

ADVISER DISCLOSURE STATEMENT

1. ABOUT ME

Name of adviser: Sandra Algar
FSP number: FSP 98844
Company name: Mortgage Link Hutt Valley Ltd
Trading name: Mortgage Link Hutt Valley
Physical address: 24 Pine Avenue
 Upper Hutt
Postal address: P O Box 40-111
 Upper Hutt
Phone: 04 528 5173
Fax number: 04 528 5153
Email: sandra.algar@mortgagelink.co.nz

This disclosure statement is current as at 22 / 08 / 2011

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
- Business Banking 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
- General Finance Limited
- Liberty Financial Limited
- MBG Limited
- Nelson Building Society
- NZF
- PSIS Limited
- Public Trust
- Sentinel Limited
- Sovereign Services Limited
- Southland Building Society
- Westpac Limited

I also have access to other lenders whom Mortgage Link NZ Limited has not had a hand in sourcing and these will be used on a case by case basis if the above are unable to assist.

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

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

I have been providing mortgage advice since 2002

I have the following experience:

I have been in the Banking and Finance Industry since 1983. 10 years at Westpac with the final 3 years processing and approving loans, Motor Vehicle Finance Broker since 1995 and expanded into mortgages becoming a licensee for Mortgage Link Hutt Valley in 2002.

Was the PSIS Broker of the Year for 2007 & 2008 financial years.

I have the following relevant qualifications:

Qualified to University Entrance at secondary school. NZIM Certificate In Management, NCB, Essentials of Mortgage Broking (honours), Sovereign Principles of Lending, NZMBA The Credible Advisor, Business solutions and many other NZMBA courses. ANZ, Bluestone, Sentinel, Liberty Financial and various other Lender or Industry related courses when available. I am accredited with several New Zealand lenders

I belong to the following professional body(ies):

FSPR (Financial Services Providers Register)
 NZMBA (New Zealand Mortgage Brokers Association)

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 a director and shareholder of Mortgage Link Hutt Valley Limited trading as Mortgage Link Hutt Valley under The Licensing agreement the company has with Mortgage Link (NZ) Ltd.

The company was set up in 2002

The directors are myself and my Husband, Kevin, who is not actively involved in the "day to day" running of the business. I am the only shareholder.

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.

If your complaint is still not resolved to your satisfaction, or you decide not to use the internal complaints procedure, you can contact Financial Dispute Resolutions Services Limited (DRSL). This service will cost you nothing, and will help us resolve any disagreements.

You can contact Financial Dispute Resolution at:

Address: P O 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 my Mortgage Link Hutt Valley Limited T/A Mortgage Link Hutt Valley. 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 \$300 for my expertise and 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% - 0.70%
ASB	0.60% - 0.67%
General Finance	0.65% - 1.00%
Liberty Financial Limited	0.60% - 0.70%
National	0.65% - 0.70%
PSIS Limited	0.60%
Sentinel	1.25% -
Sovereign	0.45% - plus an annual 0.20% trail
Southland Building Society	0.50% - 0.65%
Westpac Limited	0.70%

PSIS Limited (personal loans) 3.00%

For non Mortgage Link NZ Limited sourced, or lenders not mentioned above, commission is on a case by case basis and is often set by the lender. The amount is not

necessarily known prior to your loan being submitted. This will be discussed and agreed with you prior to acceptance of any loan offer.

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

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

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 am a Licensee to Mortgage Link NZ Limited operating under a licence issued to Mortgage Link Hutt Valley Limited Trading as Mortgage Link Hutt Valley.

Mortgage Link NZ Limited also has an alliance with Strata Funding, specialised business and commercial lenders. They are fee based and there is a commission sharing arrangement upon successful drawdown of a loan.

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.

Mortgage Link NZ Limited has a referral arrangement with AMI insurance with commission being paid of 10% + GST of the Company premium once a new policy is written.

We also offer insurances under the Mortgage Link Ensure option and receive a commission from the relevant insurance company if a new policy is written.

Neither of these services/referral arrangements cost our client anything extra, they have been set up to fill a client requirement as part of the full mortgage process.

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 Hutt Valley Limited 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 Mortgage Link Hutt Valley Limited 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 Sandra Marie Algar 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: / / 2011

Full Name: Sandra Marie Algar

Signature:

17. CLIENT ACKNOWLEDGEMENT

I /we acknowledge receipt of the Disclosure Statement of Sandra Algar and Mortgage Link Hutt Valley Limited T/A Mortgage Link Hutt Valley Version 3 dated 30/09/2011

Client Full Name: _____

Signature: _____

Dated: / / 2011

Client Full Name: _____

Signature: _____

Dated: / / 2011