

DISCLOSURE STATEMENT for Perry Bell

Perry Bell Financial Services Ltd

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It is important that you read this document

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

What sort of adviser am I?

I am a registered, but not authorised, financial adviser. I can give you advice about:

- Life Insurance
- Trauma Insurance
- Disability Insurance
- Health Insurance
- Business Insurance
- Mortgage Repayment
- Key Person
- Business Overheads
- Residential and Commercial mortgages
- Home, Contents and Vehicle Insurance

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 I can try to fix the problem. You may contact our internal disputes service by telephoning 07 349 1270, by sending an email to perry@perrybell.co.nz, or in writing to P.O. Box 1989, Rotorua.

If we cannot agree on how to resolve the issue, you can contact FSCL. This service will cost you nothing, and will help us resolve any disagreements. You can contact FSCL by calling Financial Services Complaints Ltd on 0800 347 257, or in writing to P.O. Box 5967, Lambton Quay, Wellington.

How am I regulated by the Government?

You can check that I am a registered financial adviser at <http://www.fspr.govt.nz>. The Financial Markets Authority regulates financial advisers. 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 (under “What should you do if something goes wrong?”).

Declaration

I, Perry Bell, 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 Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010.

Signed: _____

Date: ____/____/____

This Disclosure Statement, (Version 2.7), was prepared on 29th January 2021

In accordance with the provisions of the Securities Markets Act 1988 and the Securities Markets (Investment Advisers and Brokers) Regulations 2007 this Disclosure Statement provides you with information and answers to questions about me. It provides details about:

- the services I can provide;
- how I operate my business;
- my qualifications as an adviser;
- what products I am able to sell you;
- which financial organisations I am able to place business with; and
- how I am remunerated.

Adviser Details:

- **Name:** Perry Bell
- **Address:** P.O. Box 1989, Rotorua
- **Contact Details:** 07 349 1270
Email: perry@perrybell.co.nz

EXPERIENCE

I have been a risk and mortgage adviser since 2004 and give advice on all personal and business risk management, general insurance and mortgage brokering.

HOW I OPERATE

When we give advice we follow a six-step process:

1. Establishing the client-adviser relationship and scope of service,
2. Gathering client data and determining the clients requirements and expectations,
3. Analysing and evaluating the client's financial position, personal and business insurance and.
4. Researching and presenting our findings and solutions.
5. Overseeing the implementation of your insurance and mortgage requirements, and
6. Monitoring and reviewing your needs.

Not all clients require the full range of advice that can be provided, and the services we provide will depend on the client needs. If a client wishes to obtain limited advice or product implementation in any respect I will provide it, however it will be documented that the advice or transaction was limited in nature. Any recommendations will be clear and concise, with enough detail for you to make an informed decision about whether to act upon it.

PROFESSIONAL RELATIONSHIPS

I am able to recommend or place business with many of the financial institutions in New Zealand.

I maintain contractual relationships (agency and sub-agency agreements) with the following organisations:

- AIA
- AON
- Asteron
- Accuro
- ANZ
- ASB Bank Ltd
- Liberty Financial

- Fidelity Life
- Cigna
- PartnersLife
- Southern Cross Healthcare
- NIB
- RESIMAC
- SBS
- Sovereign
- The Co-Operative Bank
- Westpac

My contractual relationship with these financial institutions does NOT require me to place an agreed percentage of the business I do with any of them. Further, I do not have any agreements that require me to place any particular level of business with any supplier or financial organisation.

I have no other financial or other relationship with any other person or entity that would be reasonably likely to influence me in giving advice, except as described above.

PROFESSIONAL ASSOCIATION

I am an adviser with Perry Bell Financial Services Ltd (FSP772954)

I am a Registered Financial Adviser (FSP Number 61402).

I am a member of the Newpark Group of brokers.

I belong to the Financial Services Complaints Ltd for any disputes which may arise.

My FSCL number is 6432

QUALIFICATIONS

- Sovereign – “Lending the professional adviser”.
- Sovereign – Start Up Income Protection Accreditation.
- Asteron – Risk Product Accreditation.
- Sovereign – Risk Product Accreditation
- ANZ National Bank Broker Accreditation – Residential
- ANZ National Bank Broker Accreditation – Commercial
- AMP Home Loans Accreditation
- AMP Accreditation (Insurance)
- Sentinel Broker Accreditation

I regularly attend industry workshops and regional meetings to keep my education up-to-date.

