

Artie Ward

From: Maxwell Insurance <maxwellauckland@gmail.com>
Sent: Monday, 6 June 2022 10:36 AM
To: Harshad Phadnis
Subject: Life insurance quotes for Mrs / Mr Phadnis
Attachments: Fidelity-Life-illustration-Mr-Harshad Sham Phadnis, Mrs Anjali Phadnis, Mr Aspi Harshad Phadnis (1).pdf

Dear Harshad,
Thanks for your time over the phone this morning .

Implementation

Reasons for variation to advice

After discussions - Clients have finally advised that they will need for him and wife
Life cover \$900,000 each (No expiry)
Perm Disability \$100,000 each (100 years expiry)
Trauma cover - \$200,000 each (70 years expiry)
Survivors income \$2000 / per month for 2 years for both (No expiry)
Child - trauma cover \$10,000 (70 years expiry)
Monthly Mortgage payment-\$5000 / per month (65 years expiry)
waiting period before you get \$\$ is 13 week period
benefit period 2 years

Based on the research and fact find , advice proposals presented to client Harshad in writing.

Reasons for cover - The above cover is proposed on the basis of clients needs and fact find .

Disclosures

Fees payable by the client: Nil

Remuneration:

Maxwell Financial Services Limited receives commission if you take out an insurance policy with the recommended provider(s) as follows:

| Product Provider | Maximum initial commission as a % of annual premium including any bonuses | Maximum Renewal or trail income (ongoing after year 1): |
|---|---|---|
| Health Service Welfare Society Ltd (trading as Accuro Health Insurance) | 30% | 30% |
| Cigna Life Insurance New Zealand Limited | 190% | 7.5% |
| Fidelity Life Assurance Company Limited | 240% | 10% |
| NIB NZ Limited | 140% | 10% |

| Product Provider | Maximum initial commission as a % of annual premium including any bonuses | Maximum Renewal or trail income (ongoing after year 1): |
|-----------------------|---|---|
| Partners Life Limited | 180% | 10% |

Arrangements to manage conflicts of interest in relation to the remuneration:

These commissions paid by the product provider are the industry standard terms – we do not receive any preferential terms over and above any other adviser in the market.

We will be in touch to implement as per our discussion by 11.30am today

In the meantime, please let me know if you have any questions or concerns regarding the above or if any of the information is incorrect.

Thank you for your time and I look forward to hearing from you again soon.

Kind Regards

Raja (alias (Roger) Venkatesh - Financial Adviser (FSP 539026)

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