



## KiwiSaver Advice | Disclosure Guide

Talking to someone who gets it really makes a difference.

Malcolm Knight, Financial Adviser

021 024 28000 | [malcolm@adviceknight.co.nz](mailto:malcolm@adviceknight.co.nz)

21 Empire Road, Devonport 0626, Auckland, New Zealand

FSP Number: 434146

## Our promises

- We will work to find the right provider for you.
- We will find the right type of fund for you – be it a high growth, aggressive fund or a defensive fund designed to preserve and protect your savings, we will listen your goals and only recommend funds that align with your requirements.
- There are no fees\* for you. We are paid by the KiwiSaver provider you choose and we will clearly disclose any payments prior to you making your final decision.
- We will keep it simple, remove the jargon and simply explain the options to you.
- We work for you and will assist in guiding you to a provider and fund that meets your goals and needs.
- You're in good hands and we work in your best interests. We are a member of the largest Financial Group in New Zealand (NZFSG), with over 1200 advisers across the country.

## How we work together

### 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, your goals and whether we can help you.

### 2. Understand your situation

We'll gather information from you including your goals, current KiwiSaver details, contribution rates, income etc to help us provide an informed recommendation.

### 3. Research and recommend

We'll research the funds we have access to to ensure our recommendation is the best solution for you and best suits your needs.

### 4. Assist you with your application

We will assist you with an easy online application process and ensure you get details like your Prescribed Investor Rate, contribution rate and fund selection correct.

### 5. Keep you informed and aligned with your goals

We will continue working with you in the years to come, continuously monitoring the market and funds and providers available, providing regular newsletter updates and will be in touch if we see products more suited to you. If your situation changes over time (e.g. income, employment type or goals) we recommend your contact us to make sure we keep you in the right type of fund for your situation and goals.

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

## About me and my Financial Advice Provider

I am a Financial Adviser. I give advice on behalf of a Financial Advice Provider. Here are my details:

Full Name: Malcolm Knight

Address: 21 Empire Road, Devonport 0624, Auckland

Phone: 021 024 28000

Email: malcolm@adviceknight.co.nz

FSPR Number: 434146

Name of Financial Advice Provider: Advice Knight Limited

Trading as: Advice Knight

FSPR Number: 1000165

Address: 21 Empire Road, Devonport, Auckland 0624, New Zealand

Phone: 02102428000

Email: malcolm@adviceknight.co.nz

My Financial Advice Provider is a member of NZ Financial Services Group Limited

## Licensing information

My Financial Advice Provider is authorised to provide a financial advice service under a current financial advice provider licence issued by the Financial Markets Authority in the name of: NZ Financial Services Group Limited

FSPR Number: 286965

## My Duties to You (under the Financial Markets Conduct Act)

I have duties under the Financial Markets Conduct Act 2013 relating to the way that I give advice. I am required to:

- Give priority to your interests by taking all reasonable steps to make sure that my advice is not materially influenced by my own interests.
- Exercise care, diligence, and skill in providing you with advice.
- Meet the standards of competence, knowledge and skill set out in the industry Code of Professional Conduct for Financial Advice Services (these are designed to make sure I have the expertise needed to provide you with advice).
- Meet the standards of ethical behaviour, conduct and client care set out in the Code of Professional Conduct for Financial Advice Services (these are designed to make sure I treat you as I should and give you suitable advice).

This is only a summary of the duties that I have. More information is available by contacting me, or by visiting the Financial Markets Authority website at <https://www.fma.govt.nz>

## Nature and scope of my advice

I am focusing here specifically to your KiwiSaver. I am qualified and licensed to provide Financial Advice to you in the area of KiwiSaver and my advice and recommendations will be limited to investment into a KiwiSaver scheme.

I can help you choose and enrol in a scheme that suits your preferences, goals and your unique investor and risk profile. I have an agency agreement with the following providers: Booster Asset Management, Milford Asset Management and Generate Wealth for the purposes of KiwiSaver and we are constantly reviewing the providers that we do have access to and may add further agency agreements in the future.

Once we have chosen a KiwiSaver provider that is suitable for you, I will help monitor the progress of your application.

### In addition:

I will contact you within a month to make sure your account is set up.

I will contact you annually to help you make fund adjustments if required.

### Product providers

I tailor my recommendations to you from the following 3 leading KiwiSaver providers:

- Generate Wealth
- Milford Asset
- Booster

### Fees / Expenses. How do I get paid?

I get paid by the KiwiSaver fund providers themselves with whom I provide advice on, so there is typically no direct or upfront cost to you. If any fee is charged, we will always clearly disclose this to you before you make an informed choice.

All KiwiSaver funds charge fees as a matter of course which contribute services such as ongoing fund advice and account maintenance.

Milford KiwiSaver is slightly different in how they pay their commission. We can elect an Advice Fee from between 0.20% - 0.50% from your account balance annually. While these are deducted directly from your account balance, Milford rebate 0.20% of their management fee back to your account. As such, based on the minimum 0.20% Advice Fee being charged will result in no charge to you for our advice services.

Fees are only one consideration when selecting a KiwiSaver fund and published returns tend to be on an after fee basis.

### KiwiSaver provider fees at a glance:

Provider	Fund Fees (% of fund balance)	Annual Admin Fee
Generate Wealth	0.79% - 1.31%	\$36

Booster	0.35% - 1.77%	\$36
Milford Asset	0.20% - 1.20%	\$36

Providers' fees are fund-selection dependent, sometimes performance dependent, and are detailed on each provider's Product Disclosure Statements. Providers' PDS are found on their websites, listed below.

### Full disclosure - KiwiSaver provider payment rates

Fund	Upfront Advisor Payments	Commission Paid**
Generate Wealth	Up to \$300*	up to 0.25% p.a of fund amount
Booster	none	up to 0.50% p.a of fund amount
Milford Asset	Up to \$150***	up to 0.50% p.a of fund amount

\*upfront amount depends on the size of your contributions within the first 12 months

\*\*depends on fund type selection and fund amount.

\*\*\*will be disclosed if charged, but typically Advice Knight will received nil upfront fee from Milford Asset

### Product Disclosure Statements can be found at

<https://www.generatewealth.co.nz/documents-and-forms>

<https://www.booster.co.nz/tools-info/documents/booster-kiwisaver-scheme>

<https://milfordasset.com/forms-documents>

## What else can I help you with?

I can help you with mortgages and insurances through my referral partners to make it easier for you. However I am not able to give advice on the products they offer at this stage and I have not checked to see if they can meet your specific needs. The advice that will be forthcoming here will be limited to investment in a KiwiSaver Scheme.

## Privacy policy & security

I will collect personal information about you 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 electronic platform I use to store your personal information is secure and run on Google.

## Complaints process

If you have a complaint about my financial advice or the service I gave you, you need to tell me about it. You can contact my internal complaints service by phoning, or emailing me (Subject line: Complaint - Your Name). Please set out the nature of your complaint, and the resolution you are seeking. I aim to 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 aim to 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. The name of this service and their contact details are:

Financial Services Complaints Limited (FSCL) - A Financial Ombudsman Service

Email: [complaints@fscl.org.nz](mailto:complaints@fscl.org.nz)

Phone: 0800 347 257

Website: <https://www.fscl.org.nz/>

Address: PO Box 5967 Wellington 6140