

## Disclosure Statement

### Financial Advice Provider

Threefold Group  
FSP450487

### Licensing Status

Licensed Financial Advice Provider



### Physical Address

Level 1 : B:Hive Building  
72 Taharoto Road  
Takapuna  
Auckland 0620

### Financial Adviser

*Sharon McAlister*  
FSP36283

### Contact Details

Mobile : 021 350 961  
Landline : 09 418 0773  
Email : [sharon@threefold.co.nz](mailto:sharon@threefold.co.nz)

### Website

[www.threefold.co.nz](http://www.threefold.co.nz)

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## Licensing Information

I am a Financial Adviser, my Financial Services Provider number is FSP36283, and I give regulated advice on behalf of Threefold Group. I have been in the financial services industry since 1998.

I can provide financial advice in the following areas:

Personal Risk Insurance Products for Individual NZ consumers:

- Life Cover, Trauma, Disability Income Protection, Mortgage Protection Insurance, Permanent Disability & Health Insurance.

Business Risk Insurance for Business Owners:

- Key Person Protection, Loss of Revenue, Debt Protection, Ownership Buyout

### My approach to helping you...

We will work together to identify what your needs are and put in place an insurance strategy which is relevant and sustainable.

Plan

Implement

Review

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### **Commission or other Incentives**

When implementing or 'brokering' a group of personal/business insurance products, gross amount of commission payable to Threefold on any recommendation will be disclosed specifically prior to implementation of any product or plan.

### **Product Providers**

- AIA
- Asteron
- Accuro Health
- Fidelity
- Nib Health
- Partner's Life
- Southern Cross

As a general indicator of the range of commissions which may be paid, Threefold receives standard commission terms from all insurers [there are no preferential terms over and above any other Financial Adviser in the market], which are:

- Personal and Business Insurance products typically up to 190% x the first year's premium paid by a client, with an ongoing commission typically of between 7% to 10% of the annual premium
- Medical Insurance products are typically between 20% and 30% x the first year's premium.
- Kiwisaver Products typically upfront commission between \$50 or 0.05% of the balance
- Group Insurance Products typically up to 20% x the annual premium, continuing to be paid annually upon renewal at the same rate.

The commission I receive is shared with Threefold for providing me with an office, operating expenses, and back-end administration support to ensure the running of a compliant and professional business.

### **Conflicts of Interest**

An insurance company may subsidise training, technology solutions and compliance costs for Threefold.

I am paid commissions by the insurance company when a policy goes into force and at the annual renewal of a policy.

I ensure that I prioritise your interests by following an advice process that considers your circumstances and goals. A thorough comparison of suitable products and services available to meet your needs is completed during this process to support our recommendations.

I undergo annual training on how to manage any conflicts of interest.

There are no material conflicts of interest to disclose in the form of incentives, as we do not participate in insurer-funded conferences or entertainment functions as a rule, or any sales campaigns or similar incentives.

We will accept an occasional glass of wine or a cup of coffee from an insurance company representative, however, these are immaterial and engender no incentive towards any insurer.

Should any actual or potential conflict of interest arise during any engagement with a client, we will bring

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your attention promptly and then seek to manage or avoid the conflict if possible.

If management or avoidance of a conflict to your satisfaction is not possible, I will resign from the Scope of Service and Engagement with you and professionally assist with the appointment of a replacement and more suitable Financial Adviser.

Threefold Group is subject to a yearly audit and compliance reviews to ensure we meet our obligations while doing right by our clients.

### **Fees or Expenses**

The insurance company will pay us a commission if you decide to take up our advice and your policy is accepted.

I may charge you for the financial advice that I provide if you cancel your health or life insurance policy within the first two years of its inception.

We will use the following formula to calculate the fee:

- The lower of:
  - Cancellation fee = {Annual Premium} \* [1- (number of months since the policies inception/24)]
- Or**
- Cancellation fee = based on estimated hours of work and calculated at \$150.00 per hour + GST. This fee will not exceed \$3,000

You may not have to pay a cancellation fee if:

- Threefold Group was given the opportunity to review your insurance policy before cancellation.
- In Threefold Group's opinion, the early repayment of the insurance cancellation was caused by an exceptional change of circumstances for you.

Fees may be applicable for planning or consultation work and will be invoiced by Threefold directly to the Client.

Fees are charged for expertise and opinion, not for product placement or 'brokering' unless requested by a client and agreed to by Threefold. upon invoice.

An estimate of fees for any engagement can always be provided in advance and if necessary, we can agree in advance to a fixed price for an engagement. If fees are to be paid, the hourly rate is \$150.00 per hour + GST.

Terms of payment are within seven [7] days of invoice with direct credit to the bank account of Threefold.

### **Reliability History**

A reliability event is something that may materially influence your decision on seeking advice from Threefold Group or from me.

Some examples of reliability events are legal proceedings against me or if I have been declared bankrupt in the last four years

Neither Threefold Group nor I have been subject to a reliability event.

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