



SECONDARY DISCLOSURE STATEMENT – Authorised Financial Adviser

Financial Adviser: Paul David Fuller – FSP14621
Trading Name: Mortgage Room Limited
Address: 9 Nosworthy Street, PO Box 663, Blenheim 7240
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This Disclosure Statement was prepared on: 17 November 2016

The type or types of financial adviser services I provide are:

- Arranging of home loans
- Arranging of business loans
- Arranging of personal risk insurance
- Financial coaching & budgeting

I have access to the following Lending & Insurance Companies but not limited to:

ANZ, ASB, AMP, Asteron, Avanti Finance, Co-Operative Bank, Goldband Finance, Heartland Bank, Liberty Finance, Nelson Building Society, Prosper Group Ltd – Fire & General, Resimac, RMA Insurance, SBS, Sovereign, TSB, Westpac

As an Authorised Financial Adviser, I may charge the client a fee for the financial adviser service as follows:

1. I may charge a fee for my services if clients elect not to proceed with a loan for any reason after I have procured a letter of offer from a lender. I may negotiate a fee if the lender we are intending to approach for finance is one that does not pay a commission to cover my costs. I may charge a fee when I provide a financial coaching & budgeting service and the client elects to receive on-going mentoring.
2. The estimate of the fee that may be charged for procuring a loan offer which is not taken up is \$500 which covers our expenses.
If our expenses exceed this amount, we will advise the clients of a further estimate. For procuring a loan from a lender that does not pay a commission to cover our costs, I will negotiate the fee to be charged with the client.
3. The clients will be invoiced for expenses after we have been advised that the loan is not proceeding. In the case of financial coaching, we will negotiate the payment of the fees.
4. Further information is provided in my Scope of Engagement.

The remuneration I may receive:

- (a) I receive commissions from most lenders, but not all, which are based on between 0.45% and 0.85% of the value of the lending I successfully place with them. I also receive commission payments from most insurance companies, but not all, determined by the amount of business written with the company.
 - (b) The remuneration will or may be received from the lenders and insurance companies as noted above and can include domestic & international travel.
1. Conflict of interest with regard to receiving remuneration. If I become aware of a conflict of interest I will immediately notify the client and discuss how to proceed. In most cases if a conflict of interest arises, I will step back from the situation and another financial adviser will be offered to continue the service. It is completely up to the client to decide if they wish to continue with financial advice, either from myself or another adviser. If they

decline to continue, only out of pocket expenses may be requested at that time, however in most cases, no fee would be charged.

- 2 Every matter that as an Authorised Financial Adviser, I am required to disclose in accordance with my financial adviser's terms and conditions (if any) of authorisation, has been disclosed within The Primary Disclosure document, this document and the Scope of Engagement document.

Memberships and Awards:

I am a shareholder of Mortgage Room Limited with my wife Robyn Fuller. I am also a trustee of our family trust 'P D & R M Fuller Family Trust' which is a shareholder of the Mortgage Room Limited.

I have been a member of the Marlborough Chamber of Commerce since 2003 and have received the following business awards

- 2015 Highly Commended MCOG Trustpower Customer Service Award
- 2015 Second place MCOG Forte Management Powerhouse of NZ Business Award

A current member of the Professional Advisers Association (PAA) since 2011. I work under the code of ethics and complete regular training that is provided through the Association.

I have been a multi award winner of the PAA (Professional Advisor Association) and the NZMBA's (New Zealand Mortgage Brokers Association) Mortgage Adviser of Year:

- **2015 New Zealand Broker of the Year awards for the PAA** for recognition of excellence in customer service and quality of work within the industry.
- **2011 New Zealand Broker of the Year awards for the NZMBA** for recognition of excellence in customer service and quality of work within the industry.
- 2007 and 2010 I was awarded the runner up titles for New Zealand Broker of the Year awards for the NZMBA
- NZMBA Broker of the Year for the Nelson/Marlborough region in 2005, 2007, 2009, 2010 and 2011.

Declaration

I, Paul David Fuller, 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.

Paul Fuller: Date:
(Authorised Financial Adviser)

Client Acknowledgement:

I/We acknowledge that our Mortgage Adviser has explained the contents of this Personal Disclosure Statement and has given me/us a copy.

Client Name: Client Signature:

Client Name: Client Signature:

Date: