

# DISCLOSURE STATEMENT

Name: Gerard Gill

In accordance with the provisions of the Securities Markets Act 1988 and the Securities Markets (Investment Advisers and Brokers) Regulations 2007 this Disclosure Statement provides you with information and answers to questions about me. It provides details about:

- the services I can provide;
- how I operate my business;
- my qualifications as an investment adviser;
- what investment products I am able to sell you;
- which financial organisations I am able to place business with; and
- how I am remunerated.

## EXPERIENCE

I have been an insurance adviser for 8 years and give advice on:

- Business and Personal Insurance
- KiwiSaver

Designer Protection Limited is a independent insurance brokerage. We have a contract with Professional Investment Services (NZ) Ltd. Professional Investment Services (NZ) Ltd is a life insurance agent, the insurance companies they hold agencies with are responsible for any life insurance advice Professional Investment Services (NZ) Ltd or its employees/sub-agents/Investment Advisers provide to you. Those life companies are:

AIG, AMP, Asteron, AXA, ING, Sovereign and Tower Health and Life

## QUALIFICATIONS

Relevant qualifications include:

Bachelor of Business Studies – Massey University 1996  
Business Insurance – Adviserlink 2001

I am currently studying towards my Certificate of Life Underwriters. Included in this study is the completion of a Graduate Diploma in Business Studies (Personal Risk Management). The Diploma will be completed in 2008.

I keep my qualifications up-to-date by attendance at industry seminars, conferences and training days.

## **HOW WE OPERATE**

When we give advice we 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 with regard to personal and business insurance.
4. Developing and presenting our written advice,
5. Overseeing the implementation of the plan, and
6. Monitoring and reviewing the plan.

## **PROFESSIONAL BODIES**

I am a member of the Institute of Financial Advisers and, as a condition of my membership I adhere to the IFA Code of Ethics and IFA Practice Standards in all facets of my practice.

## **PROFESSIONAL INDEMNITY INSURANCE**

In compliance with the Institute of Financial Advisers Code of Ethics, I have professional indemnity insurance which covers all my areas of practice as listed above.

This insurance provides protection for clients for:

- any error or omission;
- defamation;
- employee dishonesty; and
- includes full "prior acts" protection.

The minimum level of cover is in compliance with Institute of Financial Adviser's Membership By-laws.

The underwriter is AIG.

As with all insurance, this cover has limitations and is subject to certain exclusions and terms and conditions.

## **DISPUTE RESOLUTION**

Professional Investment Services (NZ) Limited has an internal dispute resolution facility. All complaints or enquiries should be addressed to The General Manager, Professional Investment Services (NZ) Limited, P O Box 8463, Symonds St, Auckland.

## DISCLOSURE OF CERTAIN CRIMINAL CONVICTIONS

### Individual

I have not, within the last five years, been:

- convicted of an offence under the Securities Markets Act 1988; the Investment Advisers (Disclosure) Act 1996 or the Securities Act 1978, or for a crime involving dishonesty;
- a director or principal officer of a body corporate that has committed an offence against the Securities Markets Act 1988, the Investment Advisers (Disclosure Act) 1996 or the Securities Act 1978 or for a crime involving dishonesty;
- adjudged bankrupt;
- prohibited by an Act or by a court from taking part in the management of a company or business;
- the subject of an adverse finding by a court in any proceeding taken against me in my professional capacity; or
- expelled from, or prohibited from being a member of, a professional body.

### FEES

Professional Investment Services (NZ) Limited initially receives commission and fee for service amounts and subsequently splits these amounts with Designer Protection Ltd.

From time to time I receive gifts from various insurance companies for the provision of insurance advice. Such gifts can potentially include consumer goods, travel and accommodation. These gifts are at the discretion of the insurance companies, and I am unable to provide further details of these gifts until such gifts are received.

### OTHER INTERESTS AND RELATIONSHIPS

I am able to place business with each of the following insurance companies:

AIG, AMP, Asteron, AXA, ING, Sovereign and Tower Health and Life

I also have relationships with AONSaver, ING AIG, AMP, Asteron, AXA, ING, Sovereign and Tower Health and Life with regard to offering KiwiSaver investments.

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.

### AREAS OF ADVICE

I provide advice in the following subject areas:

**Risk Management**                      Business and Personal protection in regard to life, disability and health protection.

**Investment Advice**                      Only in relation to KiwiSaver

I only give advice in the particular subject areas set out above.

## Products

- Shareholder Protection
- Locum Cover
- Trauma Cover
- Key Person Protection
- Debt Protection
- Income Protection
- Life Insurance
- Permanent Disablement
- Health Insurance
- Company Benefit Schemes

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