

Providers & Advice Type

Providers I work with:

ANZ, ASB, BNZ, Westpac, Kiwibank, TSB, ICBC, Bank of China, Cooperative Bank, ASAP Finance, Avanti, Basecorp, Bluestone, Cressida Capital, DBR, First Mortgage Trust, Funding Partners, Heartland Bank, Liberty, Unity, Pepper Money, Plus Finance, Prospera, SBS, AIA/Sovereign, Southern Cross Partners.

I do not provide financial advice services relating to:

- Legal or estate planning (e.g. wills, trusts, contracts, etc.)
- General Insurance advice
- Investment products (e.g. shares, bonds, managed funds, KiwiSaver, etc.)

You will need to consult an appropriate specialist if you would like advice on the above. Mortgagehq can provide a direct professional referral to specialists at our sister company wealthhq for the following services:

- General / Personal Insurance advice
- KiwiSaver advice

Commissions or other Incentives

As an employee of mortgagehq, I receive a salary and am also eligible to receive a bonus each quarter of a certain level of overall performance is achieved. The performance incentive accounts for (but not limited to) individual financial targets, quality of work, and team performance.

Commissions are paid after settlement from the relevant lender if you choose to take out a mortgage following my advice. The commissions are between 0.5% to 1% of the initial mortgage balance or amount funded. MortgageHQ may/will also receive 0.15% to 0.2% of the mortgage balance on each anniversary and some of this is used to calculate my remuneration. The commission mentioned above that is received is shared with mortgagehq for providing me with compliance support, training, and back-office support.

Wealthhq

In the instance I have directly introduced you to wealthhq, where you choose to take up their advice and an insurance policy is put in force, I will also receive a referral fee. This fee is approximately 10% of the first year's policy premiums split with mortgagehq.

Conflicts of Interest

As a Financial Adviser, I am paid commissions by lenders when a mortgage settles and in some cases at the mortgage anniversary each year. In line with both the Financial Market Authority's official Code of Conduct and our internal commitment to high standards of professionalism, I ensure your interests are prioritised by following an advice process that considers your circumstances and goals. As a part of our service to you, I research suitable products and providers to ensure the advice meets your needs.

Conflicts of interest training and management is part of my annual training and I must record any conflicts in a register that we review and manage, and quarterly compliance reviews to ensure we meet our obligations while doing right by our clients.

Wealthhq

mortgagehq and wealthhq share a common database of clients, allowing for both to offer better-tailored advice in their respective area of specialty. The independent professional standards and procedural checks in place across the two businesses ensure that any advice or recommendations provided by myself is impartial to the advice or recommendations of wealthhq. Any decision made by yourself to engage or disengage from wealthhq's services will have no impact on the advice provided by me to you.

Fees and Expenses:

In most cases, I do not charge you a fee if you decide to take a loan. The lender may pay us a commission if you decide to take up our advice and when your loan settles. However, for non-bank lenders and asset-lenders, a brokerage fee of up to 1% can be charged on top of the lending, payable by you, and passed from the lender onto myself and mortgagehq. Should these lenders need to be utilized, this fee will be determined after our review together.

Additionally, I may invoice for an administration cost following the expiry of any unused pre-approval (new purchase or top-up). The cost of this is tied to the complexity of your application, and an invoice will be issued to you upon the expiry of the approval if no purchase or meaningful progress is made within the approval's validity period (usually 3 months with a potential extension period).

- Level 1 a cost of \$250 - PAYE income with no more than 2 properties and 2 entities
- Level 2 a cost of \$350 - Self-employed income with no more than 2 properties and 2 entities
- Level 3 a cost of \$450 - 3 or more properties or borrowing entities

mortgagehq may choose to waive these costs for existing clients or where appropriate.

Reliability History

A reliability event is something that may materially influence your decision on seeking advice from mortgagehq or from me. Some examples of reliability events are legal proceedings against me or if I had been bankrupt in the last four years.

Neither mortgagehq nor I have been subject to a reliability event.