



**GENESIS**   
ADVICE

David Lowe  
Terms of Business and Adviser Disclosure

# ABOUT ME

**Name:** David Lowe  
**Financial Adviser:** FSP85821  
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I am a financial adviser for Genesis Advice  
I provide financial advice on behalf of Wealthpoint Limited (FSP678011) which holds a Financial Advice Provider Licence.

Unless detailed in this document, my advice and recommendations will be personalised to your specific situation, considering your goals, personal situation, or your specific needs.

## QUALIFICATIONS

Graduate Diploma in Business studies endorsed in Personal Financial Planning  
Certified Financial Planner CM

## EXPERIENCE

Financial Adviser since 1991

## PROFESSIONAL BODIES

### MEMBERSHIP

Practitioner Member of Financial Advice New Zealand

## DUTIES INFORMATION

I am bound by the duties of the Financial Markets Conduct Act to:

- Meet the standards of competence, knowledge and skill set out in the Code of Conduct
- Give priority to the clients' interest and exercise care, diligence and skill and meet the standards of ethical behaviour and conduct.
- Client care as set out in the Code of Conduct.

## SERVICES I CAN ASSIST WITH

**Investments:** The investing of money or capital to meet goals and objectives.

**KiwiSaver:** A voluntary savings scheme to plan for retirement.

**House Insurance:** Insurance providing cover against losses and damages to an individual's residence

**Contents Insurance:** Insurance providing cover against damage and loss of an individual's personal possessions.

**Car Protection:** Insurance providing cover against damage and loss of a vehicle.

**Watercraft Insurance:** Insurance providing cover against damage and loss of a watercraft.

**Business Insurance:** Insurance providing cover for businesses related activities including public and statutory liabilities.

**Life Insurance:** Insurance providing a payment upon terminal illness or death of the insured.

**Trauma Insurance/Serious Illness:** Insurance providing a lump sum payment to cover immediate medical expenses and other financial needs when a critical illness or injury occurs.

**Disability Insurance:** Insurance that provides a lump sum in the event the insured is prevented from working and unlikely to work again in the future due to disability.

**Income Protection:** Insurance that provides income in the event the insured is prevented from working and earning an income due to an illness or disability.

**Health Insurance:** Insurance providing reimbursement for certain types of medical expenses.

**Travel Insurance:** Insurance providing a wide range of cover for when you are travelling.

**Workplace Group Insurance**

# SUPPLIERS, RELEVANT COMMISSIONS AND FEES

## GENERAL INSURANCE PROVIDERS

AMP General Insurance, Vero Group of Companies, Delta, Star Insurance, Insurance Underwriters NZ, Southern Cross (Travel policies only), Allianz (Travel policies only), AIG New Zealand, ANDO, ARGIS, Chubb, Classic Cover, Dual, Event Cover, IUAA, Lumley Insurance, MECON, NM, NZI, Protecsure, Proteus, QBE, Rosser, Sage Partners, Zurich

Upfront commission paid by the insurer ranges from 5% - 35% depending on the provider.

Upfront Broker fee of \$35 paid at inception.

Ongoing Broker fee of \$35 paid at each renewal.

## RISK PROVIDERS

I provide advice on the following product providers Resolution Life Ltd, AIA, Asteron, Fidelity Life, Southern Cross Health, AMP Travel Insurance

Upfront commission paid by the insurer ranges from 0% - 230% and ongoing trail commission ranges from 0% - 30%

## KIWISAVER PROVIDERS

I provide advice on the following product providers AMP, ANZ, Milford, Goalsgetter, Fisher Funds

Ongoing Trail commission paid by the provider ranges from 0.20% - 0.25%

For Goalsgetter KiwiSaver and the Milford KiwiSaver Scheme I may charge an Advice/Portfolio Service Fee, ranging from 0.0% to 0.50% per annum on funds under management depending on the provider.

For investments in the Goalsgetter Scheme or the Milford KiwiSaver Scheme you will receive a fee rebate of 0.20% per annum on the funds under management from the relevant provider and paid to your KiwiSaver account.

