

Disclosure.

Barry Vincent
Wealth Builders Limited

Talking to someone who gets it really makes a difference!

Providing CASH, CONTROL and CERTAINTY of outcome for Key Business People and their families. You can benefit from my over 40 years' of business experience to help you avoid the many footfalls that I and many other business owners have fallen into. My Financial MRI Scan – a 10 point guide to financial security and peace of mind – will uncover the hidden alligators that could wreck your business and endanger your and your family's financial future and lifestyle.

Barry Vincent,

Senior Risk Adviser

021960537

094466057

21 Sir Peter Blake parade, Bayswater, Auckland 0622.

FSPR number 294626

Protecting what's important to you



HEALTH INSURANCE

In case you need hospital treatment



INCOME PROTECTION/MORTGAGE REPAYMENT

In case you are too sick to work



TRAUMA INSURANCE

In case you suffer a major health condition



TOTAL AND PERMANENT DISABILITY INSURANCE

In case you are unable to ever work again



LIFE INSURANCE

In case you die (or are terminally ill)



ACC.

Structure, levy savings and advice



Shareholder Contingency PLANNING

CASH, CONTROL and CERTAINTY for key business people and their families.

My promise to you. Five things that you can expect from me



FIND THE RIGHT DEAL FOR YOU

- We'll compare New Zealand's leading insurers
 - Look at your overall situation to recommend what's right



SAVE YOU TIME

- We'll compare the market for you
- Expert research to find the right cover for you
- Do all the legwork for you



NO COST TO YOU

- You won't be out of pocket.
- Zero obligation to take out the suggested cover



KEEP IT SIMPLE

- No jargon! Everything explained simply
- We work for you, not the insurers



HELP YOU GET COVERED

- Connect you with the right insurer for unexpected situations

You're in good hands.

More and More New Zealanders are recognising the benefit of using an insurance adviser.

WE WORK IN YOUR BEST INTERESTS



We work in partnership
with insurers

WE'RE NOT AN INSURANCE COMPANY, NOR ARE WE OWNED BY ONE



Proudly owner operated

WE ARE A MEMBER OF THE LARGEST FINANCIAL GROUP IN NEW ZEALAND



Thousands of happy
customers

EDUCATION

- Level 5 Core Strand NZ Financial Services Cert
- Preliminary Life Assurance Cert – LUA 1991
- Counsellor Salesperson Course – 1992
- Phoenix Seminar – 1993
- Social Styles Seminar – 1993
- FPG Financial Planning – **Honours Pass** 1994
- IIAA Corporate Insurance Dip – **Merit Pass** 1994
- Advanced Business Practice Dip. – 1998
- Barry Trotter Award for Outstanding Service to Clients – 2001

New Zealand's leading insurers, all in one place.



Correct as of April 2021

6 steps to a stress free insurance plan.

1

FIRST CHAT

We get to know you, and ensure you know what we do and how we do it. We'll talk about what you are trying to do and whether we can help you.

2

UNDERSTAND YOUR SITUATION

We'll gather information from you about your situation so that we can recommend the best possible cover.

3

YOUR PROFILE

When you're ready, we create a detailed profile to help you decide what type of protection you need.

4

YOUR INSURER

Once we have worked out what cover you need based on your needs and budget, we'll research the market and decide on the best insurer for you.

5

LET'S GET ORGANISED

We help you with your insurance application and work with you on any insurer requirements.

6

KEEP YOU ON TRACK AND PLAN FOR THE FUTURE

We'll be in touch every year to make sure your cover is still relevant through any life changes. We will also help you through any claims you may have.

Testimonials

MAKE SURE YOUR LOVED ONES AND LIFESTYLE ARE PROTECTED

Insurance for your lifestyle:

- Key Person Protection
- Partnership (Buy/Sell)
- Business Continuity Plan
- Health
- Mortgage protection
- Income protection
- Trauma cover
- Total and permanent disability
- Life

Insurance for your stuff:

- Car + asset
- Home and contents
- Investment properties



“Barry is a down to earth, friendly, warm individual who can communicate complex information in a manner that makes it readily comprehensible. He has found that I have been paying nearly double the ACC I needed to for the last 8 years.

I warmly recommend Barry to any organisation or individual looking to improve their own particular business or personal circumstances in the areas of expense reduction, business growth or succession planning.”

Ken Wells, Managing director, Jigsaw Business Solutions Ltd.

“I have no hesitation in recommending Barry Vincent to anyone with the remotest concern about their financial situation, and genuinely hope that as many people as possible have such a positive opportunity to secure their future.”

Daniel Thurston, Managing Director, 4i's Communications Ltd

Re: Barry Vincent – Consultant par excellence

We engaged the services of Barry Vincent, in his capacity as ACC consultant, to advise us on ways to lower our ACC Levy payments. Barry was professional, thorough and analytical in his approach and, whilst dealing with ACC is a slow and arduous process, he kept us informed every step of the way with good, easy to understand explanations. In our experience, it is not the ACC way to make matters easy to comprehend! Barry simplified the process for us and, once his analysis was complete, he advised us on a strategy which we have heeded and, to date, we are saving hundreds of dollars annually on our ACC Levy payments.

Barry continues to offer sound advice to us on ACC related matters, on request, and his fees are fair and reasonable. He is a personable gentleman and I highly recommend his services.

Claire Reyneke Managing Director Bay Recruitment Ltd

“I highly recommend Barry Vincent. He recently helped us during a time of major transition while adding a new partner into our business. Barry is obviously a man who is expert in his field. He put together an impressive presentation and business plan

My partner and I found Barry to be a man of his word, he does what he says he will do.”

Roger Crabtree Civic Auto Electricians Ltd

“I originally approached Barry through another contact. From the beginning when I sat down with him I was very impressed. No “blue skying”, no pressure, just a factual account of what he can do for us. I also like the way Barry gets things done. His presentation is superb. Barry helped us with Business Succession Planning, especially the risk side. I could not recommend Barry Vincent more highly to my business peers and personal friends.”

Garry Hemmingson Nutrio Products Ltd

“I recommend that anyone wanting to add value to their business, not only in savings with ACC and Insurance, but also for guidance within this industry - to contact Barry first.

Barry has accumulated a wealth of knowledge in this industry that will offer huge benefits whether as an individual or as a company. Barry cuts through the red tape and offers guidance every step of the way. You know you're in the right place, when you've found Barry.

Barry is extremely personable and reliable.”

Wayne Barnett, Company Director at Embassy Stationers

“Barry has a detailed knowledge of the Insurance business, especially in the area of Business Insurance and Succession planning. I have always found Barry to be professional and thorough.”

Josh Bronkhorst - Senior Business Manager,

Barry has my utmost respect for the work that he does with his clients.

He is very much an advocate for his clients and ensures that he is looking after their needs.

Jeff Page ---Managing Director TNP Financial Services Dealer Group

“I have known Barry some 20 years and have worked more closely with him since 2008. During that time I have been incredibly impressed with his knowledge of ACC, insurance, business structures, key person issues, business succession planning and general business acumen.

Barry is a "salt of the Earth" sort who genuinely cares about the people he engages with and often undertakes additional work to ensure that his clients are happy and properly covered. His biggest strength is that of an educator in that he ensures that his clients fully understand what is being put in place for them and how they will benefit from the process. “

Owen Grauman – Managing Director – Group Plus Financial Services Ltd

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Disclosure guide.

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

Details about me and my Financial Advice Provider

I am a Financial Adviser. I give advice on behalf of a Financial Advice Provider. My details are set out below.

Full Name: Barry Vincent

Address: Bayswater Marina, 21 Sir Peter Blake Pde. Bayswater, Auckland 0622, New Zealand

Phone: 021 960 537

Email: savings@acconline.co.nz

FSPR Number: 294626

My Financial Advice Provider below is a fully authorized Financial Advice Provider. (FAP)

Name of FAP: Wealth Builders Limited

Phone: 021960537

Email: info@wealthbuilders.co.nz

FSPR Number FSP768951

Nature and scope of advice

The information below will help you understand what type of advice will be provided.

Our duties

I am bound by and support the duties set out in the Financial Markets Conduct Act 2013. These duties are:

- Meet the standards of competence, knowledge, and skill set out in the code of conduct.
- Give priority to the client's interests.
- Exercise care, diligence, and skill.
- Meet the standards of ethical behaviour, conduct, and client care set out in the code of conduct.
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Services I provide

We will analyse your insurance needs and help you choose cover that is suitable for your purpose. We have access to a range of insurers. Once we have chosen an insurer and types and amounts of cover that are suitable to you, we will help you to obtain acceptance.

In the event of a claim, we will act on your behalf in order to obtain the best possible result from the insurer for you.

Insurers I use

I source insurance from a panel of approved insurers. The current insurers I can use are:

- Accuro
- Nib
- Cigna
- Fidelity life
- Partners Life

If necessary, I am able to access other insurance companies if appropriate.

Products I provide

The types of financial products I can give advice on are:

- Life
- Trauma
- Permanent Disablement
- Income Protection
- Health

What else I can offer

I can help you with other services through my referral partners

- Coversure - F&G
- XE Money
- Asset Finance
- UK Pension Transfers

Fees and expenses

Generally I won't charge you any fee for the financial advice I provide to you. This is possible because, on issuance of a risk insurance policy, I usually receive commission from the insurer. Any exceptions to this general position are explained below.

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

(a) When I don't receive commission from the insurer: If you request that I provide financial advice and I do not receive a commission from the insurer, I may charge you a one-off fee. Any such fee would be agreed and authorised by you in writing before I complete the services, and would be based on an estimate of the time spent providing the advice.

(This may arise in the rare event that you request that I provide financial advice in relation to either a product that is offered by an insurer that is not on our panel of approved insurers, or an insurance that is outside my usual arrangements with my product providers).

(b) When I have to repay commission to the insurer: If an insurer requires that I repay commission within 24 months of issuance of your insurance, I may charge you a one-off fee. Any such fee would be no more than \$2,500 (plus GST) and would be calculated based on a rate of \$250 (plus GST) per hour of my time spent providing financial advice to you in connection with the applicable insurance. The fee I charge you will not exceed the amount of commission I have to repay to the insurer.

(c) For assistance with the planning of a Shareholder Contingency Plan including Templates.

Conflicts of interest

Commission

On acceptance of an insurance application by the insurer, I usually receive commission from the applicable insurer. The commission is generally an upfront commission, but I may also receive a renewal commission. The upfront commission is calculated as a percentage of the first year's premium that you will pay. A renewal commission is calculated as a percentage of the premium that you pay for each year the policy is in force.

The percentages that each insurer uses to calculate upfront and renewal commissions are below. Once you are comfortable proceeding and the insurance application is accepted, I'll reconfirm this with you.

I may also receive a referral fee or commission if I refer you to our referral partners. I will give you more information about how that referral fee or commission is calculated, before proceeding.

I manage the conflicts of interest arising from this commission by:

- Following an advice process that ensures I understand your needs and goals so that I always recommend the best product for you regardless of the type and amount of commission Wealth Builders Ltd will receive.
- Ensuring the amount of any insurance cover is in accordance with your identified needs.
- Providing you with the table below showing commission rates and types by product provider. Undertaking regular training on how to manage conflicts of interest.

| Insurer | Upfront% | Renewal% |
|---------|----------|----------|
| Accuro | 30% | 15% |
| | | |

| | | |
|---------------|-------------|-----|
| Fidelity Life | 140 to 210% | 17% |
| NIB | 140% | 5% |
| Cigna | 185 to 230% | 15% |
| Partners Life | 180% | 10% |
| | | |

Commissions received are used to pay normal business expenses such as:

- Fees
- Subscriptions
- Independent research
- Rent
- Marketing
- Internet
- Vehicle expenses
- Referral fees
- Staff

I personally take a salary of \$500 per week.

Privacy policy & security

I will collect personal information in accordance with my Privacy Policy. I regard client confidentiality as of paramount importance. I will not disclose any confidential information obtained from or about you to any other person, except in accordance with my Privacy Policy. The platform I use is secure and run on Amazon Web Services.

Complaints Process

If you have a complaint about my financial advice or service I gave you, you need to tell me about it. You can contact my internal complaints service by phoning, or emailing me using the heading Complaint (Your Name). Please set out the nature of your complaint, and the resolution you are seeking. I will acknowledge receipt of this within 24 hours. I will then record your complaint in our Complaints Register and will work with you to resolve your complaint. I may want to meet with you to better understand your issues. I will provide an answer to you within 7 working days of receiving your complaint. If we cannot agree on a resolution you can refer your complaint to our external dispute resolution service. This service is independent and will cost you nothing and will assist us to resolve things with you. Details of this service are:

Financial Dispute Resolution Service

enquiries@fdrs.org.nz

0508 337 337

Availability of Information

This information can be provided in hardcopy upon your request.