

Secondary Disclosure Statement

Name and registration number of Authorised Financial Adviser: **Jethro Hooker: FSP33383**

Address: **Level 1, 110 Mt Eden Road, Auckland**

Trading name: **Jethro Hooker & Associates Ltd, Ease NZ Ltd, Life Plan Ltd**

Telephone number: **(09) 212 9681** Email: **jethro@lifeplans.co.nz**

This disclosure statement was prepared on: **07 December 2011**

Financial Adviser Services and Financial Products: Scope of Service.

Financial Services:

I have been authorised to provide the following financial adviser services: Financial Advice

Financial Products:

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

Insurance	Whole of Life
Life Insurance	Endowment
Disablement	Investments
Trauma	Managed Fund
Income Protection	Kiwisaver
Health Insurance	Legacy & Bundled products
Mortgage protection	Redundancy cover

Product Providers

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	AMP Kiwi Saver	Tower
AIA	Sovereign	
Asteron	Southern Cross	Onepath
Dorchester	Fidelity	Partners Life
AMP Waelth Management		

Relevant Fees

If I conduct and Financial Planning, Retirement Planning or Investment Advice generally there will be a fee charged to you for our time and service provided. This fee will be discussed upfront with you before any work is carried out and is due payable to our company within seven days once work is completed for you.

If any insurance business is written from you we will not charge you an upfront fee as we get paid commission from the relevant insurance company that we have placed your business with. The commission amount ranges from 30% to 200% of the annual premium depending on the insurance company and product.

Relevant Interests, relationships and Associations

- I am the sole Director of both Jethro Hooker & Associates Ltd and Ease New Zealand Ltd and Life Plan Ltd which has agreements with the product providers listed in section 2 above. This allows it to sell and engage Advisers who sell financial products and services made available by those product providers.
- I am member of TNP which provides support services to assist my adviser practices and myself with meeting regulatory requirements, compliance and education.
- Also TNP The National Partnership (TNP) which negotiates commission rates with product manufacturers through aggregation. Through this partnership I earn maximum commission for the financial products that I sell and therefore remove any incentive to place business on a commission basis only. TNP provide support services and I have the option of paying fees for these services. I may also receive additional incentives for selling financial products which earn commission.

Relevant Remuneration

I may receive remuneration for the financial adviser services that I provide to you. Once I have analysed your situation and I am in a position to provide recommendations to you, I will provide you with further details on this

remuneration including the amount or rate of such remuneration (to the extent practicable), the name of the person to whom

the remuneration has or will be received together with details of any arrangements I have in place to manage any conflict of interest arising from such remuneration.

Production Bonus

This is a variable bonus paid to my Adviser Practice based on the volume of eligible business which has been placed with the following product providers. This bonus is an additional percentage of the initial commission paid by the product provider.

Name of Product Providers or Dealer Groups	Amount or rate paid to my Adviser Practice <i>[me/my employer/my principal]</i>
AMP Sovereign Tower Onepath Fidelity Partnerslife Asteron	This bonus can range from an additional 30% to 100% of the initial commission

Persistency Bonus

This is a variable bonus paid to my Adviser Practice based on the Practice's retention of all eligible product providers' insurance policies. This bonus is an additional percentage of the initial commission paid by the product provider.

Name of Product Providers or Dealer Groups	Amount or rate paid to my Adviser Practice <i>[me/my employer/my principal]</i>
AMP Sovereign Tower Onepath Fidelity Partnerslife Asteron	This bonus can range from an additional 1% to 30% of the initial commission paid.

Performance-based superannuation contributions

Source of remuneration	AMP
Amount or rate	Superannuation benefits under my AMP Superannuation Scheme, including leaving service, retirement, death and disablement benefits, the calculation of which are based on the commissions and fees I have received from AMP New Zealand.

Other non-cash rewards or benefits

Depending on the total volume of business I place with a particular product provider, I may receive from product providers, invitations to conferences, hosted entertainment events, corporate gifts, professional training and marketing support. Product providers may also from time to time offer sales incentive competitions, with rewards such as gifts, travel and conferences. Whether or not I will receive non-cash rewards and benefits such as those outlined above, and the value of such rewards or benefits is not known to me at this time, and I will not know whether I am entitled to such rewards or benefits until some time after I have provided the financial adviser service to you. Whether or not I receive such non-cash rewards and benefits, such as those outlined above, and the value of such rewards or benefits, is not dependent on the financial adviser service I provide to you. Instead, these rewards and benefits are based on the collective business I generate for that product provider.

Arrangements to manage any conflict of interest arising

The following arrangements assist me in avoiding or managing any conflicts of interest that may arise in respect of my provision of financial adviser services:

- As an Authorised Financial Adviser I am legally obliged to place the interests of my clients first and only recommend financial products that are suitable for you.
- I am obliged to disclose any perceived or potential conflicts of interests to you before providing you with financial adviser services.
- I do not have prescribed quotas or other such arrangements that require a minimum proportion of sales be placed with a particular product provider.

Qualifications and Experience

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

- ✓ Authorised Financial Adviser- (New Zealand)
- ✓ Bachelor of Commerce (Otago University)
- ✓ Diploma for Graduates (Otago University)

- ✓ Diploma of Financial Planning (Australia)
- ✓ Advance Diploma of Financial Planning (Australia)

I have over 12 years experience in the financial services industry.

Membership of a Professional Body or other industry association

I am a member of:

- AAA Advisers Association
- TNP

Declaration

I, Jethro Hooker 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:

Client Signature:

Date:

Jethro Hooker