

## Secondary Disclosure Statement (Authorised Financial Adviser)

### Contact Details

Name and registration number of Authorised Financial Adviser:

Peter Ballantyne FSP 98445

Address: Level 8, 114 The Terrace, Wellington

Trading name: Stratus Financial Services Limited

Telephone number: 04 499 6500

Fax number: 04 499 1267

Email address: [peter@stratusnz.nz](mailto:peter@stratusnz.nz)

This disclosure statement was prepared on: 1 September 2018

### Services I provide financial adviser services on

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

- Financial Advice
- Investment planning service

### Financial products I provide financial adviser services on

*Types of financial products I provide financial adviser services on*

I provide financial adviser services in respect of the following types of financial products:

Insurance	Investments
Life protection Disablement Trauma Income protection Whole of life Endowment Health	KiwiSaver Superannuation Collective investment schemes (eg unit trusts)

I am only permitted to provide financial adviser services in respect of those products on the AMP Approved Products List that I have accreditation for under the terms of my AMP Practising Certificate.

I may also, on request, provide financial adviser services in relation to other financial products which you already hold or on which you seek my services. Such financial adviser services are provided independently of my relationship with AMP and are not provided as part of my role as an AMP adviser under AMP's Qualifying Financial Entity.

*Product provider's financial products I provide financial adviser services on*

In providing the financial adviser service to you I am limited in providing that service in respect of financial products provided by the following product providers:

- AMP
- AIA
- Asteron
- Fidelity Life
- Southern Cross
- Sovereign
- NIB

## Relevant Fees

### Advice and Report Preparation Fees

Stratus Financial Services Limited will charge a fee for the financial advice I provide you, which will be calculated on the following basis:

A flat fee of \$350+GST to \$2,000+GST maximum for investment advice, OR

An hourly rate of \$295+GST per hour, plus GST where the advice is more complex.

We will give you an estimate before proceeding.

Other fee structures can be set by negotiation.

I estimate the Advice Fee will amount to: \$                      **NIL**                      **+GST**

If it becomes apparent that this fee estimate is likely to be exceeded I will let you know and provide you with a further estimate.

These fees will be charged by invoicing you after the advice is provided, or will be deducted from the investments I manage for you, as agreed with you. Fees are due by the 20<sup>th</sup> of the following month, or as arranged.

### Ongoing Service and Management Fees

For the on-going service and management of your investments, there will be a fee deducted from your investments of:

WealthView: The portfolio service fee of up to 0.65% pa of funds under management is charged from the Cash Management Account at the beginning of each month. (for example, \$1,000 invested will incur an ongoing service fee of up to \$6.50 pa).

Other personal savings or investments plans: A fee of up to 0.65% pa of funds under management (for example, \$1,000 invested will incur an ongoing service fee of up to \$6.50 pa). This fee is included in the product's management fee.

KiwiSaver: A fee of 0.02% pa of funds under management (for example, \$1,000 invested in KiwiSaver will incur an ongoing service management fee of up to \$2.00 pa). This fee is included in the product's management fee.

### Relevant interests, relationships and associations

*Stratus Financial Services Limited*

My family trust is also a shareholder in Stratus Financial Services Limited and therefore may receive a share of any profits that are distributed, some of which may directly or indirectly relate to my sales of financial products and providing financial advice.

*Peter Ballantyne Insurance Limited*

I am employed, on salary, by Peter Ballantyne Insurances Limited, which has a contract for services with Stratus Financial Services Limited. Stratus has an agreement with AMP Services (NZ) Limited. This allows it to sell and engage advisers to sell financial products and services made available by AMP. I am a director and 1% shareholder in Peter Ballantyne Insurances Limited and therefore may receive a share of any profits that are distributed, some of which may directly or indirectly relate to my sales of financial products and providing financial advice. My Family Trust, Wellington Ballantyne Family Trust is a 98% shareholder of Peter Ballantyne Insurances Limited. My wife, Helen, is a 1% shareholder in Peter Ballantyne Insurances Limited and therefore may receive a share of any profits that are distributed, some of which may directly or indirectly relate to my sales of financial products and providing financial advice. I am one of four discretionary beneficiaries to this trust and therefore may receive a share of any profits that are distributed, some of which may directly or indirectly relate to my sales of financial products and providing financial advice.

