



your mortgage expert

personal disclosure statement

This statement tells you important things you need to know about the background and experience of the mortgage expert you are working with. We want our relationship with you to be completely open – so if there's anything else you'd like to know, please just ask.

Your mortgage expert is:

GREG SCOTT

of the
The Home Loan Shop
Corner Victoria and Mercer Streets
Wellington

You can reach me on 04-384 5700
or gregscott@homeloanshop.co.nz

About me and my background

I am a mortgage expert who specialises in arranging residential home loans for homebuyers and rental property investors.

My experience and qualifications

- I have worked as a mortgage expert since February 2000
- I have 29 years experience in the finance and banking industry
- I have a Master of Business Administration degree (MBA hons)

My professional memberships

I am an accredited member of the New Zealand Mortgage Brokers Association (NZMBA) and follow their membership rules and code of ethics and standards. You can view these rules at www.nzmba.co.nz

My insurance

To protect you I am insured in case I do something (such as fraud, negligence or misrepresentation) that causes you a loss. This covers claims up to \$1million and is with Vero Liability Insurance Ltd (through Crombie Lockwood insurance brokers, 04-3818153).

About the business I work for

I am part of a dedicated team at The Home Loan Shop. The business was set up in 2000 to provide a mortgage broking service for people wanting to buy residential property. To protect you, any mortgage expert working with the Home Loan Shop is an accredited member of the NZMBA and complies with its standards – and is also fully insured.

The lenders I work with

The Home Loan Shop has an agreement (through AlliedKiwi Ltd, 04-916 6453) that covers a wide range of lenders, so we can find a loan to suit most people. The lenders we currently work with are...

- AMP Home Loans
- ANZ National Bank Ltd
- ASB Bank Limited
- Avanti Finance
- General Finance
- Liberty Financial
- National Bank of New Zealand
- NZF Home Loans
- Public Trust
- SBS
- Southern Cross Building Society
- Southern Cross Finance
- Sovereign Home Loans
- TSB Bank
- Welcome Home Loans
- Westpac Banking Corporation

I will always work in your best interests, avoiding any conflict of interest, to try and find you the right home loan package.

How am I paid?

I am paid a commission by the lender who provides your loan.

Here are some important things you need to know about this commission...

1. The commission is not added on to what you pay to the lender in fees or interest (so it's not a hidden cost).
2. I'm not influenced by how much commission a lender may pay. I'm more interested in making sure you're happy and will come back to me (or refer your family and friends to me). And in fact most commission rates are very similar.
3. There may be a charge for my service in some situations, but I'll always discuss this with you first.

Insurance and other services

I may also receive commission from an insurance company or broker if I refer you to them and they end up providing you with insurance. Any amount I am paid is not added to your insurance premium.

I am not paid by any other services I may refer you to, such as lawyers or valuers.

What is commission?

My commission is usually a percentage of the amount your loan or insurance is worth. At times I may receive other types of benefits, including non-money benefits.

Commissions may be paid at the beginning when you first take out your loan or insurance, or over a period of time, or both.

What if you repay your loan?

If your loan is repaid in full, or refinanced with another bank, within the first year, I usually have to pay back all or some of my commission (so I don't get paid for my work). Some brokers pass this cost on to you, but I don't. Instead I work harder to make sure you're happy with the loan you get – and if you're not I will try and sort things out for you, so please get in touch.

It doesn't matter how I am paid, or how much I get, it will not influence my service and the recommendations I make. This is one of the conditions I agree to when I join the NZMBA.

About the NZMBA

The New Zealand Mortgage Brokers Association (NZMBA) is a self-regulating body set up to ensure high standards and to protect lenders and clients. They have a formal complaints process you can use if you are unhappy about my service, although if this happens I hope that you will talk with me first (or someone else in my company) so we can resolve things.

You can contact the NZMBA by writing to them at Private Bag 303-353, North Harbour, Auckland or visit www.nzmba.co.nz

Your privacy

I will treat your personal information as confidential and only use it to provide you with service (as set out in your application form). Your personal information is protected by the Privacy Act 1993. You have the right to view any information I hold about you – and to ask for it to be corrected.

Professional advice

Buying a home is a big step. I may talk about legal, financial and insurance matters with you, but this can't replace independent advice from qualified specialist advisors. I strongly recommend you talk with a lawyer, accountant or qualified financial advisor, and get specialist help to review your risks and insurance needs before you buy property.

My personal disclosure

I have never

- had a successful professional indemnity insurance claim against me for fraud, negligence or misrepresentation
- been convicted of any offence or dishonesty under New Zealand law (or been the director of a convicted company)
- been bankrupt, or prevented by law from managing a company

There are no proceedings being taken against me (or any company I am a director of) by the NZMBA.

Your mortgage expert

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