



# Total Wealth

## Primary Disclosure Statement

ADVISER DETAILS:	Katrina Studholme FSP84981
FINANCIAL SERVICE PROVIDER:	Total Wealth Limited FSP712332
POSTAL ADDRESS:	P O Box 37058, Halswell, Christchurch 8245
OFFICE ADDRESS:	Unit 1b, 333 Harewood Road, Bishopdale, Christchurch
CONTACT NUMBERS:	03 377 2855 or 027 247 9252
EMAIL ADDRESS:	katrina@totalwealth.co.nz
DATE OF DISCLOSURE:	This disclosure statement was prepared on 30/01/2020.

### **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.

In addition to the information that I must disclose to you in this statement, I must also disclose other information to you in a separate disclosure statement, including information about the types of services that I provide, the fees that I charge, and any potential conflicts of interest. If I have not provided that information to you at the same time as I give you this statement, I must provide it to you as soon as I can.

### **WHAT SORT OF ADVISER AM I?**

I am an Authorised Financial Adviser. This means I have been authorised by the Financial Markets Authority (the government agency that monitors financial advisers) to provide the financial adviser services described below.

### **HOW CAN I HELP YOU?**

I have been authorised to provide you with financial adviser services of the following categories:

- Financial Advice & Investment Planning Services

When I do this, I will be able to give you advice about:

- Financial products provided by only 1 organisation
- Financial products provided by a small number of organisations (2 to 5 organisations)
- Financial products provided by a broad range of organisations (more than 5 organisations)

## HOW DO I GET PAID FOR THE SERVICES THAT I PROVIDE TO YOU?

Payment Type	Description
<input type="checkbox"/> Fees only	My services are only paid for by the fees that you pay. I do not receive payments from other people or organisations that might influence my advice.
<input checked="" type="checkbox"/> Fees	<b>My services are paid for by the fees that you pay as well as in other ways.</b>
<input checked="" type="checkbox"/> Commissions	<b>There are situations in which Total Wealth and I will be paid by other organisations. How much that payment will be depends on the decisions that you make.</b>
<input type="checkbox"/> Extra payments from my principal	I may receive extra payments from my principal depending upon the decisions that you make.
<input type="checkbox"/> Non-financial benefits from other organisations	Other organisations may give my principal and me non-financial benefits depending on the decisions that you make.

I am required to tell you the specific fees, commissions, extra payments, and other benefits that I have received or will, or may, receive in relation to the services that I provide to you. I must tell you these things before I give you advice or, if that is not practicable, as soon as practicable after I give you that advice.

## WHAT ARE MY OBLIGATIONS?

As an Authorised Financial Adviser, I must comply with the Code of Professional Conduct for Authorised Financial Advisers. I also have other obligations under the Financial Advisers Act 2008 (including regulations made under that Act) and under general law.

## WHAT SHOULD YOU DO IF SOMETHING GOES WRONG?

If you have a problem, concern or complaint about any part of my service, please either tell me directly or if you would prefer direct your complaint via our internal complaints scheme. Total Wealth has an internal complaints process and undertakes to investigate your complaint promptly and fairly.

If we cannot agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you can contact Total Wealth's approved disputes resolution scheme: Insurance and Financial Services Ombudsman (IFSO). This service will cost you nothing, and will help us resolve any disagreements. You can contact IFSO at:

ADDRESS: P O Box 10-845, Wellington 6143

TELEPHONE: 0800 888 202

WEBSITE: [www.ifso.nz](http://www.ifso.nz)

EMAIL: [info@ifso.nz](mailto:info@ifso.nz)

### **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.

### **HOW AM I REGULATED BY THE GOVERNMENT?**

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

The Financial Markets Authority authorises and 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, Katrina Studholme, 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:

**KATRINA STUDHOLME**



# Total Wealth

## Secondary Disclosure Statement

ADVISER DETAILS:	Katrina Studholme FSP84981
FINANCIAL SERVICE PROVIDER:	Total Wealth Limited FSP712332
POSTAL ADDRESS:	P O Box 37058, Halswell, Christchurch 8245
OFFICE ADDRESS:	Unit 1b, 333 Harewood Road, Bishopdale, Christchurch
CONTACT NUMBERS:	03 377 2855 or 027 247 9252
EMAIL ADDRESS:	katrina@totalwealth.co.nz
DATE OF DISCLOSURE:	This disclosure statement was prepared on 30/01/2020.

As an Authorised Financial Adviser, I must comply with any terms and conditions imposed by the Financial Markets Authority under the Financial Advisers Act 2008.

### **MY QUALIFICATIONS**

I am an Authorised Financial Adviser (AFA). My certification was issued on the 13<sup>th</sup> September 2011 and expires on the 13<sup>th</sup> September 2021.

I hold the following qualifications:

Bachelor of Commerce and Management (BCM) with major in Economics – 2000 (Lincoln University)

Postgraduate Diploma in Personal Financial Planning (PgDipPFP) – 2004 (Waikato University's School of Management)

### **MY EXPERIENCE AS A FINANCIAL ADVISER**

I have worked in the financial services industry since 2001.

After having worked at the Bank of New Zealand for 8 years in Personal Manager and Business Manager Roles, I joined First Capital Financial Services as a Financial Planner in 2009 where I was responsible looking after the investment client base and numerous group super schemes, before leaving in July 2013 to start my own business Total Wealth Limited.

## **MY ADVICE PROCESS**

When I give advice I follow the internationally recognised six-step process:

1. Establishing the client-adviser relationship,
2. Gathering client data and determining your goals and expectations,
3. Analysing and evaluating the client's financial position, cash and debt management, personal and business insurance, retirement and estate planning needs and or investment needs.
4. Developing and presenting our written advice,
5. Overseeing the implementation of the plan, and
6. Monitoring and reviewing the plan

This can require a series of meetings with a prospective client before our advice is finalised. It also means I maintain a close on-going relationship with clients, regularly reviewing progress and working with them over time to ensure their 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 whether to act on it.

## **TYPES OF FINANCIAL ADVISER SERVICES I PROVIDE AND RELATED FINANCIAL PRODUCTS**

I provide the following types of financial adviser services:

- Financial Advice & Investment Planning Services

I am authorised to provide advice in the following subject areas.

Personal Risk Management	<ul style="list-style-type: none"><li>• Life and Serious Illness</li><li>• Short and Long term Disability</li><li>• Medical insurance</li></ul>
Cash/Debt Management	<ul style="list-style-type: none"><li>• Cashflow forecasting / budgeting</li><li>• Loan approvals and structuring and debt repayment</li></ul>
Estate and Tax Planning	<ul style="list-style-type: none"><li>• General aspects of estate and tax planning – any areas requiring specialist advice would be referred to an external professional</li></ul>
Retirement and Investment Planning	<ul style="list-style-type: none"><li>• Investment planning including KiwiSaver</li><li>• Retirement income projections</li><li>• Asset Allocation and Portfolio Management</li></ul>
Employee Benefits	<ul style="list-style-type: none"><li>• Company superannuation schemes</li><li>• Workplace seminars including KiwiSaver</li></ul>

The financial adviser services I provide are in relation to the following financial products:

- KiwiSaver
- Managed funds
- Customised managed portfolios
- FNZ / Consilium platform
- UK Pensions and transfers
- New mortgage lending
- Mortgage tops up and restructures
- Life insurance
- Disability insurance
- Income and mortgage protection insurance

I provide financial adviser services in respect of financial products provided by:

- Consilium, Select Wealth, Heathcote Investment Partners and the Investment Store
- KiwiSaver providers include but are not limited to: ANZ, OneAnswer, AMP, Booster, Fisher Funds, AON and Milford.
- I have mortgage agencies through the Q Advisor Group with the following: ANZ, ASB, BNZ, Cooperative Bank, Heartland, SBS, Sovereign, and numerous second tier lenders.

### **CONTINUING EDUCATION**

As a member of Financial Advice New Zealand (FANZ) I am required to keep my qualifications up to date through continuing education. On-going professional development is also a requirement of being AFA. I regularly attend courses through FANZ as well as technical briefings, seminars, product accreditation and conference workshops with various institutions.

This includes keeping up to date with changes in the Code of Professional conduct for Authorised Financial Advisers and relevant consumer laws.

### **PROFESSIONAL BODIES**

I am a member of FANZ (Financial Advice New Zealand) and am bound by their code of practice to carry out my role as a trusted adviser to the highest professional and ethical standards.

### **PROFESSIONAL INDEMNITY INSURANCE**

Total Wealth Limited and its advisers are covered under a Professional Indemnity (PI) Insurance policy as required by FANZ.

This insurance is underwritten by Lumley General Insurance (NZ) Ltd. As with all insurance policies there are terms, conditions and exclusions that may apply.

## **REMUNERATION AND FEES**

I may charge a fee for the financial adviser service I provide to you. Fees will be disclosed in the Letter of Engagement which will outline the specific service I will be providing to you.

Total Wealth Limited will or may receive remuneration from the following sources:

For Investments:

- Initial Advice Fee – Covering the development of your plan and implementation of your portfolio - fees range from \$250 to \$1,750 + GST.
- Ongoing Advice or Servicing Fee (this can be in the form of trail income as % of assets under management or contributions), up to maximum of 1.05%.
- One-off Advice – at an hourly rate of \$250 + GST.

For Mortgages:

- For mortgages this can be either an upfront commission of loan amount or a combination of upfront commission plus trail commission for the life of the loan. Upfront commissions range from 0.4% up to 0.85%, and trail commission ranges from 0.10% up to 0.20% p.a. This actual amount will be disclosed in the mortgage advice recommendation.

For Insurances:

- A Combination of upfront and trail commission. Upfront commissions range from 40% up to 200% of the annual premium and trail commission ranges from 5% up to 30% of the annual premium for the life of the insurance product. Actual commission will be disclosed in insurance recommendation or quotes.

## **HANDLING OF CLIENT'S INVESTMENT FUNDS**

Total Wealth does not receive client's funds into its own account nor does it operate a trust account.

## **CONFLICTS OF INTEREST**

Total Wealth does not have any preferential terms (other than those readily offered to other market participants) or production performance agreements with any particular product provider.

Total Wealth does not have any commercial relationships or contractual arrangements that present any particular conflict of interest to consumers generally which would be reasonably likely to materially influence me in providing the financial adviser service.

I am not required to place any level of business with any supplier or financial organisation. I do not have any other financial or other relationship with any other person that would be reasonably likely to influence me in giving advice, except as described above.

**DECLARATION**

I, Katrina Studholme, 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:

**KATRINA STUDHOLME**