Initially established as a share brokering and financial planning company the focus changed in 1987 to become a Mortgage Brokering company. Phil was one of the early pioneers of residential mortgage brokering in the country.

In 2004, Phil was a Central North Island regional finalist for the NZMBA Mortgage Broker of the Year award. Phil has been part of the highest production office for the Mortgage Link (NZ) Group since 1998. Mortgage Link Manawatu was awarded Broker of the Year 2004 for Mortgage Link (NZ) Group.

Phil has been a Justice of the Peace since 1988.

I comply with Mortgage Link (NZ) Limited Rules and Code of Ethics and Standards.

7. DETAILS OF MY COMPANY

I am a director and employee of Re-Max Group (NZ) Limited trading as Mortgage Link Manawatu under the licensing agreement the company has with Mortgage Link (NZ) Limited. The company was set up in 1987. The company is owned by 3 directors, Phil Christmas, Craig Seton & Brent Jaslarz.

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. This service will cost you nothing, and will help us resolve any disagreements.

You can contact Financial Disputes Resolution at:-

Address: PO Box 5730
Wellington 6145
Telephone number: 0508 337 337
Email address: enquiries@fdp.org.nz

9. PROFESSIONAL INDEMNITY INSURANCE

I am covered under a professional indemnity insurance policy through Vero Insurance (NZ) Limited via Crombie Lockwood (NZ) Limited. This policy includes the following covers; professional indemnity insurance and public liability insurance. 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 \$250.00 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% - 0.70%
ASB	0.60% - 0.67%
General Finance	0.65% - 1.00%
Liberty Financial Limited	0.60% - 0.70%+ 0.40% trail
National	0.65% - 0.70%
The Co-operative Bank	0.60%
The Co-operative Bank (Personal Loan)	3.00% - 5.00%
Sentinel	1.50%
Sovereign	0.45% - plus an annual 0.20% trail
Southland Building Society	0.50% - 0.65%
TSB	0.60%. \$500 WHL
Westpac	0.65% - 0.70%

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 director of Mortgage Link (NZ) Limited and also indirectly own shares in Mortgage Link (NZ) Limited via a family trust.

We have a formal relationship with Celtic Insurance Brokers for which I receive monetary payments from successful referrals.

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 (8:30 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 Manawatu 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
- (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 Manawatu 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 Philip Edward Christmas 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: Philip Edward Christmas

Signature: _____

17. CLIENT ACKNOWLEDGEMENT

I /we acknowledge receipt of the Disclosure Statement of Philip Edward Christmas and Mortgage Link Manawatu version dated 1st July 2011.

Full Name:

Signature: _____

Dated:

Full Name:

Signature: _____

Dated: