

**PERSONAL DISCLOSURE &
CHRISTINE LOCKIE**



NZMBA members must give this completed statement to every client and retain a copy on file

INTRODUCTION :

This disclosure statement is provided in accordance with the Securities Markets Act 1988, the Securities Markets (Investment Advisors and Brokers) Regulations 2007 and the PAA Rules Code of Ethics and Standards

This disclosure statement provides you with information about me and about :

- The services I provide
- How I operate my business
- My qualifications and experience
- The financial organisations I am able to place business with
- How I am remunerated
- Any relationships, affiliations or financial interests I have with the providers of financial products I advise on

I provide this disclosure statement to you to ensure openness in our relationship

NATURE OF BUSINESS :

I am a practising Professional Advisors Association (PAA - formerly New Zealand Mortgage Brokers Association) specialist mortgage broker, whose core day to day business activity is the arranging of home loan facilities for clients. A specialist mortgage broker is required by the PAA to provide clients with a choice of home loan facilities from at least six home loan lenders. I have access to the following listed below :

ANZ Banking Group - ASB Bank – Westpac Bank – BNZ – Co-Op Bank – TSB - Resimac – Sovereign Home Loans – Southern Cross Mortgages –Heartland Bank – Southland Building Society plus access to the majority of other lenders and finance companies – second tier funders – private funders – Solicitor Contributory Mortgages

I have access to the following Insurance Companies listed below through my business working relationships

Sovereign – Tower – AMP- Vero – ING – Fidelity Life – Partners Life –NZI

CONFLICT OF INTEREST :

At all times, I operate in the best interests of my clients, operating without conflicts of interest and objectivity. The nature of business has been fully described above and clients are therefore aware of the options available to them, when appointing me as their mortgage broker

PERSONAL HISTORY :

I have in excess of 20 years experience in the financial services industry, and have been a specialist mortgage broker since 1996. Prior to this I worked in merchant investment banking, specialising in mergers and acquisitions, management of buyouts and public investment through prospectus

INDUSTRY MEMBERSHIPS :

- Accredited inaugural member of the NZMBA since 2000
- Member of the PAA
- I am currently an Authorised Financial Advisor
- Business Networking International (BNI)
- TNG – Trade Networking Group

RECOGNITION / AWARDS :

- Essentials of Mortgage Broking Examination – with Honours
- Runner-up for Broker of the Year 2001
- 'Top-Gun' award for NZMF 2007, 2006, 2005, 2004
- Winner of NZMBA Broker of the Year 2006 and 2008 – Northern Region
- Finalist of NZMBA Broker of the Year 2007
- Finalist of NZMBA Broker of the Year 2011

PROFESSIONAL INDEMNITY INSURANCE :

For your protection, members of the NZMBA are required to maintain a Professional Indemnity Insurance Policy of no less than \$2,000,000 (two million dollars) (maximum cover of \$1,000,000 per claim). In proven cases, this protects my clients from financial loss due to fraud, gross negligence, gross misrepresentation, etc (if perpetrated by me). This policy is held with:

SOVNET

NZI – a business division on IAG New Zealand Limited

Underwritten by Lumley General Insurance (NZ) Ltd (AON)

PO Box 1184 Shortland Street – Auckland 1140

REMUNERATION :

In the normal course of business, I receive commission from the lenders that I place client's home loans with. This is confirmed by the Authority & Declaration signed by my client(s) on the standard NZMBA application form or loan application form. A copy is presented to my client at the time of application and includes the words :

"I understand that the broker does not charge me for these services (unless specifically negotiated), but receives in most cases a commission from the lender providing the loan"

