

## Secondary Disclosure Statement (Authorised Financial Adviser)

### Contact Details

Name and registration number of Authorised Financial Adviser: Jared Fenwick (FSP96864)

Address: Level 2, 181 Khyber Pass Road, Grafton, Auckland

Trading name: Accelerate Consulting Limited trading as Accelerate

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### Services on which I provide financial adviser services

I can provide you with the following financial adviser services:

- Financial advice
- Investment planning services

### Financial products I provide financial adviser services on

I can provide you with financial adviser services in respect of the following types of financial products:

Insurance	Investments
Life protection Disablement Trauma Income protection Whole of life Endowment Fire and General (e.g., business insurance, house, contents & car insurance) Health	KiwiSaver Superannuation Collective investment schemes (e.g. unit trusts)

### Relevant interests, relationships and associations

AMP Services (NZ) Limited ("AMP") is a Qualifying Financial Entity ("QFE"). I am a nominated representative of the AMP QFE.

I am a Director and Shareholder of Accelerate Consulting Limited. Accelerate Consulting Limited contracts to AMP and has done since 1<sup>st</sup> June 2010 which enables Accelerate Consulting Limited to sell financial products and services made available through AMP.

- I am a director and 1% shareholder of Affinity Assurance Limited. My wife is a 1% shareholder of Affinity Assurance Limited. Zanders Trustee Company Limited is a 98% shareholder of Affinity Assurance Limited. As shareholders in Affinity Assurance Limited, the

trust, my wife and I are entitled to any profits of Affinity Assurance Limited which are distributed, some of which may directly or indirectly related to my sales of financial products or providing financial advice.

- Affinity Assurance Limited is a 50% Shareholder of Accelerate Consulting Limited and may receive a 50% share of any of its profits that are distributed, some of which may directly or indirectly relate to my sales of financial products or providing financial advice.

Other than those disclosed above, neither I nor any associated person of mine has or will have or may have any other interest, relationship, or association that a reasonable client would find reasonably likely to materially influence me in providing the financial adviser services.

### **Product Providers**

I am only permitted to provide financial adviser services in respect of those products that are either on my QFE's Approved Products List that I have accreditation for under the terms of my QFE's Practising Certificate, or for which a dispensation has been granted by the Investment Committee (or a delegated authority).

The product providers of the financial products that I may provide financial adviser services on are listed in Appendix A.

### **Relevant Fees**

I do not charge a fee for the financial adviser service I provide to you.

### **Relevant Remuneration**

Accelerate Consulting Limited may receive all or some of the following types of commission when products are sold:

- Up-front / initial commission
- Servicing / renewal commission
- Investment Product commission
- Assets Under Management commission

All commission is paid by the particular product provider to AMP. Commission on all products is paid from AMP to Accelerate Consulting Limited which then pays me.

In addition to product commission, Accelerate Consulting Limited or I may receive remuneration that consists of recognition and rewards through the AMP Achievement Programme. This programme rewards AMP Advisers and AMP Adviser Businesses based on sales volumes of products including:

- AMP products (including white labelled non-AMP manufactured products) and

- Some non-AMP products (those accessed through WealthView and home loan products).

I will earn a set number of points depending on which products I sell and their value.

High performing AMP Advisers and AMP Adviser Businesses are eligible to receive as part of the AMP Achievement Programme:

- A full or partial subsidy from AMP to attend the AMP offshore convention and
- Various non-monetary rewards in recognition of high sales performance in a particular product category over one year.

I may also receive a partial subsidy for a software licence from AMP.

Accelerate Consulting Limited may qualify for a financial bonus (AMP Growth Bonus). The financial bonus is calculated quarterly. This bonus rewards Accelerate Consulting Limited based on the net annual growth of selected AMP product sales by the advisers in Accelerate Consulting Limited.

A portion of that financial bonus may be paid to me, the amount of which is yet to be determined.

Accelerate Consulting Limited may also qualify for an AMP General Insurance Profit Share bonus. The financial bonus is calculated annually. This bonus rewards Accelerate Consulting Limited based on the net annual growth, and retention of AMP General Insurance by the advisers in Accelerate Consulting Limited, and the overall profitability of AMP General Insurance.

A portion of that financial bonus may be paid to me, the amount of which is yet to be determined.

Depending on the total amount 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 sometime 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 dependant on the financial adviser service I provide to you. Instead, these rewards and benefits may be based on the collective business I generate for that product provider.

It is not practicable for me to provide all relevant remuneration information that I am required to include in this disclosure statement, which relates to the specific remuneration I, my employer, Accelerate Consulting Limited or my principal may receive on providing a financial adviser service to you, which will be dependant on your needs and circumstances and my analysis in this regard. I will provide further details of the amount or rate of such remuneration (to the extent practicable), the

name of the person it is received from and details of the arrangements I have in place to manage conflicts of interest that may arise, when I provide you with the financial adviser service.

I manage any conflicts of interest that may arise from the receipt or possible receipt of the above types of remuneration in the following ways:

- As an Authorised Financial Adviser I am obligated to place the interests of my clients first and only recommend financial products that are suitable for my clients.
- Providing and discussing my disclosure statements with each client before I provide my service to each client.
- Disclosing and explaining any perceived or potential conflicts of interest to each client when completing the advise process with that client.
- I do not have prescribed quotas or other such arrangements that require a minimum proportion of sales be placed with a particular product provider.

### **Relevant Qualifications and Experience**

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

- National Certificate in Financial Services (Financial Advice) Level 5.

I have held an AMP Practicing Certificate since 1997. This is a certificate issued to AMP advisers who have undertaken general financial services training. I attend in-house and industry training each year in order to retain my Practicing Certificate.

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 30 hours of structured professional development every 24 months;
- Completing and maintaining a personal record of areas for improvement in my competence, skills and knowledge and any proposals for addressing those areas for improvement;
- Using AMP's online learning management facility which allows me to plan and record by own development activity, show progress against my continuing professional development requirements and show whether I am behind or on target to meet those requirements;
- Regulatory training I receive that is arranged, administered and paid for by my QFE in line with legal requirements and my QFE's own standards of professionalism;
- The Learning and Professional Development team and managers who are alerted as to whether my training has been completed or is overdue;
- I receive frequent and regular communications to update me on regulatory changes.

I have over 18 years' experience in the financial services industry.

I have been contracted to Accelerate Consulting Limited since 2010 as a Financial Adviser.

My role involves:

Providing insurance and investment solutions and advice, to clients and prospective clients of Accelerate Consulting Limited.

**Membership of a Professional Body**

I am not a member of any professional body that is relevant to providing financial adviser services.

**Professional Indemnity Insurance**

I have and Accelerate Consulting Limited has Professional Indemnity Insurance covering myself in respect of a wrongful professional act. As with all insurance, this cover is subject to certain exclusions.

**Declaration**

I, Jared Nicholas Fenwick, 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: .....

Dated: .....

## Appendix A

### Insurance Providers

- The AMP group of companies
- AIA
- AMP
- Asteron
- Fidelity
- nib
- Southern Cross
- Sovereign
- Vero

### Investment Providers

- The AMP group of companies