

**INVESTMENT & INSURANCE ADVISER
DISCLOSURE STATEMENT**

Prepared on 01/03/2009

Name: Lalit Bajaj T/A GreenLine Financial Solutions Ltd

Address: 11, Rangitata Pl, Lynfield, Auckland

Phone: 09 6272833

Mobile: 021882396

Fax: 09 6272833

Email: greenlinefs@gmail.com

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 a financial 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 worked in the Insurance and Investment Industry since 1999. My previous occupation was as a Manager for Corporate Finance for two years where I provided advice to medium and large companies on raising funds for projects and financial structuring. I worked in the back-office operations with a large insurance company in New Zealand after arriving here in 2001. I have been a financial adviser since 2004 and a trainer of advisors for last two years. I am qualified to sell Life, Trauma, Income Protection, Disability, Mortgage Protection, Medical, Whole of Life, Endowment, and Investments in Managed Funds. I can also arrange home loans from leading banks and financial institutions and provide you advice on structuring of your loan.

QUALIFICATIONS

I have a bachelor's degree in Economics from Delhi University and an MBA with specialisation in Finance and Investments from Griffith University (Australia). In year 2008, I also finished the Graduate Diploma in Financial Planning from Massey University, Auckland. I keep my product knowledge up to date by attending all seminars, meetings, and all possible courses relating specifically to the products I sell and other related products.

HOW I OPERATE

When I give advice I follow a 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, cash and debt management, Personal and business insurance, retirement planning,
4. Developing and presenting my advice,
5. Overseeing the implementation of the plan, and
6. Monitoring and reviewing the plan.

This process enables me to fully assess your financial situation and subsequent meetings are arranged to complete this process.

PROFESSIONAL BODIES

I am a member of the Professional Advisers Association (PAA). As a condition of my Membership I adhere to the PAA Code of Ethics and standards in all facets of my practice.

PROFESSIONAL INDEMNITY INSURANCE

In compliance with the Professional Advisors Association (PAA) Code of Ethics, I have professional indemnity insurance which covers all my areas of practice as listed above.

The minimum level of cover is in compliance with the PAA Membership By-laws. The underwriter is AIG Insurance. As with all insurance, this cover has limitations and is subject to certain exclusions and terms and conditions.

DISPUTE RESOLUTION

In the first instance you can direct any complaints to the product supplier company involved, as each of them has an internal complaints handling process.

Alternatively, you can contact the Insurance and Savings Ombudsman on free phone: 0800 888 202; or the PAA. at admin@paa.co.nz

DISCLOSURE OF NO CRIMINAL CONVICTIONS

I have never 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.

OTHER INTERESTS AND RELATIONSHIPS

My practice is a member of **Newpark Group**, which is an association of independent professional financial advisers who have chosen to form a business relationship with all leading risk-product providers. The relationship is independent of any contractual obligation to any of the providers.

My membership of **Newpark** provides me with advantages such as advance product training, professional development, participation in peer group forums and industry information. These advantages allow me to better serve my clients and their unique needs.

AREAS OF ADVICE

I provide advice in Personal and Business Risk Insurances. The products include Life insurance; Trauma; Income Protection; Disability; Mortgage Protection; Health Insurance; Managed funds by leading investment managers. I can also help you to get home loans and provide you guidance and advice on repaying your loan quicker.

Basis of Fees

My professional fees for advice, research, placement and monitoring vary according to the precise nature of our engagement and may be based on:

- A fee charged by myself to you, or
- A commission paid to me by the product suppliers following business placed with them, or
- Fee and commission.

The proposed basis of my charges and the details of specific charges will be provided to you at the time of entering into an agreement and after I am more fully aware of the nature and scope of our engagement.

Research, Advice, Due Diligence

I follow a due diligence and research process recognised by my peers which provides the basis for my recommendations and for my specific product recommendations.

Payment of Investment Money

I do not handle client funds; therefore I do not operate a trust account. All my clients' cheques, payments and direct debit authorities are made payable direct to the various fund managers or their nominated trustees. Similarly any withdrawals are made direct to my clients from the relevant fund managers.

Money Records

As payment of your funds is by credit card or cheque direct to the fund manager or trustee, I do not need to keep a record of the transaction. Nevertheless, I do keep a temporary written note on file until such time as the fund manager or trustee has acknowledged receipt of the investment monies direct to you. Should you have the need to trace any cheques that were sent through my practice, you will be allowed access to my temporary record, free of charge.

COMMISSION REMUNERATION

The commission I am paid for Risk business is initial commission, bonuses and renewal commission based on the volume of new business placed with each Insurance company. The commission varies from company to company. From time to time I receive benefits from the companies I recommend in the form of entertainment (e.g. occasional tickets to rugby matches, concerts, golf days, etc) or subsidised professional development (e.g. discounted cost for conference attendance, fee for subsidised training courses). The insurance companies I represent all provide incentive trips overseas based on the volume of business completed with them in a nominated period.

Please keep this document with your Insurance documents and records.

Thank you for your continuing support and business

Lalit Bajaj

INVESTMENT AND INSURANCE ADVISOR DISCLOSURE DOCUMENT

Prepared 1st March 2009

Lalit Bajaj trading as GreenLine Financial Solutions Ltd

Address: 11, Rangitata Pl, Lynfield, Auckland

Phone: 09 6272833 **Mobile:** 021 882 396

Fax: 09 6272833 **Email:** greenlinefs@gmail.com

I/We acknowledge receipt of this disclosure document

Client:

Client:

Adviser:

Date:

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