1. The nature of this commission can be a single upfront commission (percentage of the loan facility), an ongoing (trail) commission (percentage of the loan facility), or a mix of both
2. I receive remuneration in the form of the following :
 - Commissions paid at the time of loan drawdown, which range from 0.40% to 0.60% of the loan amount
 - Trail commissions are generally paid at the rate of 0.15% of the outstanding loan balance
3. I may charge a one off broker fee for work completed for clients whose loans are through non-bank, or non-conforming lenders, or when specified. This charge, if applied, will be agreed in advance with you before any work is started. In addition a signed and accepted AUTHORITY TO PROCEED TO ARRANGE FINANCE will be signed by all parties confirming a fee, if any
4. I may also receive a commission for the placement of insurance products for my client(s) (fire and general, personal risk), either directly (if an agency is held) or indirectly if a referral is made to a specialist insurance adviser or lender
5. Similarly, I may make payments to those who refer clients to me. Such payments are made solely at my discretion and are in no way detrimental to my clients

IRREGULAR REMUNERATION & NON-MONETARY BENEFITS :

From time-to-time, I may receive certain monetary or non-monetary benefits from lenders. Under the NZMBA's Membership Rules (Code of Ethics & Standards), such regular benefits must not influence the placement of client applications

From time to time product providers may invite me to functions and / or training at no cost, or at a reduced cost, or may provide me with gifts, entertainment, events, participation at conferences, seminars, travel, these do not influence the placement of client applications

CLAWBACKS :

Unless the full loan remains in place for 24 months after drawdown, the lender will claw back some, or all, of the commission paid to me. The amount charged to me as a broker is dependant on the length of time the loan is in place and the amount of the loan repaid to the lender. In such circumstances I may seek compensation from you. This charge, if applied, will be disclosed and agreed with you in writing

PRIVACY ACT :

All discussions and information shared with me are subject to the Privacy Act 1993. You are entitled to have access to, and information from your file upon request. A detailed description of the authorised use of the information you supply is covered in the Authority & Declaration you sign with each application you make with me

COMPLAINTS PROCESS :

If you are not satisfied with the service you have received from me, you should contact me. I have an internal complaints process and undertake to investigate your concerns promptly and fairly. You may contact me to make a complaint by phone, by email or in writing

I am a member of an independent dispute resolution scheme operated by Financial Dispute Resolution ("FDR") and approved by the Ministry of Consumer Affairs. I have 40 days to respond to your complaint. If you are not satisfied by my response, you may refer the matter to FDR by emailing enquiries@fdr.org.nz or calling FDR on 0508 337 337. Full details of how to access the FDR scheme can be obtained on their website www.fdr.org.nz. There is no cost to you to use the service of FDR

OTHER MATTERS REQUIRING CLARIFICATION / RECOMMENDATION :

Legal and Accounting issues – any discussions on legal and accounting issues do not replace advice from professionally qualified specialist advisers (solicitors and accountants). I strongly recommend that you obtain such independent and specialist advice

Personal Risk Insurance – generally, but especially, as part of any financing transaction, clients should review their personal risk insurance requirements. Making a financial application in no way implies that such a review has been applied for with me and specialist advice should be obtained

Interest Rates – interest rates can rise and fall at any time and while every effort is made to provide accurate and detailed advice, no responsibility can be taken for any changes, or losses that may occur as a result of these changes

When refixing interest rates, care will be exercised to ensure that the client is provided with an analysis which reflects the changing market conditions. Again, no responsibility is taken for the accuracy of such information

Fixed interest rates are contractual and once a decision to apply a fixed interest rate has been made, that decision is binding, even if market interest rates change before the date of rollover

PERSONAL DISCLOSURE :

My business address, email address, telephone and fax numbers are set out below

I hereby certify that in the preceding ten (10) years, I have not been :

- a. The subject of a successful claim (for dishonesty, negligence or misrepresentation) under any Professional Indemnity Insurance Policy held by me or on behalf of me
- b. Convicted of an offence of dishonesty or any relevant offence under any Act or law applying in New Zealand, nor been a director of a company so convicted
- c. Adjudicated bankrupt, nor are an un-discharged bankrupt, nor have had a bankruptcy discharged
- d. Convicted of any crime involving dishonesty or an offence under the Securities Markets Act 1988 and the Securities Markets (Investment Advisers and Brokers) Regulations 2007
- e. Prohibited by law from taking part in the management of a company
- f. Expelled from, or prohibited from being a member of a Professional Body
- g. Placed in statutory management, voluntary administration, or receivership
- h. Subject to any credit impairment with Baycorp / Veda Advantage

