

Secondary Disclosure Statement

Name of Adviser	Lynda Ann Taylor	Financial Service Provider Number	9762
Trading Names	Taylor Made Advice Ltd Trading as Taylor Made Insurance Solutions		
Physical Address	4 Eric Price Avenue Takapuna 0620		
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The services and products I provide:

I provide the following types of financial adviser services:

Financial Advice

I provide advice in the following subject areas:

- Cash and Debt management
- Risk Management
- Investment advice - KiwiSaver only

These services are in relation to the following financial products:

- Life Insurance
- Accidental death cover
- Income Protection
- Mortgage protection
- Trauma Insurance
- Health Insurance
- Business Insurance
- KiwiSaver Scheme

Product Providers

Taylor Made Advice Limited needs to have a contractual agreement with a provider in order to place business with that provider. Taylor Made Advice Limited has contractual agreements for the sale of products issued by the following providers:

- Accuro Health
- AIA Life
- Asteron Life Ltd
- Fidelity Life Assurance Co Ltd
- Booster KiwiSaver Investment
- Generate KiwiSaver (New Zealand) Limited
- Partners Life Limited
- NIB Health Limited
- Sovereign Assurance Co Ltd
- Southern Cross Medical Insurance

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

I do have preferential providers based on the benefits offered in their policies, the performance at claim time, the ability to work with their underwriting team to get a fair outcome for all parties, and the overall service provided.

Remuneration

I do not charge you a fee for my time. I offer a free service to review all your current insurances. My remuneration is derived entirely from commissions received from the Insurance Company providing the product you choose, as detailed later in this statement.

Commission paid by insurance and funds management companies are typically structured as follows:

1. **Introductory Commission** – a gross commission amount payable by a product provider for successful placement of business with them. This is generally a fixed proportion of the premium, placed with that provider.
2. **Renewal** (otherwise known as service or trail) **Commission** – a fixed percentage amount of the ongoing premium, loan or investment amount held with a product provider for ongoing management of that business.
3. **Production Bonus Commission** – a fixed percentage gross commission over-rider payable on volume of new business or commission generated through a particular product provider. Some providers pay a lump sum once per year and others incorporate this into their commission structure. As such it differs for each provider based on their standard terms.
4. **Grosvenor** pay 0.05% commission based on funds under management. These are payable a year in arrears.
5. **Generate** pay 0.025% commission based on funds under management. These funds are payable a year in arrears. Generate also pay an upfront fee which varies between \$40 and \$240 depending on the funds under management and/or the contributions of the member.

Gross commissions are paid to the business. All the expenses relating to the acquisition of business are met from these revenues, such as rent, salaries, insurances including Professional Indemnity insurance, vehicle expenses and other costs normally associated with conducting business.

Refunding of Commission

Initial and bonus commissions are advances from the product providers and need to be refunded to them depending on the individual agreement with each product provider should the product be discontinued during the first 2 years of business placement. Typically a discontinuation within 6 months will result in a total refund of commissions.

As advised in my terms of engagement, a fee may be charged if a policy is cancelled within 24 months of policy inception.

Non-cash Remuneration

In addition to these types of commissions I will receive some non-cash additional rewards. This may take the form of subsidized conference attendance and training courses, travel vouchers, sponsorship of financial seminars, seats at sports matches and events, mentoring and coaching.

I may also be eligible for bonus and deferred bonus payments dependent on quality of business from certain insurance product providers. Under this arrangement I am under no obligation to meet any product quotas or to recommend a particular product provider.

The amount of remuneration in this instance is hard to quantify and is generally based on meeting certain volumes of business. The travel incentives are offered by some of the companies – generally my business is spread amongst a number of suppliers and as such I may not receive these types of benefits. If so it would typically be under \$5,000 per annum.

Commission Table

The table below represents the commissions received from my usual providers. If I do use any of the other providers listed on page 8 of this document I will provide information about their commission structure at your request.

COMMISSIONS	Maximum Initial Commission	Maximum Production Bonus Commission	Renewal commission
NIB PO Box 6547 Wellesley Street Auckland 1141	5 – 70%	0 – 70%	0 – 17%
Asteron PO Box 894 Wellington 6140	0 – 100%	80%	5 – 30%
Accuro Health Level 5 Tourism House, 79 Boulcott St, Wellington	15 – 30%	None	8 – 15%
Fidelity Life Assurance Co Ltd P O Box 38-604 Wellington Mail Centre 5045	175% Golden Life 30%	None	10% Golden Life 30%
Sovereign Assurance Freepost Sovereign Private Bag Sovereign Auckland Central 1143	100%	0%	7.5%
Partners Life 6-10 The Strand, Takapuna 0740 Auckland	Life Products 100% Health <i>stand alone</i> 25% Health <i>bundled</i> 0%	up to 100% 0% 0%	10% 25% 25% as earned
AIA New Zealand Private Bag 300981 Albany North Shore City 0752	100%	100%	7.5%
Southern Cross Benefits Ltd Private Bag 99925 Newmarket Auckland 1149	Health 25% Critical Illness 30%	0%	14 – 15%

Other Interests and Relationships

- I do not have any commercial relationships or contractual arrangements that present any particular conflicts 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. Taylor Made Advice Limited, trading as Taylor Made Insurance Solutions may be eligible for bonus payments from certain insurance product providers. Under this arrangement, Taylor made Advice Limited is under no obligation to meet any product quota or to recommend a particular product provider.

Signed:-

