

This Disclosure Statement is in accordance with the Securities Markets Act 1988 and the Securities Markets (Investment Advisers and Brokers) Regulations 2007 and the NZMBA Membership Rules and Code of Ethics and Standards.

**Date of preparation of disclosure statement - 1 August 2009**

**Name of broker/adviser:** Graeme Putt  
**Name of Firm:** Residential Home Loans Hawkes Bay Ltd  
**Address:** 56A Te Mata Rd Havelock North  
**Tel No:** 06 877 6568  
**Email address:** graeme@home-loans.co.nz

#### NATURE OF BUSINESS

1. I am a member of The Home Loan Group (NZ) Ltd specialist mortgage broker and insurance adviser, arranging of home loan and insurance facilities for clients. I have access to the following providers listed below:

Lenders			
ANZ	National Bank	Westpac	Southern Cross
ASB	Public Trust	Avanti Finance	
Presto	Mutual Finance	NZ Finance	Crown Money
Finco	General Finance	Liberty Fin.	Sovereign
Sentinel			
Insurers			
Sovereign	Fidelity Life	AIG	INGLife
Tower Health & Life		AMP	AXA
NZI			

2. I have operated as an NZMBA specialist mortgage broker/adviser since January 2007.
3. I am a member of the franchise group listed below which holds broker agreements directly with lenders:  
 The Home Loan Group (NZ) Ltd  
 12B Polygon Road, St Heliers, Auckland  
 Tel: 09 522 8182 / Fax: 09 522 8183  
 Email: hlgroup@home-loans.co.nz

#### QUALIFICATIONS, EXPERIENCE AND PROFESSIONAL STANDING

4. I have the following qualifications; experience; memberships of professional bodies; awards, relevant to my being a mortgage broker/adviser
- Certificate in Advanced Marketing Management from the International Marketing Institute
  - Accredited ANZ Business Lending
  - Full member of NZMBA

#### MEMBERSHIP of INDUSTRY ASSOCIATION

5. I am a full member of the NZMBA and my business complies with the Association's Membership Rules and Code of Ethics and Standards. A copy of the Membership Rules Code of Ethics and Standards is available from [www.nzmba.co.nz](http://www.nzmba.co.nz).

#### DISPUTE RESOLUTION SCHEME

6. The NZMBA is dedicated to ensuring high ethical standards and professionalism within its members for the protection of lenders and clients. Complaints can be made in writing to:  
 NZMBA, P.O Box 109453, Newmarket, Auckland  
 or Email; [nzmba@nzmba.co.nz](mailto:nzmba@nzmba.co.nz).

#### PROFESSIONAL INDEMNITY INSURANCE

7. For your protection, members of the NZMBA are required to maintain a Professional Indemnity Insurance Policy of no less than \$1 million (maximum cover of \$1 million per claim). In proven cases, clients are protected from financial loss due to fraud, gross negligence, gross misrepresentation, etc,

This policy is held with:

**Name Insurer:** Vero Liability  
**Managed by:** Crombie Lockwood  
**Tel No:** 03 363 5357  
**Email:** mikaela.scott@crombielockwood.co.nz

#### CONVICTIONS

8. I certify that in the preceding five years, I have not been:
- The subject of a successful claim (for dishonesty, negligence or misrepresentation) under any Professional Indemnity Insurance Policy held by me or on behalf of me.
  - Convicted of an offence of dishonesty or any relevant offence under any Act or law applying in New Zealand, nor been a director of a company so convicted.
  - Adjudicated bankrupt.
  - Convicted of any crime involving dishonesty or an offence under the Securities Markets Act 1988 and the Securities Markets (Investment Advisers and Brokers) Regulations 2007.
  - Prohibited by law from taking part in the management of a company.
  - Expelled from, or prohibited from being a member of a professional body.
  - Placed in statutory management, voluntary administration or receivership.
  - Nor are there any proceedings currently being taken against me, (or any company of which I am a director) under any of the above (a – g) or with respect to my accredited membership of the New Zealand Mortgage Brokers' Association.

#### CONFLICT OF INTEREST

9. At all times, I operate in the best interests of my clients, operating without conflicts of interest and with objectivity. The 'Nature of Business' has been fully described above and clients are therefore aware of the options available to them, when appointing me as their mortgage broker/adviser.

## PRIVACY ACT

10. All discussions and information shared with me are subject to the Privacy Act 1993. You are entitled to access any information from your file upon request. A detailed description of the authorised use of the information you supply is covered in the Authority & Declaration you sign with each application you make with me.

## OTHER MATTERS REQUIRING RECOMMENDATION.

11. **Legal and Accounting issues** – any discussions on legal, tax and accounting issues do not replace advice from professionally qualified specialist advisers (solicitors and accountants). I strongly recommend that you obtain such independent and specialist advice.
12. **Professional Risk Insurance** – Generally, but especially, as part of any financing transaction, clients should review their personal risk insurance requirements. Making a financial application in no way implies that such a review has been applied for with me and specialist advice should be obtained.

I do not give investment advice but I am able to refer you to experts in this field.

## 13. REMUNERATION

### Home Loans

In my business, I receive commission from the lenders that I place client's home loans with. This is confirmed by the Authority & Declaration signed by my client(s) on the Home Loan Group (NZ) Ltd application form. A copy is presented to my client at the time of application and includes the words: **"I understand that the broker does not charge me for these services (unless specifically negotiated in advance), but receives a commission from the lender providing the loan"**.

The nature of this commission can be a single upfront commission (percentage of the loan facility), an ongoing (trail) commission (percentage of the loan facility), or a mix of both.

I may charge a one off fee for work completed for clients which does not attract a broker payment from the lender. This charge, if applied, will be disclosed and agreed in advance in writing with you before any work is started.

## Risk Products

I also receive a commission for the placement of other financial products and services (insurance products for my client(s), Fire & General, Personal Risk, Life, TPD and Income Protection), via HLG Insurances Ltd.

I earn remuneration from insurance in the following ways:

I earn brokerage and commission from insurance companies and lending institutions for business placed with them.

My contractual relationship with Sovnet requires me to place an agreed percentage of the business I generate with Sovereign Assurance however this is not an exclusive arrangement and I am entitled to place a significant portion of my business with any provider of my choosing.

Similarly, I may make payments to those who refer clients to me. Such payments are made solely at my discretion and are in no way detrimental to my clients.

## IRREGULAR REMUNERATION & NON-MONETARY BENEFITS

14. From time-to-time, I may receive certain monetary or non-monetary benefits from lenders, insurers and product providers. Under the NZMBA's Membership Rules (Code of Ethics & Standards), such regular benefits must not influence the placement of client applications.

From time to time lenders and product providers may invite me to functions and training at no cost or at reduced cost or provide me with gifts, entertainment, events, participation in conferences, seminars, travel from product providers whose products I market.

## DECLARATION

I declare that this personal disclosure statement incorporates the minimum disclosure requirements of the NZMBA's Membership Rules (Code of Ethics & Standards) and that a master copy of this Statement is on file at the National Office of the NZMBA.

Signed:  
Name: Graeme Putt  
Title: Director  
Dated:

