

Prosperity Systems Limited

"Protecting what matters most to you."



Scope of Service

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Who I am

Name of Company : Prosperity Systems Limited

Name of Adviser : Michael Gerard King FSP No 23521

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Details of Prosperity Systems Ltd

I own and operate Prosperity Systems Limited and am a shareholder/director in Workplace Benefits Specialists Limited. I work through these entities as a Registered Financial Adviser. I have worked on this basis, since 1997. In 2010, I attained registration as a Financial Service Provider. My FSP number is 23521.

Experience

Michael Gerard King

My previous employment experience was, firstly, as a primary teacher (1978 to 1984) and subsequently as a self-employed business owner (Theatrix Café, 1984-1987, Unicorn Catering 1987-1989), and hospitality management in the UK (The George Tavern, Chardstock, Devon and The Plough at Effingham, Surrey, 1989-1992).

I started in financial services & insurance on returning from overseas in 1992, working initially for Colonial Mutual before joining a non-aligned brokerage firm in 1994. In 1997 I established Prosperity Systems Limited and have been building the practice since. I have one employee and am the sole shareholder in PSL. Since 2011, I have elected to deal only in personal & business risk management, and do not engage in investment advice.

I specialise in the needs of small business owners and higher income white collar/management employees.

Under Workplace Benefits Specialists Limited, we provide advice around Group Insurance plans such as medical plans, and Partnership/Shareholder agreement funding.

The key focus of my advice process is to identify, clarify & accurately quantify risk, which leads naturally to simple & elegant solutions. The desired outcome is that the client knows clearly what protection is in place, why it is in place and that it is the best value for money available.

During my time as an adviser, I have worked for the following employers:

- Adviser with Geoff Kloogh & Associates Ltd (1996 – 1997)
- Adviser with Money Concepts Otago (1994 – 1996)
- Agent with Colonial Mutual Life (1992 -1994).

How I operate

When I give advice I follow the recognised six step process below:

1. Establish the client-adviser relationship;
2. Gather client data and determine client goals and expectations;
3. Analyse and evaluate the client's position, which may include financial situation, financial needs, financial goals, and tolerance for risk
4. Develop and present recommendations and/or alternatives in written advice;
5. Oversee the implementation of written advice; and
6. Monitor and review on an on-going basis.

All advice I provide to you will be in writing. The advice will be clear and concise with enough detail to allow you to make an informed decision about whether you wish to proceed with a proposed recommendation.

I provide advice in the following subject matters:

- Risk management for individuals, groups & business owners
- General advice on asset protection and estate planning
- General advice on taxation relating to insurance

How do I get paid for the services that I provide to you?

I reserve the right to charge a fee for the advice I provide, though I may elect to waive it under certain circumstances, and instead be paid by commission. The fee will be waived when all or part of any insurance recommendations I make as part of my advice are implemented and for which I am paid a commission by the product provider. However, the fee will become payable if that insurance policy is cancelled within 18 months from inception:

- Advice Fees – Either \$150 per hour up to maximum advice fee of \$1,000, exclusive of GST.
- Commissions – There are situations in which I will be paid by other organisations. How much that payment will be depends on the decisions that you make.
- Non-financial benefits from other organisations – Other organisations may give me non-financial benefits depending on the decisions that you make.

I receive initial and on-going commission (including future and contingent commission) on insurance products. This is paid by product suppliers to me following business placed with them. The commission amount varies depending on the product, the amount contributed and sometimes on the length of time that the product is intended for.

As a member of an aggregator group, MySolutions, I participate in an agreed schedule of commissions, negotiated with individual insurers. This agreement means I will receive the same level of commission regardless of which company the insurance product is sourced through. As already stated, I have no obligation to place any amount of business with any supplier, and the MySolutions aggregation arrangement means there is no advantage to me in placing business with any particular supplier.

I may also be eligible to receive certain benefits, including, but not limited to, consumer goods, travel and accommodation, and a bonus payment related to the amount of business that I place with specific providers, based on the aggregation agreements. These benefits are at the discretion of the specific providers.

Other interests and relationships

There is no contractual requirement, quota, or agreement in place for Prosperity Systems Ltd to recommend certain supplier products or services.

Professional memberships

I am a member of the Institute of Financial Advisers New Zealand (IFANZ), and as a condition of my membership I comply with the Financial Advisers Code of Ethics and Practice Standards in all facets of my practice.

I hold an annual certificate to practice issued by the PAA.

Service Level Commitment

The following are the key service commitments I make to all clients:

- Competent & robust advice that addresses the actual needs of the client
 - An open & transparent advice & reporting process
 - Informed and competent representation of the client through the claims process
 - Prompt response to any requirement by either the client or the insurance issuer
 - Regular and on-going servicing of the client's situation & the on-going appropriateness of the policy
 - Annual review
 - Regular contact by e-mail newsletter
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Your Obligations

Any advice provided as a result of this process can only be as good as the information received from you, so I ask that you provide me with the information I request. Without relevant and correct information about your personal and financial situation I run the risk of giving advice that is not appropriate to your needs. If you are unsure as to why I need certain information, please ask so that I can explain.

Privacy Act

The information I will collect from you, as a prospective client, is recognised as potentially being personally and/or commercially sensitive. It will therefore be treated as confidential, under the terms of the Privacy Act 2020

I am collecting this information for the sole purpose of preparing an analysis of your global financial picture, in order to make specific recommendations in the areas in which you require it.

The information will not be used for any other purpose or passed on to any third parties without your expressed permission.

I will keep this information on file until you have either accepted or rejected any proposal I make to you. In the event that you accept, then certain specific information will be supplied to any legitimate and authorised third parties, again only with your expressed authority. Such third parties have their own privacy policy, and they will inform you of the terms of those policies directly at that time.

Acknowledgments

Compliance or regulatory bodies may require evidence that I have explained specific requirements or obligations and provided certain information to you. Can you please acknowledge by signing below that these requirements have taken place?

Disclosure Statement

I / We acknowledge that I / we have received a Disclosure Statement from the adviser named in this document. This document was current and dated:

18/4/24

Provision of Information

I / We acknowledge the advantages of undertaking a full suitability (needs) analysis and the need to provide relevant personal and financial information and by not doing so I / we risk receiving advice or product recommendations that may not be appropriate to my / our needs.

Scope of Service

I / We understand the services being provided are restricted to the Scope of Service or subject to specific limitations indicated on page 5.

Privacy Act

I / We acknowledge I / We have read and understood the information relating to the Privacy Act 2020 and how this information may be used.

Adviser Remuneration

I / We acknowledge I / We have had the basis of the Advice Fee and Commissions explained and agree to the terms of engagement.

Authority to Other Advisers

I/ We hereby authorise our Accountants to provide information requested by Prosperity Systems and Mike King

NO

YES

Client name:

Client name:

Signature: _____

Signature: _____

Date: ____/____/____

Date: ____/____/____