

Disclosure Statement.

Here is some key information you need to know to help you understand what type of advice I am able to give you, so that you can make an informed and confident choice when engaging me.

Details about me and my Financial Advice Provider

I am a Financial Adviser. I give advice on behalf of a Financial Advice Provider.

My details are set out below.

Full Name: Michelle Wilton

Address: 2 Bleakhouse Rd Howick, Manukau 2014, New Zealand

Phone: 027 436 6653

Email: michelle@thetagteam.co.nz

FSPR Number: 92442

Name of Financial Advice Provider: (TAG) The Advice Group Limited Trading as: (TAG) The Advice Group Ltd

Phone: 0800 53 43 33

Email: office@thetagteam.co.nz

Website: <http://www.thetagteam.co.nz/team>

FSPR Number: 479126

Licensing Information

We operate under a current licence issued by the Financial Markets Authority in the name of:

(TAG) The Advice Group Limited - FSPR Number: 479126

Nature and scope of advice

The information below will help you understand what type of advice will be provided.

Our duties

I am bound by and support the duties set out in the Financial Markets Conduct Act 2013. These duties are:

- Meet the standards of competence, knowledge, and skill set out in the code of conduct.
- Give priority to the client's interests.
- Exercise care, diligence, and skill.
- Meet the standards of ethical behaviour, conduct, and client care set out in the code of conduct.

Mortgage Services I provide

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

Banks and lenders I use

I source loans from a panel of approved lenders. The current lenders I can use are:

- ANZ
- ASB
- Cressida
- Heartland Bank
- Pepper Money
- SELECT
- The Co-operative Bank
- CFML
- Westpac
- ASAP Finance Limited DBR
- Liberty Financial
- Kiwibank
- RESIMAC
- Southern Cross
- Zip Business
- CCB (China Construction)
- BNZ
- Avanti Finance
- First Mortgage Trust
- NZCU
- SBS Bank
- Sovereign
- Basecorp Finance

Mortgage Products I provide

The types of financial advice products I can give advice on are:

- Home Loans
- Investment Loans
- Construction Loans

Insurance Services I provide

We will analyse your insurance needs and help you choose cover that is suitable for your purpose. We have access to a range of insurers. Once we have chosen an insurer, and types and amounts of cover that are suitable to you, we will help you to obtain acceptance.

Insurers I use

I source insurance from a panel of approved insurers. The current insurers I can use are:

- Asteron Life
- Fidelity Life
- NIB
- Partners Life
- AIA
- ACCURO

Insurance Products I provide

The types of financial products I can give advice on are:

- Life
- Income Protection
- Health
- Trauma
- Permanent Disablement
- Mortgage Repayment Cover

What else I can offer

I can help you with other services through my referral partners

- Tower - F&G
- PROSPA small business loans
- Generate KiwiSaver

I am unable to offer legal or tax advice and recommend you consult your solicitor or accountant for this.

Any advice I give in relation to KiwiSaver withdrawal for a first home purchase is limited to factual information on what can be withdrawn and the process for this, and does not extend to whether or not this is in your best interests. Please consult an investment adviser for advice on retirement savings.

Fees and expenses

Generally I won't charge you any fees for the financial or insurance advice I provide to you. This is possible because, on settlement, I usually receive commission from the lender or insurer. Any exceptions to this general position are explained below.

I may charge you a one-off fee if the following occurs:

- a) When I don't receive commission from the lender or insurer: If you request that I provide financial or insurance advice and I do not receive a commission from the lender or insurer, I may charge you a one-off fee. Any such fee would be agreed and authorised by you in writing before I 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 I provide services in relation to either a product that is offered by a lender or insurer that I do not hold an accreditation with, or a product that is outside my usual arrangements with my product providers).

- b) When I have to repay commission to the lender: If a lender requires that I repay commission within 28 months of settlement of your loan, we may charge you a one-off fee. Any such fee would be no more than \$2,500 and would be calculated based on a rate of \$250 per hour of my time spent providing financial advice to you in connection with the applicable loan. The fee I charge you will not exceed the amount of commission I have to repay to the lender.
- c) When I have to repay commission to the insurer: If an insurer requires that I repay commission within 24 months of issuance of your insurance, I may charge you a one-off fee. Any such fee would be no more than \$2,500 and would be calculated based on a rate of \$250 per hour of my time spent providing financial advice to you in connection with the applicable insurance. The fee I charge you will not exceed the amount of commission I have to repay to the insurer.

