

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, Fax 03 342 3885, Email dweusten@fspnz.com

What we do

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

How we work

I work in the following manner;

- We will agree as to your needs, your requirements & establish our terms of engagement.
- I will get to know you and gather all necessary information on your situation and identify your specific needs and objectives.
- 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 and internationally and 16 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 2001, I have had in excess of \$220 million approved for my clients and during my time in the finance industry I have been involved with lending approvals in excess of \$260 million.

Memberships

I am a member of the Avonhead Baptist Church, Professional Advisors Association, NZFSG, 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.

How we get paid

Residential Finance

In the normal course of business, I receive payment from the lenders that I place your finance request with. This is confirmed by the Authority & Declaration signed by you on the standard NZMBA application form or our loan application form. 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."

I also receive a fixed rate roll over fee from some providers if I assist in re fixing your loan which we would like to help you with.

A full schedule of all providers and their 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 commission 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 re finance when required)

The client agrees to pay **FSPNZ a preparation fee of \$500 and a maximum fee of 1.5%** of the Total Finance/loans drawn down (which may include residential lending as part of the lending package arranged). FSP will credit the upfront \$500 and any funds received by the lender from the fee payable should the loan be drawn down. If finance not arranged or not drawn down no further fee over the \$500 will be charged.

Note well

If, by your actions, (i.e. repay/reduce your loan within a year) and the lender '**claw back**' the payment to FSP for organising the lending, FSP reserves the right to make a claim for our professional services in organising the loan.

Our hourly rate used is \$200 times hours spent, usually this ranges from 7 to 10 hours.

Please initial a read



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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.

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

4 Storry Place, Avonhead, Christchurch 8042
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 at:

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 was current and dated:

_____ / _____ / _____

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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