

DISCLOSURE STATEMENT

Name: Fali Mistry

In accordance with the provisions of the Financial Advisers Act 2008 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 experience & qualifications;
- What Insurance products I am able to sell you;
- Which financial organisations I am able to place business with; and
- How I am remunerated.

This document was prepared on 1st December, 2010.

ADVISER DETAILS:

- **Name:** Fali Mistry, Mazda Financial Services Limited
- **Address:** 61 Carlton Street, Hillsborough, Auckland
- **Contact Details:** Office: (09) 625 5060
Fax: (09) 625 5062
Mobile: 021 426 858
Email: fali@insuresecure.co.nz

EXPERIENCE:

I have been an Insurance Adviser since July 2004 and give advice on all personal and business risk management.

HOW WE OPERATE:

When we give advice we follow the internationally recognised six-step process:

1. Establishing the client-adviser relationship and scope of service,
2. Gathering client data and determining the clients goals and expectations,
3. Analysing and evaluating the client's financial position cash and debt management, personal and business insurance needs. This process will usually incorporate minor estate planning, namely issue identification, but not advice on solutions,
4. Developing and presenting our written advice,
5. Overseeing the implementation of the plan, and
6. Monitoring and reviewing the plan.

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.

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PROFESSIONAL RELATIONSHIPS

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

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

- A.I.A. LIFE
- ONEPATH LIFE (NZ) LTD.
- FIDELITY LIFE
- SOVEREIGN
- ASTERON
- TOWER HEALTH & LIFE ASSURANCE
- SOUTHERN CROSS HEALTH CARE
- SOUTHERN CROSS TRAVEL INSURANCE.
- AON – STYLE COVER (GENERAL INSURANCE)

My contractual relationships with these financial institutions DO 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 a practising member of the **Institute of Financial Advisers** and, as a condition of my membership I adhere to the IFA Code of Ethics and IFA Practice Standards in all facets of my practice.

QUALIFICATIONS

I am a comprehensive Financial Planner. I have been a financial adviser since April, 2004.

Relevant qualifications include:

1. Life Insurance Sales Preliminary Certificate in July 2005.
2. Adviserlink course Certificate of Competence in Personal Risk Management.
3. I am also a Registered Financial Adviser with the Companies Office for FSPR (Financial Services Providers Registration).

I keep my qualifications up-to-date through Continuing Professional Development (CPD) every two years as required by IFA (Institute of Financial Advisers), CPD hours are earned by participating in approved courses, briefings, conferences and educational activities.

AREAS OF ADVICE

Subject Areas : - I provide advice in the following 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.

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

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Products

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

Life Insurance, Trauma Insurance, Disability Insurance, Health Insurance, Travel Insurance etc.

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.
2. 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)
3. I may receive free or heavily discounted travel from companies I recommend depending on the total volume of business done with them.

REMUNERATIONS FOR REFERRALS:

1. If we are referred to a new prospect by our existing clients, we reward them by sending a thank you card along with a gift (movie tickets, gift vouchers, dinner coupons etc.)
2. If we are referred to a new prospect by a another professional advisor (i.e. mortgage broker, investment advisor) we have a referral fee arrangement with them (i.e. sharing commissions)

PROFESSIONAL INDEMNITY INSURANCE

In compliance with the Institute of Financial Advisers Code of Ethics, I have professional indemnity insurance which covers all my areas of practice as listed above.

This insurance provides protection for clients for up to \$2,000,000 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 IFA Membership By-laws.

The underwriter is QBE 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, and then the product supplier company involved, as each of them has an internal complaints handling process.

Alternatively, a dispute resolution facility is available by contacting The National Office, Institute of Financial Advisers (IFA) at P. O Box 5513, Wellington. Should a complaint be lodged with the IFA then it will be recorded, referred to a Complaints Committee which will review the matter and determine the appropriate

resolution, which may include referring the matter to the Disciplinary committee. Full details of the complaints process can be obtained directly from the IFA.

I am also a member of the FSCL (Financial Services Complaints Ltd.) which is a dispute resolution body for financial advice process complaints or irregularities.

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 principle officer of a body corporate that has committed an offence against the Securities Markets Act 1988, the Investment Advisers (Disclosure Act) 1996 or for a crime involving dishonesty;
- Adjudged bankrupt;
- Prohibited by an Act or by a court from taking part in the management of a company or business;
- The subject or 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.

I/We acknowledge that we have received and read the Disclosure Document.

I/We acknowledge that the advice provided by Mr. Fali Mistry of Mazda Financial Services Limited will be based on the information provided by me/us.

SIGNED:

_____	_____	_____
Name	Signature	Date

_____	_____	_____
Name	Signature	Date