## INVESTMENT PROVIDERS

AMP Wealth Management New Zealand, ANZ, Consilium, Nikko AM, Milford

Portfolio Servicing Fee and /or Advice Fee between 0% - 0.60% per annum paid on funds under management.

Ongoing Trail commission paid by the provider ranges from 0% - 0.60% on funds under management.

# OTHER FEE INFORMATION

Supplier fees will be received by Wealthpoint Limited from product suppliers or platform providers and will on-pay the fees received to Genesis Advice whilst retaining between 3% and 25% of the fees.

## ADVISER FEES

I may in some cases charge a fee for service. This fee is based on time and attendance and is set at \$150 per hour. In the event that I intend charging this fee it will be agreed prior to the implementation of the work. I will provide an estimate of the time required and if that time is to be exceeded you will be contacted and we would discuss prior to further work being charged for.

## INVESTMENT FEES

You may be required to pay third-party fees because of recommended investments which may include fund manager fees, fund administration fees, performance fees and transaction fees. These fees will be disclosed in my recommendations if applicable.

## LIMITATIONS ON THE ADVICE I PROVIDE

I do not provide financial advice on (**Rural Insurance, Lending**), however we do have specialists within Genesis Advice and the wider Wealthpoint Network who I can refer you to.

In some cases I may refer you to an adviser outside of Genesis Advice for specialty advice on areas I am unable to assist. I may receive a referral fee for this. On occasions, I can provide advice on KiwiSaver that is not personalised. I can provide advice on KiwiSaver based on what is usually suitable for people in your current situation. I will not be taking your specific circumstances into account. You will need to make your own decisions as to whether the products or services suit you.

## COMMISSIONS, CONFLICTS OF INTEREST AND INCENTIVES

I may receive bonuses depending on the amount and value of financial products I distribute.

Product providers pay a commission for any business that is written.

This commission is based on a percentage of the annual **premium/funds under management** value minus any taxes, levies etc (eg GST).

This commission is paid to Wealthpoint Limited who has an agreement with the product provider to distribute their financial products.

Wealthpoint Limited on-pays the commission received to Genesis Advice whilst retaining a portion of the commission. Wealthpoint will retain between 3% and 25% of any commission received. Wealthpoint may also pay Genesis Advice rebates on a periodic basis.

The amount of commission paid and whether there are ongoing commission payments will depend on the specific financial provider and type of financial product.

I may receive subsidised professional development training from financial providers.

Wealthpoint Limited and Genesis Advice may receive payments from product suppliers and financial platform providers for the amount of business I place with them.

Wealthpoint may receive funding from suppliers to market and contribute at periodic conferences.

To ensure Wealthpoint advisers prioritise the client's interests above their own, our advisers follow an advice process that ensures our recommendations are made based on the client's goals and circumstances. I am regulated by the FMA and are subject to a Wealthpoint quality assurance process for compliance purposes.

## RELIABILITY HISTORY

Neither my company nor I have ever been publicly disciplined.

Neither my company nor I have ever been convicted nor been the subject of any civil proceedings with respect to Financial Advice

Neither my company nor I have ever been bankrupt or insolvent

## PRIVACY INFORMATION

This statement relates to the personal information that you provide now and in the future. The personal information collected will be held by the adviser business and Wealthpoint to identify services and products that may be suitable for your needs. Wealthpoint can access this information to assist you to provide financial services to you, to administer and service any products you have, to identify other services or products available that may be suitable to your needs, to provide quality control services and to manage complaints.

I may disclose your personal information to other relevant product providers to enable them to assist me to provide financial services to you. You have the right to ask to see and request correction of any personal information my adviser business and/or Wealthpoint holds about you. My adviser business and Wealthpoint hold information about you securely. If you transfer to another adviser business or I sell my client register, I will transfer the information I hold to the new adviser business or Adviser. Your personal information may be disclosed to auditors. Your personal information may be disclosed to regulators when required under law.