REMUNERATION

The basis on which I am remunerated is set out below:

1. For insurance business I receive commissions for placement of business with companies for clients. This commission usually is in the form of an initial commission determined by the premium being paid, a bonus commission depending on the total volume of business done with that supplier in the course of a financial year, and renewal commission payable annually for every year the policy is in force. The rates of commission vary from company to company, and product to product, and I can disclose any such commission to you following product recommendation if you request.
2. I may receive brokerage on mortgage products for placement of the business. That is, when a client settled a loan I have arranged I may receive a commission for that placement. I may also receive a trail commission for ongoing management of the loan, which is typically a small percentage of the loan balance each month.
3. I may charge a fee for time or services tendered. If a fee basis is required by a client then that fee basis will be agreed to prior to engaging in the advice process. If a fee basis is requested then all initial brokerage on investments will be rebated to the client in full.
4. In addition, I often receive benefits from the companies I recommend in the form of entertainment (e.g. occasional tickets to rugby matches, concerts, golf days etc), or office supplies (e.g. notepads, pens, diaries, etc), or subsidised professional development (e.g. below actual cost conference attendance, fee-subsidised training courses, etc). The value of these things is often unknown to me, or predictable. Subsidised stationery would typically be under \$100 p.a. in actual value, subsidised professional development typically under \$500 p.a. and entertainment typically between \$500-\$1,000 p.a.
5. I may receive free or heavily discounted travel and/or corporate gifts, from companies I recommend depending on the total volume of business done with them. Most companies offer these types of trips and/or gifts and the value can be substantial. For example, a company may provide a trip for two to Rome if I place \$140,000 of annual premium business with them, or a trip to Tahiti if I place \$60,000 annual premium with another. Such incentives may be perceived to create a conflict of interest on the part of the adviser, with the result that particular companies get recommended on this basis alone. I do not believe that is the case.

PROFESSIONAL INDEMNITY INSURANCE

In compliance with industry standards and practise, I have professional indemnity insurance which covers all my areas of practice as listed above.

This insurance provides protection for clients for up to \$1,000,000 p.a. for

- any error or omission;
- defamation;
- employee dishonesty; and
- includes full "prior acts" protection.

The minimum level of cover is in compliance with our industry and requirements.

The underwriter is Vero Liability Insurance, and it is renewed annually. I have not had any claims under this insurance in my career.

DISPUTE RESOLUTION

In the first instance you can direct any complaints to me, then to the ISO if we cannot find a resolution.

I belong to the ISO dispute resolution facility and my ISO number is 1001910 and you can contact the ISO by contacting the Insurance and Savings Ombudsman, at P.O. Box 10-845, Wellington. Ph 0800 888 202

DISCLOSURE OF CRIMINAL CONVICTIONS

I have not been:

- convicted of an offence under the Securities Markets Act 1988; the Investment Advisers (Disclosure) Act 1996 or the Securities Act 1978, or for a crime involving dishonesty;
- a director or principal officer of a body corporate that has committed an offence against the Securities Markets Act 1988, the Investment Advisers (Disclosure Act) 1996 or the Securities Act 1978 or for a crime involving dishonesty;
- adjudged bankrupt;
- prohibited by and Act or by a court from taking part in the management of a company or business;
- the subject of an adverse finding by a court in any proceeding taken against me in my professional capacity; or
- expelled from, or prohibited from being a member of, a professional body.

AREAS OF ADVICE

Subject Areas

I provide advice in the following subject areas:

Risk Management	Identifying and quantifying personal financial risks, considering solutions and ensuring sufficient cash or income is available in the event of death, disability or illness.
Mortgage Brokering	Determining mortgage finance needs, assessing current provisions and providing lending solutions.
General Insurance	Providing domestic home, contents and vehicle insurance.

I only give advice in the particular subject areas set out above.

Products

The products I would generally use (but are not limited to) are:

- Life Insurance
- Trauma Insurance
- Disability Insurance
- Health Insurance
- Business Insurance
- Mortgage Repayment
- Key Person
- Business Overheads
- Residential and Commercial mortgages
- Home, Contents and Vehicle Insurance