Other than those disclosed above, neither I nor any associated person of mine has or will have or may have any other interest, relationship, or association that a reasonable client would find reasonably likely to materially influence me in providing the financial adviser services.

As your adviser, I (or my company) also receive 20% of the Ongoing Service and Management fees received by Stratus to cover the costs associated with providing service to clients.

**Relevant Remuneration**

Stratus may receive all or some of the following types of commission when products are sold:

- Initial commission
- Servicing commission
- Investment Product commission
- Assets Under Management commission
- Up-front commission

All commission is paid by the particular product provider. Commission on all products is paid from AMP Services (NZ) Limited to Stratus Financial Services Limited which then pays individual advisers or their company.

In addition to product commission Stratus or I may receive remuneration that consists of recognition and rewards through the AMP Achievement Programme. This programme rewards AMP Advisers and AMP Adviser Businesses based on sales volumes of investment and non-investment products. These products include all AMP products, and non-AMP products accessed through WealthView and AMP Connect. I will earn a set number of points depending on which products I sell and their value.

High performing AMP Advisers and AMP Adviser Businesses are eligible to receive as part of the AMP Achievement Programme:

- Various non-monetary rewards in recognition of high sales performance in a particular product category over one year.

I manage any conflicts of interest that may arise from the receipt or possible receipt of the above types of remuneration in the following ways:

- Stratus does not impose on me any prescribed quotas or similar arrangements that require a minimum proportion of sales be placed with a particular provider.

- I am required to follow an advice process whereby client needs and objectives are identified and product recommendations are made on the basis of those needs.
- I must disclose and explain any perceived or potential conflicts of interest to each client when completing the advice process with that client.

### **Relevant Qualifications and Experience**

I have the following qualification/s relevant to providing financial adviser services:

- Diploma in Business Studies (Investment Theory, Taxation, Property Finance) – Massey University, obtained in 2003.

I have held an AMP Practicing Certificate since 2010. This is a certificate established and maintained by AMP Services (NZ) Limited for AMP advisers who have undertaken general financial services training. I attend in-house and industry training each year to maintain a current AMP Practicing Certificate.

I ensure my competence is maintained and tested on an ongoing basis through my continuing professional development plan. My plan is developed, maintained and kept up-to-date by:

- Undertaking and evidencing a minimum of 30 continuing professional development hours per year as structures learning;
- Completing and maintaining a personal record of my development needs and progress towards meeting those needs;
- Using AMP's online learning management facility which allows me to plan and record by own development activity, show progress against my continuing professional development requirements and show whether I am behind or on target to meet those requirements;
- Regulatory training, I receive that is arranged, administered and paid for by AMP in line with legal requirements and AMP's own standards of professionalism;
- The AMP Learning and Professional Development team and managers who are alerted as to whether my training has been completed or is overdue; and
- I receive frequent and regular communications to update me on regulatory changes.

I have been contracted to Stratus Financial Services Limited since 1 October 2014 as an adviser.

### **Membership of a Professional Body**

I am a Practitioner member of the Financial Advice New Zealand and I am bound by the Code of Ethics and Professional Conduct and associated bylaws.

### **Professional Indemnity Insurance**

I am a Practitioner member of the Institute of Financial Advisers (IFA) and I am bound by the IFA Code of Ethics and Professional Conduct and associated bylaws.

Declaration

I, Peter Michael Ballantyne, 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.

A handwritten signature in blue ink that reads "Peter Ballantyne". The signature is written in a cursive style with a large, stylized 'P' and a long, sweeping underline.

Signed

Dated: 1 September 2018