

# ADVISER DISCLOSURE STATEMENT

## 1. ABOUT ME

**Name of adviser:** Judy Steiner  
**FSP number:** 91661  
**Dispute Resolution Scheme:** FDR FM 0617  
**Company name:** Mortgagelink Hawkes Bay  
**Trading name:** Mortgagelink Hawkes Bay  
**Physical address:** 40 Cadbury Road, Onekawa, Napier  
**Postal address:** P O Box 1190, Napier  
**Phone:** 06 8433899  
**Fax number:** 06 8433893  
**Email:** judy.steiner@mortgagelink.co.nz

## 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 financial 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
- Mortgage repayment insurance
- Life insurance
- Trauma insurance
- Income insurance
- Business insurance
- Medical insurance
- Fire & General insurance

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
- Avanti Finance
- General Finance Limited
- Liberty Financial Limited
- Nelson Building Society
- National Bank
- PSIS Limited
- Public Trust
- Sentinel Limited
- Sovereign Services Limited
- HBS Bank
- Westpac Limited

I have access to the following insurance providers through Mortgage Link, including, but not limited to:

- AIA Group Limited
- AMI Insurance Limited
- AMP Group Limited
- Asteron Life Limited
- AXA Limited
- Fidelity Life Assurance Company Limited
- One Path Life (NZ) Limited
- Partners Life Limited
- Tower Health and Life Limited
- Sovereign Insurance

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

I have been providing financial advice since 1998. I have the following experience: I have worked in the finance area for over 13 years working with my clients in residential, business and commercial lending. I have successfully financed in excess of \$100 million during this time.

I have the following relevant qualifications: Registered Financial Adviser Working towards National Certificate in Financial Advice Level 5

I belong to the following professional body(ies): Hawkes Bay Chamber of Commerce Hawkes Bay Chapter BNI Asthma Hawkes Bay Board Member

I comply with their membership Rules and Code of Ethics and Standards. I also comply with Mortgage Link's ethics and standards.

## 7. DETAILS OF MY COMPANY

I am the owner of the business Mortgagelink Hawkes Bay. I have owned this business since 17<sup>th</sup> December 2004. It is currently trading from 40 Cadbury Rd, Onekawa, Napier.

## 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, P.O. Box 20256, Christchurch, (03) 359 9819, email [office@mortgagelink.co.nz](mailto: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 disputes resolution scheme provider FDR. This service will cost you nothing, and will help us resolve any disagreements.

You can contact FDR at:

Telephone number: 0508 337 337  
Email address: [enquires@fdr.org.nz](mailto:enquires@fdr.org.nz)

## 9. PROFESSIONAL INDEMNITY INSURANCE

I am covered under a professional indemnity insurance policy through Crombie Lockwood Broker team. 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 financial 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 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 either directly if an agency is held, or indirectly if a referral is made to a specialist insurance adviser.

The current base and bonus lender 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
HBS	0.65% - 0.67%
Westpac Limited	0.70%
PSIS Limited (personal loans)	3.00%

The current base insurance commissions are paid as a percentage of annual premiums:

Insurer	Commission Rate Range
AIA Group Limited	
AMI Insurance Limited	10%
Rothbury Insurance Brokers	20%
AMP Group	
Asteron Life Limited	160%
AXA	
Fidelity Life	
One Path	180%
Partners Life	180%
Tower	
Sovereign	150%

All insurance companies pay renewal commissions in the region of 5% to 15%.

**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 own the license for Mortgagelink Hawkes Bay for the area Wairoa, Napier, Hastings to Waipukurau. To assist me in meeting my clients insurance needs I can refer the information obtained in my Fact Find to an expert Plan Writer, who has met the Mortgage Link accreditation standards. This does not limit my obligations to my clients for the advice obtained. I will share the

upfront commission received from the insurer with the Plan Writer in an arrangement managed by Mortgage Link.

**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 Mortgagelink Hawkes Bay has 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 Mortgagelink Hawkes Bay 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 what should you do if something goes wrong?).

**16. DECLARATION**

I.....  
 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: Judy Mary Steiner

Signature: \_\_\_\_\_

**17. CLIENT ACKNOWLEDGEMENT**

I /we acknowledge receipt of the Disclosure Statement of  
Judy Steiner and Mortgagelink Hawkes Bay

Full Name:

Signature: \_\_\_\_\_

Dated:

Full Name:

Signature: \_\_\_\_\_

Dated: