

Disclosure Statement

(Financial Adviser)

Contact Details	
Name of Financial Adviser	Wilhelmina Eveleens
Physical Address	338 Stafford Street, Timaru
Postal Address	PO Box 457, Timaru
Trading name	One to One Risk Services Limited trading as Triplejump
Telephone number	03 6879248
Fax number	03 6849121
Email address	wilhelmina.eveleens@triplejump.co.nz
This disclosure statement was prepared on 27 June 2011	

It is important that you read this document

This information will help you to choose a financial adviser that best suits your needs. It will also provide some useful information about the financial adviser that you choose.

What sort of adviser am I?

I am a registered, but not authorised, financial adviser.

I can give you advice about

Your financial risk in respect of your personal and/or business/farm risks and in relation to:

- Life Insurance
- Permanent Disability Insurance
- Trauma Insurance
- Income Protection Insurance
- Medical Insurance
- Key Person Insurance
- Business Insurance
- Mortgage Protection Insurance
- ACC Insurance
- Agribusiness insurance

What should you do if something goes wrong?

If you have a problem, concern, or complaint about any part of my service, please tell me so that I can try and fix the problem.

You may contact the internal complaints scheme by advising me or a member of my team you wish to make a complaint. We will provide a complaints form for you to complete and from here we will address the complaint; provide a reference number and work to resolve the issue. We will keep regular communication with you during this process so you are aware of the steps we are taking to reach a solution.

If we cannot agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you can contact the Insurance & Savings Ombudsman scheme.

This service will cost you nothing, and will help us resolve any disagreements. You can contact the Insurance & Savings Ombudsman scheme at:

Address: Level 7
99 – 105 Customhouse Quay
Wellington 6011

Telephone: Freephone 0800 888202

Email address: info@iombudsman.org.nz

Website: www.iombudsman.org.nz

How am I regulated by the Government?

You can check that I am a registered financial adviser at <http://www.fspr.govt.nz>

The Financial Markets Authority regulates financial advisers. Contact the Financial Markets Authority for more information including financial tips and warnings.

You can report information or complain about my conduct to the Financial Markets Authority, but in the event of a disagreement, you may choose to first use the dispute resolution procedures described above (under ‘what should you do if something goes wrong?’).

Declaration

I, Wilhelmina Margaret Eveleens, 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: _____

Appendix A: Client Acknowledgement

I,..... acknowledge receipt of the disclosure statement dated 27 May 2011 for Wilhelmina Eveleens and One to One Risk Services t/a Triplejump South Canterbury

Signed _____ Date _____

Signed _____ Date _____

Supplementary Disclosure Statement

(Financial Adviser)

Contact Details	
Name of Financial Adviser	Wilhelmina Eveleens
FSP Registration number	104964
Physical Address	338 Stafford Street, TIMARU
Postal Address	PO Box 457, TIMARU
Trading name	One to One Risk Services trading as Triplejump
Telephone number	03 6879248
Fax number	03 6869121
Email address	wilhelmina.eveleens@triplejump.co.nz
This disclosure statement was prepared on 5 August 2011	

Details of my company/my adviser practice/my partnership

I am a Director of One to One Risk Services trading as Triplejump South Canterbury. One to One Risk Services provides the following services:

- Personal risk and insurance planning
- Business risk and insurance planning

My experience and qualifications

I have been providing financial adviser services for 3.5 years and have 20 plus years experience in the financial services industry (in economics, tax consulting and university lecturing).

Relevant qualifications include:

- 1995 Master of Commerce (Economics), University of Auckland
- 1985 Bachelor of Agricultural Commerce (Economics and Marketing), University of Canterbury Lincoln College

I am presently studying towards my Graduate Diploma in Business Studies (Personal Financial Planning) having completed 5 of the 8 papers.

I keep my qualification up to date by:

- Meeting the mandatory number of continuing professional development hours as per the continuing professional development guidelines issued by the Institute of Financial Advisers (the Institute)
- Attending annual industry conferences
- Reading widely

In addition, I intend to voluntarily comply, as a matter of best practice, with the continuing professional development requirements set out in the Code of Professional Conduct for Authorised Financial Advisers.

How I operate

When I provide financial adviser services, I follow the internationally recognised six step process:

- Establishing the client – adviser relationship
- Gathering the relevant data from you and determining your goals and expectations
- Analysing and assessing your financial risks
- Developing and presenting our written advice
- Overseeing the implementation of your risk management plan, and
- Monitoring and reviewing your situation and plan.

This can require a series of meetings with you before our advice is finalised. It also means we maintain a close ongoing relationship with you, regularly reviewing progress and working with you over time to ensure your goals can be met.

The services I provide will depend on your needs. They may include any or all of those detailed in this Disclosure Statement.

My advice will take account of your personal objectives, financial situation and needs. It will be clear and concise, with enough detail for you to make an informed decision about how to act on it.

Services and products I provide

I provide the following types of financial adviser services:

- Financial Advice

I provide advice on the following subjects:

- Risk management related to death and/or disablement of an individual
- General advice on ACC relating to insurance

I provide advice on the products listed in my disclosure statement dated 27 June 2011.

- Life Insurance
- Permanent Disability Insurance
- Trauma Insurance
- Income Protection Insurance
- Medical Insurance
- Key Person Insurance
- Business Insurance
- Mortgage Protection Insurance
- ACC Insurance
- Agribusiness Insurance

Product providers used

One to One Risk Services Limited holds a franchise agreement with Triplejump Limited providing it the right to use the brand, intellectual property and agency agreements of Triplejump Limited.

