

# IMPORTANT DISCLOSURE INFORMATION

This document is prepared in line with the Financial Markets Conduct (Regulated Financial Advice Disclosure) Amendment Regulations 2020. The new regulations come into effect from 15 March 2021.



## DISCLOSURE STATEMENT for Andrew Dodd FSP749892

### Details about Andy and his Financial Advice Provider

Andy has been working in the NZ Financial Services Industry since July 2020. Before this, Andy was in the FMCG industry as a Territory Manager and Business Development Manager. He holds a bachelor's degree in Sport and Leisure Studies.

Andy has a genuine love for working with his clients and building a long-term partnership. He believes all those with Insurance need to know why they have cover, what they're covered for – and how it will support them in a claim.

Andy is a Financial Adviser. He gives advice on behalf of a Financial Advice Provider (FAP). His Financial Advice Provider is authorised to operate under a current license issued by the Financial Markets Authority.

Here are Andy's details:

<b>Financial Adviser</b>	Andrew Dodd	<b>Financial Advice Provider</b>	Parka Insurances Limited
<b>Address:</b>	69B Discovery Drive Whitby Porirua 5024	<b>Address:</b>	69B Discovery Drive Whitby Porirua 5024
<b>Phone:</b>	027 727 5248	<b>Phone:</b>	04 974 5657
<b>Email:</b>	<a href="mailto:andy@parka.co.nz">andy@parka.co.nz</a>	<b>Email:</b>	<a href="mailto:admin@parka.co.nz">admin@parka.co.nz</a>
<b>FSP#</b>	FSP749892	<b>FSP#</b>	FSP601909

### Nature and Scope of the Advice

Andy will provide you with advice in relation to your personal insurances (Health and Life Insurance).

Providing you with financial advice means Andy will analyse your insurance needs and help you to choose cover that is best suited for your purpose and circumstance. This will involve recommending an appropriate insurer and product(s). Upon agreement, Andy will help you to obtain acceptance for the recommended and agreed solutions.

## Personal Insurance Products

Health and Life Insurance consists of the following insurance products:

- Life Insurance
- Income Protection
- Health Insurance
- Permanent Disability
- Mortgage Protection
- Accidental Injury
- Trauma Insurance
- Disability Insurance

## Insurers Andy uses

Andy can source insurance solutions from a panel of insurers. The current insurers he has access to are:

- Accuro\*
- Cigna\*\*
- Partners Life
- AIA

NOTE:

\* Health Insurance only provider

\*\* Life Insurance only provider

## Fees or Expenses

Andy does not charge fees, expenses or any other amount for the financial advice provided to his clients. This is possible because on the issuance of any new personal insurance product (policy), he usually receives commission from the chosen insurer.

## Reliability History

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

## Conflicts of Interest and Incentives (Commissions)

Andy contracts to Parka Insurances Limited. If you decide to take out the personal insurance Andy recommends through the advice process, the insurer will pay an upfront commission to his Financial Advice Provider. Andy's Financial Advice Provider then pay him a 60% share of that upfront commission to form his remuneration for the service he has delivered as your Financial Adviser. The amount of the upfront commission is based on the amount of the premium you pay in your first year and varies depending on the insurer we have chosen. More specific information about the expected commission will be provided to you at the time advice is given.

As a general indicator of the range of commissions which may be paid, Parka Insurances Limited receives standard commission terms from all insurers (there are no preferential terms given to Parka Insurances Limited over and above any other adviser in the market), which are:

- Health Insurance Products typically between 25% – 30% x the first years premium paid by a client, with an ongoing commission typically of 5% - 20% of the annual premium
- Personal Insurance Products typically between 175% and 200% x the first years premium paid by a client, with an ongoing commission typically of 7.5%-10% of the annual premium

Renewal commission may also be received from the insurer if the insurance you take up extends beyond the responsibility period of two years. Andy receives 50% of the ongoing renewal commission as your Financial Adviser. The other 50% is retained by his Financial Advice Provider.

The indicative commission payable by the insurers is calculated on a percentage of the premium:

NOTE:

- All fees and commissions are paid to Parka Insurances Limited
- Parka Insurances Limited uses all gross revenue to pay the operating expenses of running a compliant professional business. This includes conducting regular reviews with clients and supporting clients at claim time to ensure the best possible outcome for clients claim.
- Parka Insurances Limited then must pay their tax obligations on the “net profit” after costs.
- Typically the potential conflicted remuneration for the Financial Adviser amounts to between 35% - 50% of gross revenue in any given year.

Variances of these commission rates can vary based on policy restrictions or discounting options.

\*Partners Life can provide up to a further 30% based on the quality of the customer outcomes by the Financial Advice Provider Andy works for. AIA may provide a further 20% for support of computer-based application usage.

NOTE: Variances of these commission rates can vary based on policy restrictions or discounting options.

From time-to-time, insurance providers may also reward Andy for business he provides to them i.e., they may provide tickets to events, gift hampers or offer minor incentives.

Andy further manages these conflicts of interest by:

- Always recommending the best products for your purpose and circumstance regardless of the type or amount of commission I will receive
- Ensuring that the amount of any insurance cover is in accordance with your identified needs
- Being transparent concerning the rates of commission he might receive
- Avoiding any production requirements set by any one provider
- Ensuring access to a range of insurance providers
- Using third party product research tools as a part of our analysis
- Having our processes audited annually by an external compliance adviser

**Contact Details**

Parka Insurances Limited (FSP601909 - trading as Parka Insurances) is the Financial Advice Provider.

You can contact us at:

Phone: 04 974 5657

Email: [admin@parka.co.nz](mailto:admin@parka.co.nz)

Address: 69B Discovery Drive, Whitby, Porirua 5024