

# Disclosure.

Here is some general information about our business to help you decide if you want to seek our advice.

Company Name: Advice Knight Ltd  
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Financial Adviser: Malcolm Knight  
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Financial Adviser: Andrew Stewart  
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## Licensing Information.

We operate as a Financial Advice Provider under a current licence issued by the Financial Markets Authority (FMA) in the name of Advice Knight Limited (FSP1000165).

The licence is subject to standard conditions outlined [here](#).

## Our Advice and Product Providers.

We provide advice to our clients about home loans, investment loans, construction loans and KiwiSaver.

We will help you choose and apply for a loan that is suitable for your purpose from a panel of lenders (set out below). Once we have chosen a lender and loan terms that are suitable for you, we will help you to obtain an approval.

We source loans from a panel of lenders. The current lenders we can use are:

- » ANZ
- » ASB
- » BNZ
- » Westpac
- » ASAP Finance
- » Avanti
- » Bank of China
- » Basecorp
- » Co-operative Bank
- » Cressida Capital
- » DBR
- » First Mortgage Trust
- » Funding Partners
- » Heartland Bank
- » Liberty
- » Unity
- » Kiwibank
- » Pepper Money
- » Plus Finance
- » Resimac
- » SBS
- » Southern Cross Partners
- » Prosopa
- » CCB
- » AIA
- » TSB
- » Bluestone
- » ICBC
- » Pallas Capital
- » BizCap

Our KiwiSaver recommendations are from the following leading providers:

- » Generate Wealth
- » Milford Asset
- » Booster

We can help you with other services through our referral partners set out below:

- » Tower - F&G
- » Asset Finance
- » UK Pension Transfers
- » XE Money

We are unable to offer legal or tax advice and recommend you consult your solicitor or accountant for this type of advice.

## Commission.

On settlement of a loan, we usually receive commission from the applicable product provider. The commission is generally of an upfront nature but may also include a renewal or trail commission. We also receive a fixed rate roll over fee from some product providers if we assist in refinancing your loan.

This commission is used to remunerate the financial adviser that provides the advice, and to pay the expenses associated with running our business including any rent, staff costs and IT resources.

We take steps to ensure that the receipt of commissions does not influence the advice we give to you and that our advisers prioritise your interests by recommending the best product for your purpose regardless of the type and amount of commission we or they may receive.

We do this by:

- » Ensuring our advisers follow an advice process that ensures they understand your needs and goals and that their recommendations on insurance cover meets those needs and goals.
- » Ensuring our advisers receive regular training on how to manage conflicts of interest.
- » Providing you with a schedule showing commission amounts and types by product provider. This schedule is contained within each Financial Adviser's personalised Disclosure Guide. A Financial Adviser will provide you with more information about commissions during the advice process.

## Fees and Expenses.

Generally we don't charge you any fee for the advice and transactional solutions that we provide to you. This is possible because, on settlement of a mortgage, we usually receive commission from the applicable product provider as described above. There are two exceptions to this general position which are explained below.

We may charge you a one-off fee in the following situations:

- » (a) No commission: If you request that we provide services in relation to a product or service and we do not receive a commission. Any such fee would be agreed and authorised by you in writing before we complete the services, and would be based on an estimate of the time spent providing the advice.

This may arise in the rare event that you request that we provide Services in relation to either a product that is offered by a provider that we do not hold an accreditation with, or a product that is outside our usual arrangements with our product providers.

- » (b) Repayment of commission: If a product or service provider requires that we repay commission within 28 months of settlement of your mortgage. Any such fee would be no more than \$3,000 (plus GST) and would be calculated based on a rate of \$250 (plus GST) per hour of the financial adviser's time spent providing services to you in connection with the applicable mortgage. The fee charged will not exceed the amount of commission clawed back from the lender.

Should we need to charge you a fee, you will be invoiced and will be given 30 days to make payment.

## Conflicts of Interest.

If there are any conflicts of interest apart from commission that could potentially influence the advice that we give, these will be shown in your Financial Adviser's Disclosure Guide.

## Complaints.

Our internal complaints manager is Lisette Knight who can be reached via email at [lisette@adviceknight.co.nz](mailto:lisette@adviceknight.co.nz) or 021 149 6813. She will reply to you within 2 working days.

### **Our internal complaints handling process is as follows:**

To lodge a complaint, please email your complaint to our internal complaints' manager: [lisette@adviceknight.co.nz](mailto:lisette@adviceknight.co.nz)

- » We will reply to you within 2 business days.
- » We will aim to resolve your complaint within 10 working days.

### **Our external complaints process**

If we cannot agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you can contact our external disputes resolution scheme – Financial Services Complaints Ltd (FSCL). This service will cost you nothing, and will help us resolve any complaints.

You can contact Financial Services Complaints Ltd at:

Address: PO Box 5697, Wellington 6140

Phone number: 0800 347 257

Email address: [complaints@fscl.org.nz](mailto:complaints@fscl.org.nz)

## **Our Duties.**

Anyone within our business giving advice is bound by and supports the duties set out in the Financial Markets Conduct Act 2013.

These duties are:

- » Meet the standards of competence, knowledge, and skill and the standards of ethical behaviour, conduct, and client care set out in the Code of Professional Conduct for Financial Advice Providers.
- » Give priority to your interests.
- » Exercise care, diligence, and skill.