Triplejump Limited holds Agency Agreements for the sale of insurance products with the following insurance companies:

- American International Assurance Company (Bermuda) Limited (trading as AIA New Zealand)
- AMP Life Limited
- Asteron Life Limited
- The National Mutual Life Association of Australasia Limited (trading as AXA New Zealand)
- Fidelity Life Assurance Company Limited
- OnePath Life (NZ) Limited
- Partners Life Limited
- Southern Cross Medical Care Society
- Tower Health and Life Limited

One to One Risk Services Limited holds an Agency Agreement with Sovereign Assurance.

How do I get paid for the services that I provide to you?

I am a shareholder employee of One to One Risk Services Limited and I receive a salary in return for the work I do for the company. I am entitled to bonuses for performance.

My company receives all commission fees generated by me.

One to One Risk Services t/a Triplejump receives remuneration for the consultation, plan preparation and implementation of insurance and risk management solutions. It may receive remuneration from the following sources:

- Plan Fees – which are negotiated with clients and may or may not be rebated against any commission paid by the insurer in respect of that client
- Commission – where commission is the form of remuneration the rate the company may receive is outlined in Appendix One. Commission may be paid either upfront or on Level commission structure.

Insurance companies may also provide significant non-monetary benefits. I DO NOT participate in any non-monetary benefit programmes from product providers.

Management of conflicts of interest:

One to One Risk Services Limited trading as Triplejump employs the following practices to manage potential conflicts of interest:

1. It abides by the principle of Clients interests first and foremost.
2. Triplejump has adopted the philosophy that the transfer of risk is the least optimal use of clients' capital and therefore uses robust financial analysis to identify the risk that the client cannot manage through their own resources before recommending insurance.
3. Triplejump presents a full range of potential insurance solutions to the client providing full disclosure on the price and features and benefits of each policy so that the client can make an informed choice as to the insurance policy and insurer they select.
4. The remuneration terms with Insurers are negotiated by Triplejump Limited, the franchisor. Triplejump does not having any quota factor agreements in place specifying a certain percentage of the total insurance premium generated by the group must be placed with a particular carrier.
5. Neither One to One Risk Services Limited trading as Triplejump or its employees receives any soft dollar remuneration from Insurers related to production/target based inducements (such as overseas travel) and does not participate in any incentive sales award programmes. Participation in such programmes is prohibited under the Triplejump franchise agreement.

Other interests and relationships

There is no contractual requirement, quota or agreement in place for One to One Risk Services Limited to recommend certain supplier products or services.

Professional Memberships

I am a member of the Institute of Financial Advisers and, as a condition of my membership I adhere to the IFA Code of Ethics and IFA Practice Standards in all facets of my practice.

Professional Indemnity (PI) Insurance cover

I and my company One to One Risk Services Limited are covered under a professional indemnity insurance policy. This policy includes cover for civil liability arising out of a wrongful act, or for any Act, Error or Omission.

The underwriter is QBE (International) Insurance Limited.

This policy applies when I act in my professional capacity as an adviser providing 'financial adviser services'. As with all insurance, this cover has limitations and is subject to certain exclusions and terms and conditions.

What are my obligations?

As a registered financial adviser I have obligations under the Financial Advisers Act 2008 (including Regulations made under that Act) and under general law.

If you need to know more, where can you get more information?

If you have a question about anything in this disclosure statement or you would like to know anything more about me, please ask me. If you have a question about financial advisers generally, you can contact the Financial Markets Authority.

You can check that I am a registered financial services provider at <http://www.fspr.govt.nz>

Declaration

I, Wilhelmina Margaret Eveleens, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete.

Signed _____

Date _____

Appendix One

The table below shows the **maximum** commission rates that each insurer pays for new business placed with them. The types of commissions include:

- Introductory commission – a gross commission amount payable by a product provider for successful placement of new business with them. This is generally a fixed percentage of the premium amount.
- Renewal (or Service or Trail) commission – a fixed percentage of the ongoing (or in-force) premium amount paid by the product provider for ongoing management of that business.
- Production Bonus Commission – a fixed percentage amount to gross commission over-rider of the volume of new business (or commission) generated through a product provider.
- Persistency Bonus – a fixed percentage gross commission over-rider determined by the overall business quality, or persistency, held with the product provider.

Insurer	Policy type and maximum initial commission rates (%)*			
	Initial commission rates (%)*		Annual renewal rate/range (%)~	
	Non-Medical	Medical	Non-Medical	Medical
AIA	180	25 - 130	5 - 10	4 - 20
AMP	148	n/a	7	n/a
Asteron	140 - 160	n/a	5 - 10	n/a
AXA	124 - 129	n/a	4	n/a
Fidelity	124	n/a	6 - 10	n/a
OnePath	200 - 210	125 - 135	7.5	15
Partners Life	210	25 - 155	10	15 - 25
Southern Cross	n/a	12 - 30	15	5 - 15
Sovereign	Pending	Pending	Pending	Pending
TOWER	155 - 170	87	5	17

**The commission percentage is applied to the new annual premium income (API) excluding GST portion and in the main, policy fees. In some instances it is applied to the net new annual premium. In some instances this is also applied to CPI increases.*

All rates are gross including current bonus rates which are subject to quarterly calculation within the range or are stated at the current set rate which is also subject to change.

There are no contracted quotas Triplejump has committed to support needs based product solution selection. All insurers have volume bonus structures; the variance in the main reflects the level of needs based product relevance of insurers our clients have selected.

Client Acknowledgement

..... acknowledge receipt of the disclosure statement dated 5 August for Wilhelmina Eveleens and One to One Risk Services Limited t/a Triplejump

Signed _____ Date _____

Signed _____ Date _____