



NICE TO MEET YOU.

DISCLOSURE GUIDE.

Here is some key information you need to know to help you understand what type of advice Lance is able to give you, so that you can make an informed and confident choice when engaging him.

DISCLOSURE GUIDE for Lance Parker-Wadham B.B.S
FSP378446



Details about Lance and his Financial Advice Provider

Lance has been working and running a business in the NZ Financial Services Industry for almost 8 years. He holds a Bachelor Degree in Business with Financial and Accounting papers. He also holds a level 5 financial services qualification. He is heavily involved with his clients and holds a number of awards for service and production levels achieved during his time as an adviser. He has recently received a sizeable community grant to provide him with funds to continue his work in the community promoting awareness for Men’s Mental Health, a health issue he is passionate about.

Lance holds seminars regularly using his knowledge to upskill business owners, accountants and other professionals on the risk they may face and how to provide a comprehensive protection plan.

Lance 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 cover they have, what it will do for them and how much they are paying. He believes that you should be paying enough to cover risk, but no more or no less. He helps his clients find this sweet spot.

Lance is a Financial Adviser. He gives advice on behalf of a Financial Advice Provider (FAP). His Financial Advice Provider (Parka Insurances Limited) is authorised to operate under a current license issued by the Financial Markets Authority. He is a shareholder and director of Parka Insurances Limited.

Parka Insurances Limited have been operating for almost 10 years and over this time have built a powerful team to support their clients in achieving the outcomes these clients need.

Here are his details:

Financial Adviser	Lance Parker-Wadham	Financial Advice Provider	Parka Insurances Limited
Address:	69b Discovery Drive Whitby Porirua 5024	Address:	69B Discovery Drive Whitby Porirua 5024
Phone:	021 439 413	Phone:	04 974 5657
Email:	lance@parka.co.nz	Email:	admin@parka.co.nz
FSP#	FSP378446	FSP#	FSP601909

Nature and Scope of the Advice

Lance will provide you with advice in relation to your personal insurances (Health and Life Insurance etc.) and/or support for your business risk protection and business insurance needs (Ownership buyout, Key Person, Loss of Revenue etc.).

Providing you with financial advice means he will analyse your risk exposure and help you to build a protection plan that is best suited for your purpose and circumstance. This can involve recommending an appropriate insurer and product(s). Upon agreement, Lance 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:

- Business Protection
- Life Insurance
- Income Protection
- Health Insurance
- Key Person Cover
- Permanent Disability
- Mortgage Protection
- Accidental Injury
- Shareholder Buyout
- Trauma Insurance
- Disability Insurance
- Accidental Death

Insurers Lance uses

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

- Accuro*
- Cigna**
- Partners Life
- AIA
- Fidelity Life**
- Southern Cross*
- Asteron Life**
- NIB*

NOTE:

* Health Insurance only provider

** Life Insurance only provider

Fees or Expenses

Generally, Lance won't charge you any fee or expenses for the financial advice provided to you. This is possible because on the issuance of a new personal insurance product (policy), his Financial Advice Provider usually receiving commission from the chosen insurer. Any exceptions to this general position are explained below:

He may charge you a one-off fee if the following occurs:

- a) When he does not receive commission from an insurer: If you request that he provide financial advice and do not receive a commission from an insurer, he may charge you a one-off fee. Any such fee would be agreed and authorized by you in writing before he completes the services and would be based on an estimate of the time spent providing the advice or service.
- b) When Lance has to re-pay commission to an insurer: If an insurer requires that he must re-pay commission within 24 months of issuance of your insurance, he may charge you a one-off fee. Any such fee would be no more than \$1,000 (plus GST) and would be calculated on a rate of \$250 (plus GST) per hour of his time spent providing financial advice to you in connection with the applicable insurance.

Reliability History

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

Conflicts of Interest and Incentives (Commissions)

Lance works for Parka Insurances Limited as a salaried employee. He also receives a bonus based on company performance as a shareholder – this mitigates a number of the conflicts of interest normally faced through an advice process. However, should you decide to take out any personal insurance he recommends through the advice process, the insurer may pay an upfront commission to his Financial Advice Provider. The amount of the upfront commission is based on the amount of the premium being introduced and varies depending on the insurer you have chosen to proceed with. 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. This is paid to Lance's 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 Lance works for. AIA may provide a further 20% for support of computer based application usage.

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

Parka Insurances Limited track all these gifts in a register that is available for auditing purposes by the Financial Markets Authority.

These conflicts of interest are further managed by:

- Always recommending the best products for your purpose and circumstance regardless of the type or amount of commission he 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.

Privacy Policy & Security

Parka Insurances Limited take privacy very seriously and regard your information as of paramount importance. Lance will collect personal information in accordance with their Privacy Policy. He or Parka Insurances will not disclose any confidential information obtained from or about you to any other person, except in accordance with their Privacy Policy. The platform Parka Insurances Limited use is secure and run on Microsoft SharePoint.

Should you require a copy of any information Parka Insurances Limited hold, they will be happy to provide a full copy at their cost, but will always retain original records for legal and compliance requirements.

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

Address: 69B Discovery Drive, Whitby, Porirua 5024

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.