



## LICENCING INFORMATION

Fit Financial provides financial advice on lending and personal insurance products. Link Financial Group 2022 Limited (FSP1004590) holds a licence issued by the Financial Markets Authority to provide financial advice. Fit Financial gives lending advice on behalf of Fit Financial Limited (FSP100637), an Authorised Body of Link Financial Group. Fit Financial gives personal insurance advice on behalf of Link Advisory Services (FSP1004651), an Authorised Body of Link Financial Group.

## CONTACT DETAILS

Link Financial Group 2022 Limited is the Financial Advice Provider.

You can contact us at: Phone: 0800 466 784  
Email: admin@lfg.co.nz  
Address: 1-1 Antares Place  
Rosedale, Auckland

## YOUR ADVISER DETAILS

I can provide financial advice on lending and personal insurance products

Name: Dan McGlinchey  
Phone: 021 246 8311  
Email: dan@fitfinancial.co.nz  
FSP: FSP1005327

## NATURE & SCOPE OF ADVICE

We provide advice about:

- Personal insurance (risk), including health insurance.
- Business Risk Insurance (Key Person, Shareholder Protection benefits, Business Overheads/Expenses)
- ACC advice.
- Mortgages and personal lending.
- Determining how much you can afford to borrow (within lenders affordability guidelines).
- Selecting an appropriate lender and mortgage structure.
- How to structure your repayments to pay off your mortgage sooner.
- Structuring and refixing your current lending.

We provide advice in relation to the following lending products:

- Mortgages
- Personal loans
- Top Ups
- Fixed rate rollovers
- Debt consolidation
- Business loans

We provide advice in relation to the following insurance products:

- Life Insurance
- Trauma Insurance
- Total and permanent disability insurance
- Income Protection insurance
- Mortgage and household expenses cover
- Health/medical insurance

## PROVIDERS

We provide advice in relation to products provided by the following companies:

### Bank Lenders

ANZ  
ASB  
Bank of China  
BNZ  
Heartland Bank  
SBS  
The Co-Operative Bank  
Westpac

### Non-Bank Lenders

AIA  
ASAP Finance  
Avanti Finance  
Basecorp Finance  
Bluestone  
Convera  
CFML Loans  
Cressida Capital  
DBR Property Finance  
Fico Finance  
General Finance  
Get Capital

Prospera  
Metro Finance  
Link Home Loans  
Liberty Finance  
First Mortgage Trust  
Funding Partner  
China Construction Bank  
ICBC  
Gold Band Finance  
Pioneer Finance  
Resimac Finance  
Southern Cross Partners  
Strata Funding  
Unity  
XE  
Zagga

### Insurers

AIA  
Fidelity Life  
Accuro Health Insurance  
nib  
Asteron Life  
Partners Life  
Chubb  
Southern Cross

## FEES AND EXPENSES

Generally, we do not charge you a fee for our services. This is because our advisers are usually remunerated by way of commission by the providers of lending or insurance products we recommend. However, there are some situations where fees may apply.

- On occasion, some provider may not pay a commission. In this situation, we may charge a fee. The fee payable will be a fair reflection of the time required to provide you with advice and obtain approval for you. For mortgages, this fee can be added to your loan amount and will be paid at the time your loan is advanced.
- Where your adviser has obtained approval from a lender or insurer who does pay commission, but you decide not to proceed with the advice, we may charge you a fee based on a fair reflection of the time required to provide you with advice and obtain approval for you.
- For lending advice, should you proceed with a loan implementation after advice from your adviser, and then repay or refinance your loan within 28 months of your loan being advanced, without giving your adviser the opportunity to assist you with a refinance, Fit Financial may charge you a fee for the time spent to get the initial loan approved and implemented.
- For insurance advice, should you proceed with a policy implementation after advice from your Insurance Link adviser, and then cancel, amend, or change your policy within two years of inception, without giving your Fit Financial adviser the opportunity to assist you with these changes, Fit Financial may charge you a fee for the time spent to provide advice and obtain approval on your behalf.

Any fees relating to advice that may apply will be discussed and agreed with you prior to obtaining loan approval. Where a fee is charged, you will be issued with an invoice. This will be payable within 14 days or as otherwise agreed to with your adviser.

## CONFLICTS OF INTEREST

Fit Financial and our advisers receive commissions from some of the lenders and insurers that we recommend. For lending, the amount of commission is based on the amount of the lending and will vary depending on the lending provider. For insurances, the amount of commission is based on the amount of premium associated with your cover and may vary depending on the insurer. Specific commissions will be advised to you when advice is provided.

From time to time, product providers may also reward us for the overall business we provide to them. They may give us tickets to sports events, hampers, or other incentives.

To ensure that our financial advisers prioritise the client's interests above their own, we follow an advice process that ensures our personalised recommendations are made on the basis of the client's goals and circumstances, as advised to us.

Fit Financial advisers complete regular training, including how to manage conflicts of interest. Each adviser has a regular compliance review of their advice process.

## DISPUTES AND COMPLAINTS

If you are not satisfied with our financial advice service you can make a complaint by emailing [info@fitfinancial.co.nz](mailto:info@fitfinancial.co.nz), or by calling 021 2468 311. You can also write to us at: 2 Hobbit Lane, Upper Hutt, Wellington 5371. When we receive a complaint, we will consider it using our internal complaints process:

- We will consider your complaint and let you know how we intend to resolve it. We may need to contact you to get further information about your complaint.
- We aim to resolve complaints within 10 working days of receiving them. If we cannot, we will contact you within that time to let you know we need more time to consider your complaint.
- We will contact you by phone or email to let you know whether we can resolve your complaint and how we propose to do so.

If we cannot resolve your complaint, or you are not satisfied with the way we propose to do so, you can contact Financial Dispute Resolution Service (FDRS). FDRS provides a free, independent dispute resolution service that may help investigate or resolve your complaint if we have not been able to resolve your complaint to your satisfaction. You can contact FDRS on 0508 337 337.

## DUTIES INFORMATION

Fit Financial, and anyone who gives financial advice on our behalf, has duties under the Financial Markets Conduct Act 2013 relating to the way that we give advice. We are required to:

- give priority to your interests by taking all reasonable steps to make sure our advice is not materially influenced by our own interests
- exercise care, diligence, and skill in providing you with advice
- meet standards of competence, knowledge and skill set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure that we have the expertise needed to provide you with advice)
- meet standards of ethical behaviour, conduct and client care set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure we treat you as we should and give you suitable advice).

This is only a summary of the duties that we have. More information is available by contacting us, or by visiting the Financial Markets Authority website at [www.fma.govt.nz](http://www.fma.govt.nz).