

CONCORDE
WEALTH



Disclosure Statement_

Adviser:

Max Paterson, Wealth Adviser

Concorde Wealth Ltd | FSP: 1010202

23 Centennial Avenue, Christchurch 8041

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Before we start:

At Concorde Wealth Limited we can help shape your financial future. We provide practical and prudent advice to help protect and grow your wealth over the long run. As a holistic goal based financial planner, we like to get to know your vision, understand your intentions in life and what goals you want to achieve. From there we will use academic evidence and avoid speculation to build a portfolio that is going to give you best possible chance to achieve your life goals.

License Information:

Concorde Wealth Limited (FSP1010111), trading as Concorde Wealth is a Financial Advice Provider (FAP) licensed and regulated by the Financial Markets Authority to provide financial advice.

Concorde Wealth Limited Maxpaterson71@gmail.com +64 21 023 34672	23 Centennial Avenue Riccarton Christchurch, 8041
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Nature & Scope:

Concorde Wealth provides advice to clients about Financial planning and Investments. We provide financial advice in relation to KiwiSaver, Managed funds, direct equities and bonds.

Our Services:

- Wealth Planning
- Investment Planning
- Investment Portfolios
- KiwiSaver Investment Strategy

Investment Products	Provider Name
Investment	Consilium NZ Platform powered by FNZ
KiwiSaver	KiwiWrap (Consilium NZ)
	Evidential (Consilium NZ)

Concorde Wealth Limited does not generally provide financial advice on products not listed above. However, some clients may have investments in other financial products, where this is the case, we may provide advice on those products as part of providing financial advice to these clients.

Concorde Wealth Limited does not provide advice on the following areas but may be able to assist with referrals to our network for professionals. This means the recommendations provided are in isolation of your other financial affairs, which could mean that your other financial affairs may not totally integrate into the advice I am providing. During my advice process, I may refer

to some of the above matters and offer some general comments. These general comments should not be a substitute for you seeking specialist advice on these topics.

Network of Professionals:

- Legal advice
- Insurance
- Lending
- Accounting and Taxation advice

Remuneration/Commissions:

Some of the ways that remuneration is structured can be complex and will vary depending on a variety of factors. The below should clarify the range of possibilities. As we get to know you and what is important, we can provide more specific information. We commit to providing all prospective clients full clarity on what fees we would charge, and commission we could potentially earn from them before they commit to engaging us to provide them with financial advice or implement any of our recommendations.

For our services in relation to some investment products we may/be paid by the product providers as follows:

Initial commission - a percentage of the value of your investment contributions.

Ongoing commission - a percentage of the value of your investment balance usually calculated at the end of each month in which you hold the investment.

For initial investment advice and retirement planning services, there will be a One-off Plan Fee* for the initial fact find services and report planning. Fees will be confirmed in our statement of advice.

Investment & KiwiSaver Fee Example:

Type	Range
Upfront Plan Fees (Upon presentation)	Up to \$200 incl. GST for an Investment Plan Up to \$500 incl. GST for a Wealth Plan
Ongoing KiwiSaver Advice	0.00% to 0.75% p.a. incl. GST – based on value of funds under advice.
Ongoing Investment Advice	0.00% to 1.25% p.a. incl. GST – based on value of funds under advice.

*This One-off Plan Fee may be waived based on us forming a long-term relationship.

Conflicts of interest:

We take any perceived or real conflicts of interest very seriously and have a dedicated policy for dealing with such issues whereby we avoid, disclose and/or manage any conflicts so that our client's interests are placed first and foremost.

To ensure that Concorde Wealth Limited prioritise your interests above their own, we follow an advice process that is designed to ensure our recommendations are made based on the client's circumstances and financial goals and are suitable for the client. Concorde Wealth Limited also:

- Has a quality assurance programme in place to monitor the advice our financial advisers provide.
- Actively monitors compliance with our conflicts policies and procedures; and
- Ensures training is provided to all Concorde Wealth Limited financial advisers about how to manage conflicts of interest.

In providing advice to you, should any actual or potential conflict of interest arise, we undertake to bring any such conflict of interest to your attention so that you may assess our advice objectively.

Complaints:

If you are not satisfied with our financial advice service, you can make a complaint by emailing maxpaterson71@gmail.com or by calling +64 21 023 34672

You can also write to us at our address: 23 Centennial Avenue, Riccarton, Christchurch, 8041

When we receive a complaint, we will consider it following our internal complaints process:

We will consider your complaint and let you know how we intend to resolve it. We may need to contact you to get further information about your complaint.

We aim to resolve complaints within 10 business days of receiving them. If we can't, we will contact you within that time to let you know we need more time to consider your complaint. We aim to provide realistic timeframes with complaints.

We will contact you by phone or email to let you know whether we can resolve your complaint and how we propose to do so. If we can't resolve your complaint, or you aren't satisfied with the way we propose to do so, you can contact Insurance and Financial Services Complaints Limited as they provide free, independent dispute resolution service that may help investigate or resolve your complaint.

You can contact them by emailing complaints@fscl.org.nz or by calling: 0800 347 257. You can also write to them at: PO Box 5967, Wellington 6140.

Operation:

To ensure that my financial advice prioritises your interests above my own, we follow an internationally recognised professional advice process to ensure our recommendations are made based on the clients goals and circumstances. Our Financial Advice process follows:

- **Establish the client relationship.** We will agree on the scope of the service and discuss what will be included in any advice.
- **Gather Data.** We will gather the necessary information about your situation, intentions and goals.
- **Analyse & Evaluating Financial Status.** We develop strategies to meet your needs and objectives.
- **Developing and Presenting Financial Plan Recommendations.** We will provide a Statement of Advice (SOA), outlining our recommended strategy and how it works to achieve your goals.
- **Implementation.** Make an application to the recommended provider and ensure the best outcomes for you.
- **Monitor and Review.** We encourage a periodic review of your situation to ensure our advice remains current, and this contact may come in the form of an email, letter or phone call. Investments have a baseline of 6-monthly reporting, but communications with clients tend to find their own level depending on the level of contact preferred. We also provide a claims service.

Duties/ Conduct Information:

At Concorde Wealth, and anyone who gives financial advice on our behalf, have duties under the Financial Markets Conduct Act 2013 relating to the way that we give advice.

We are required to:

- Give priority to your interests by taking all reasonable steps to make sure our advice isn't materially influenced by our own interests.
- Exercise care, diligence and skill providing you with advice.
- Meet standards of competence, knowledge and skill set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure that we have the expertise needed to provide you with advice).
- Meet standards of ethical behaviour, conduct and client are set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure that we have the expertise needed to provide you with advice).
- Meet the requirements as listed in the Privacy Act 2020.

This is only a summary of the duties that we have. More information is available by contacting us, or by visiting the Financial Markets Authority website at <https://www.fma.govt.nz>.