

# Secondary Disclosure Statement

## Contact Details

Name and registration number of Authorised Financial Adviser: Tom Gilbert – FSP92321:

Address: 22 Kings Crescent, Lower Hutt, 5040

Trading name: Pension Transfers (2005) Limited

Telephone number: 04 9390800

Fax number: 04 9390900

Email address: [tom.gilbert@pensiontransfers.co.nz](mailto:tom.gilbert@pensiontransfers.co.nz)

This disclosure statement was prepared on: 1 July 2011 Verson 1

## Financial Adviser Services and Financial Products

### Financial Adviser Services

I have been authorised to provide the following financial adviser service(s):

- Financial advice
- Investment planning services

### Financial products

I can provide the financial adviser service(s) listed above in respect of the following types of financial products:

| Investments                 |
|-----------------------------|
| Superannuation<br>KiwiSaver |

## Product Providers

In providing the financial adviser service to you I am limited in providing that service in respect of financial products provided by the following product providers:

- AXA New Zealand
- AMP New Zealand
- Sovereign

## Relevant Fees

- I will not charge you a fee for the financial adviser service(s) I provide to you

## Relevant Interests, Relationships and Associations

Relevant interests, relationships or associations that I have include:

- My Family Trust is a 75% shareholder of Pension Transfers (2005) Limited which has an agreement with the product providers listed in section 2 above. This allows it to sell and to engage Advisers who sell financial products and services made available by those product providers.
- I am a Director of Pension Transfers (2005) Limited, and I may receive a 75% share of any of its profits that are distributed, some of which may directly or indirectly relate to my sale of financial products and providing financial advice.
- I am a member of the Quality Advice Network (QAN). The QAN provides support services to assist my Adviser Practice and to assist me with meeting regulatory requirements. The institutional supporter of QAN is AXA New Zealand Limited. Under the agreement with QAN my Adviser Practice is required to pay an annual membership fee. In addition, my Adviser Practice has the option to pay fees for additional services (such as software licences and education). My Adviser Practice may receive a rebate of some or all QAN fees paid if annual performance targets are met in respect of the amount of business written and retained by the Adviser Practice's QAN Advisers for AXA New Zealand products. In addition, I may receive other non-monetary benefits through my membership of QAN.
- I am a member of the AXA New Zealand Adviser Savings Plan which is provided through the AXA KiwiSaver Scheme. Under the terms of the Adviser Savings Plan AXA New Zealand is required to contribute to my KiwiSaver account if I meet certain qualifying criteria related to net new business commission and renewal or other earnings from AXA.

## Relevant Remuneration

I, my employer and/or my principal may receive remuneration for the financial adviser services that I provide to you. Once I have analysed your situation and I am in a position to provide recommendations to you, I will provide you with further details on this remuneration including the amount or rate of such remuneration (to the extent practicable), the name of the person to whom the remuneration has or will be received together with details of any arrangements I have in place to manage any conflict of interest arising from such remuneration.

### Performance-based superannuation contributions

|                        |  |
|------------------------|--|
| Source of remuneration | AXA New Zealand  |
| Amount or rate         | Contributions to my KiwiSaver scheme of 4% of my net new business commission earned each quarter and 2% of my renewal or other earnings from AXA not deemed net new business commission earned each quarter. |

## Quality Advice Network

|  |  |
|--|--|
| Source of remuneration   | AXA New Zealand, Quality Advice Network  |
| Amount or rate<br><br>The 2010/2011 fees that I may be rebated are \$1,799.98 pa | My Adviser Practice may receive fee rebates as a result of financial adviser services I have provided. As fee rebates vary significantly from year to year and are calculated with reference to all QAN Advisers engaged by my Adviser Practice, it is not practicable to provide an amount or rate of such remuneration.<br><br>As a member of QAN I may receive certain other non-monetary benefits. These may include invitations to QAN meetings and member functions and corporate gifts. |

## Other non-cash rewards or benefits

Depending on the total volume of business I place with a particular product provider, I may receive from that product provider, invitations to conferences, hosted entertainment events, corporate gifts, professional training and marketing support. Product providers may also from time to time offer sales incentive competitions, with rewards such as gifts, travel and conferences. Whether or not I will receive non-cash rewards and benefits such as those outlined above, and the value of such rewards or benefits is not known to me at this time, and I will not know whether I am entitled to such rewards or benefits until some time after I have provided the financial adviser service to you. Whether or not I receive such non-cash rewards and benefits, such as those outlined above, and the value of such rewards or benefits, is not dependent on the financial adviser service I provide to you. Instead, these rewards and benefits are based on the collective business I generate for that product provider.

## Arrangements to manage any conflict of interest arising

The following arrangements assist me in avoiding or managing any conflicts of interest that may arise in respect of my provision of financial adviser services:

- As an Authorised Financial Adviser I am legally obliged to place the interests of my clients first and only recommend financial products that are suitable for you.
- I am obliged to disclose any perceived or potential conflicts of interests to you before providing you with financial adviser services.
- I do not have prescribed quotas or other such arrangements that require a minimum proportion of sales be placed with a particular product provider.

## Additional Information

### Qualifications and Experience

I have the following qualification/s relevant to providing you with financial adviser services:

- *Financial Services (Financial Advice) (Level 5)*
- *Authorised Financial Adviser*
- *New Zealand Diploma in Business*

I ensure my competence is maintained and tested on an ongoing basis through my continuing professional development plan. My plan is developed, maintained and kept up-to-date by:

- Undertaking and evidencing a minimum of 20 continuing professional development hours per year which involves a combination of structured and unstructured learning;
- Completing and maintaining a personal record of my development needs and progress towards meeting those needs;
- Training I receive through the Quality Advice Network;

I have over 15 years experience in the financial services industry.

### Membership of a Professional Body or other industry association

I am a member of:

- Professional Advisers Association

### Professional Indemnity Insurance

As a QAN Adviser I am required to maintain professional indemnity insurance.

## Declaration

I, Thomas Havelock Peter Gilbert 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: 