

Karen Tourelle Your Financial Adviser

Nature and Scope of the Advice

I will provide you with financial advice in relation to your personal insurances (life and health), and KiwiSaver. I provide financial advice about life and disability insurance from AIA, Asteron, Chubb, Fidelity and Partners Life. I provide financial advice about health insurance from AIA, NIB and Partners Life. I only provide KiwiSaver advice about schemes with one scheme provider Generate.

Reliability History

Neither Tourelle Life Brokers Limited nor I have been subject to a reliability event. A reliability event is something that might materially influence you in deciding whether to seek advice from me or from Tourelle Life Brokers Limited. As an example, it would include legal proceedings against me, or if I had been discharged from bankruptcy in the last four years.

Identifying Information

I am a Financial Adviser FSP108625 and I am giving advice on behalf of Tourelle Life Brokers Limited FSP241885 (NZBN:9429038442827). Tourelle Life Brokers holds a licence with the Financial Markets Authority.

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Fees and Expenses

My first initial appointment is free, we have a discussion about your options to choose my advice as your financial adviser.

Tourelle Life Brokers will charge a fee of \$350 + GST for an ACC ONLY recommendation and implementation of ACC cover plus extra or to advise on levies and communicate with ACC on your behalf. However, if you choose to place insurance covers with an insurer that we recommend, we will waive this fee, as we will receive commission from the insurance company for a new policy.

Tourelle Life Brokers Limited may charge a fee of \$180 + GST as an hourly rate for financial advice. This is waived if we are paid commission from the insurance companies for new completed policies.

Conflicts of Interests and Incentives

I receive commissions from the relevant insurance company if you take out insurance following my advice. I get paid anywhere from 125% to 230% on the first annual years' premium of your policy (less policy fee and GST). The amount depends on which insurance company and which insurance policy you choose. I also receive a commission of between 5% and 10% of the premium for each year the policy remains in force.

To ensure that I prioritise your interests above my own, I follow an advice process that ensures my recommendations are made on the basis of your individual goals and circumstances. I complete annual training about how to manage conflicts of interest.

Availability of Information

The information I have discussed with you is available in writing. Please let me know if you wish to have a written copy.

Confidentiality and Use of Personal Information

1. It is understood that any information gathered for this needs analysis and used in any associated advice reports and for insurance applications is personal and **I undertake to keep this information confidential and secure.**
2. The Privacy Act 2020 gives you the right to request access to and correction of, your personal information.
3. Information provided by you or any authorised agent, will be used by me and any members of my staff for the purpose of providing advice to you, marketing of other services I provide and may also be used by any:
 - a. Product or service provider when researching, analysing or implementing any of my recommendations or variations thereof; and
 - b. The Financial Markets Authority and/or any other regulatory body as required for audit or legislative purposes, compliance advisers, assessors or by any claims investigators who may need access to such information; and
 - c. Other professionals such as solicitors, accountants, finance brokers, financial planners when such services are required to complement this advice and as requested by you.
 - d. Prospective and actual purchaser(s) if selling my business.

The information will be held by me in my office address detailed in this document and my 'Important Information About Me' document and may be in paper format and/or electronic files and / or may be held remotely in secure electronic storage systems. I am required to keep these records on file for a period of seven years or longer whether or not this engagement terminates.