DECLARATION :

My business address – telephone – fax and email details are below :

46 Taharoto Road – Takapuna – christine@loanplan.co.nz
Phone : (09) 489 8414 – Fax : (09) 489 9155 – 0274 796 135

I declare that this Mortgage Brokers Personal Disclosure Statement incorporates the minimum disclosure requirements of the PAA's Membership Rules (Code of Ethics & Standards) and that a master copy of this Statement is on file at the National Office of the PAA

See Primary Disclosure Statement Below

Financial Advisor : Christine Lockie
 Registration Number : FSP41942 - Authorised Financial Advisor
 Company : CL Holdings Ltd t/a LoanPlan
 Address : 46 Taharoto Road – Takapuna – North Shore
 PO Box 33-1568 – Takapuna - 0740
 Phone : (09) 489 8411 – 0274 796 135
 Fax : (09) 489 9155
 Email : christine@loanplan.co.nz

This disclosure was prepared on the 1st of August 2011 [updated 16.01.13 & 31.07.13]

It is important that you read this document

This information will help you to choose a financial adviser who best suits your needs. It will also provide some useful information about the financial adviser that you choose

In addition to the information that I must disclose to you in this statement, I must also disclose other information to you in a separate disclosure statement (or statements), including information about the types of services that I provide, the fees that I charge and any actual or potential conflicts of interest. If I have not provided this information to you at the same time as I give you this statement, I must provide it to you as soon as I can

What sort of advisor am I ?

I am currently an Authorised Financial Advisor. This means I have been authorised by the Financial Markets Authority (the government agency that monitors financial advisors) to provide the financial adviser services described below (category 2 products)

How can I help you ?

I have been authorised to provide you with financial adviser services of the following categories :

- > Residential home loans
- > Rental property loans
- > Commercial loans
- > Construction / development finance
- > Refinancing
- > Debt consolidation
- > Personal loans
- > Bridging finance
- > Second mortgage finance
- > Reverse mortgages
- > Insurance – total needs

When I do this, I will be able to give you advice / provide a service about :

- > All residential loan products
- > Commercial loan products
- > All life, health and income insurance products
- > All risk and fire and general insurance products
- > All business insurance products

What are my obligations ?

As an Authorised Financial Advisor, I must comply with the Code of Professional Conduct for Authorised Financial Advisors. I also have other obligations under the Financial Advisors Act 2008 (including regulations made under that Act) and under the general law

How am I paid for the services I provide to you ?

Pleaser refer to the full personal disclosure statement attached

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 so that my internal complaints scheme can try to fix the problem

If we can not agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you may contact Financial Dispute Resolution (FDR) of which I am a member. This service will cost you nothing and will help us resolve any disagreements. You can contact FDR at : PO Box 12790 – Auckland – 1642
 Phone : 0508 337 337
 Email : enquiries@fdr.org.nz – Website : www.fdr.org.nz

If you need to know more, where can you get more information ?

If you have a question about anything in this disclosure statement or you would like to know anything more about me, please ask me

If you have a question about financial advisors generally, you can contact the Financial Markets Authority

How am I regulated by the Government ?

You can check that I am an Authorised Financial Advisor at <http://www.fspr.govt.nz>

The Financial Markets Authority authorises and regulates financials advisors. Contact the Financial Markets Authority for more information, including financial tips and warnings

You can report information or complain about my conduct to the Financial Markets Authority, but in the event of a disagreement, you may choose to first use the dispute resolution procedures described above

Declaration :

I **Christine Lockie** declare that, 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 in the Financial Advisors Act 2008 and the Financial Advisors (Disclosure) Regulations 2010

Signed :

Dated :

I / we :

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 Have been provided with a copy of this disclosure statement

Signed :

Signed :

Dated :