You will be invoiced for any one-off fee and will be given 30 days to make payment.

Mortgage Conflicts of interest

Commission

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

We manage these conflicts of interest by:

- Always recommending the best product for your purpose regardless of the type and amount of commission I will receive.
- Ensuring the amount of any loan is in accordance with your identified needs.
- Providing you with the below table showing commission rates and types by product provider

The commission I receive on loans is calculated as a percentage of the loan.

Lender	Upfront%	Trail%	Refix (\$)
ANZ	0.85%	0.00%	\$150.00
Westpac	0.60%	0.20%	\$0.00
BNZ	0.55%	0.15%	\$0.00
ASB	0.85%	0.00%	\$150.00
Kiwibank	0.55%	0.15%	\$0.00
ASAP Finance Limited	0.80%	0.00%	\$0.00
Avanti Finance	0.80%	0.00%	\$0.00
Cressida	1.00%	0.00%	\$0.00
DBR	1.00%	0.00%	\$0.00
First Mortgage Trust	1.00%	0.00%	\$0.00
Generate KiwiSaver	0.00%	0.125%	\$0.00
Heartland Bank	1.50%	0.00%	\$0.00
Liberty Financial	0.60%	0.15%	\$0.00
NZCU	1.00%	0.00%	\$0.00
Pepper Money	0.60%	0.15%	\$0.00
RESIMAC	0.60%	0.15%	\$0.00
SBS Bank	0.80%	0.00%	\$150.00
SELECT	0.60%	0.15%	\$0.00
Southern Cross	1.00%	0.00%	\$0.00
Sovereign	0.60%	0.20%	\$0.00
The Co-operative Bank	0.70%	0.00%	\$150.00
Zip Business	0.00%	0.00%	\$0.00
Basecorp Finance	0.85%	0.00%	\$150.00
CFML	0.85%	0.00%	\$150.00

As soon as I know the type of loan and amount we are putting in place, and that it has been accepted by the lender, I will let you know the amount and frequency of the commission received.

I can also receive a referral fee or commission if I refer you to our referral partners.

Insurance Conflicts of interest Commission

On acceptance of an insurance application by the insurer, I usually receive commission from the applicable insurer. The commission is generally an upfront commission, but I may also receive a renewal commission. The upfront commission is calculated as a percentage of the first year's premium that you will pay. A renewal commission is calculated as a percentage of the premium that you pay for each year the policy is in force.

The percentages that each insurer uses to calculate upfront and renewal commissions are below. Once you are comfortable proceeding and the insurance application is accepted, I'll reconfirm this with you.

I may also receive a referral fee or commission if I refer you to our referral partners. I will give you more information about how that referral fee or commission is calculated, before proceeding. I manage the conflicts of interest arising from this commission by:

- Following an advice process that ensures I understand your needs and goals so that I always recommend the best product for you regardless of the type and amount of commission I will receive.
- Ensuring the amount of any insurance cover is in accordance with your identified needs.
- Providing you with the table below showing commission rates and types by product provider.
- Undertaking regular training on how to manage conflicts of interest.

Insurer	Upfront%	Renewal%
AIA	180%	10%
ACCURO	30%	15%
Asteron Life	180%	5%
Fidelity Life	175%	17%
NIB	140%	5%
Partners Life	180%	10%

Privacy policy & security

I will collect personal information in accordance with my Privacy Policy. I regard client confidentiality as of paramount importance. I will not disclose any confidential information obtained from or about you to any other person, except in accordance with my Privacy Policy. The platform I use is secure and run on Amazon Web Services.

Complaints Process

If you have a complaint about my financial advice or service I gave you, you need to tell me about it. You can contact my internal complaints service by phoning, or emailing me using the heading Complaint - (Your Name). Please set out the nature of your complaint, and the resolution you are seeking. I will acknowledge receipt of this within 24 hours. I will then record your complaint in our Complaints Register and will work with you to resolve your complaint. I may want to meet with you to better understand your issues. I will provide an answer to you within 7 working days of receiving your complaint. If we cannot agree on a resolution you can refer your complaint to our external dispute resolution service. This service is independent and will cost you nothing and will assist us to resolve things with you. Details of this service are: Financial Services Complaints Limited
complaints@fscl.org.nz
0800 347 257

Availability of Information

This information can be provided in hardcopy upon your request.