

Class Advice Agreement

Chris Lee & Partners (CLP) provides *Class Advice (Financial Advice)* to clients for an annual fee of \$595 plus GST. (Brokerage may occur on transactions). To receive *Class advice*, please read, sign, and return this agreement to us.

Financial advice is defined as 'A person gives financial advice if they make a recommendation or give an opinion in relation to acquiring or disposing of (including refraining from acquiring or disposing of) a financial product.'

You are required to define an Investment Policy setting (ONE only)

Selection	Investment Policy	Fixed Interest	Property Shares	Shares (non-property)	Maximum Single Holding %
<input type="checkbox"/>	Capital Preservation	100%	0%	0%	7%
<input type="checkbox"/>	Conservative	70%	5%	25%	7%
<input type="checkbox"/>	Balanced	55%	10%	35%	7%
<input type="checkbox"/>	Growth	30%	15%	55%	10%
<input type="checkbox"/>	Aggressive	5%	15%	80%	10%
<input type="checkbox"/>	Client Defined	%	%	%	%

Your portfolio report from us will compare actual investments against the defined investment policy setting above. We recommend that you review your investments regularly. We are happy to assist, when asked. We encourage you to read our website articles and quarterly newsletters as part of your review process.

We will provide the following services for our Class advised clients:

- Offer you financial advice and opinion on investments consistent with your investment policy (above)
- Free client appointment when we are in your area
- Personalised quarterly reports and quarterly confidential newsletters
- Regular investor updates and result summaries on most of the companies we recommend
- Access to your portfolio and articles on our Private Client Webpage
- Portfolio monitoring, including up to date pricing, displayed on your own individual webpage
- Administrative assistance (processing of investments, assistance with registries, off-market transfers etc)
- Access to new investment opportunities
- Buying and selling of all NZX & ASX listed securities (shares, bonds, notes, preference shares etc)
- Share our gathered research and information with you

Our *Class Advice* allows a financial adviser to provide *financial advice* without the requirement of a full suitability analysis. We are obliged to highlight the limitations of our *Class Advice* service, specifically that requirements of Code Standards relating to suitability analysis and basis of service will not be applied. This means CLP will never provide Personalised Advice to a client who chooses our Class Advice and thus the Financial Advice will not factor in their personal financial situation and goals, or be based on personal financial knowledge that we may hold.

I acknowledge the paragraph above and instruct CLP, to provide me with *Class Advice*. I acknowledge that if I do not pay a service fee, when due, that my service level will be recognised as a Broker Service (no financial advice) from that point.

Please note that *Personalised Advice* is available to clients, following suitability analysis and payment of an annual fee (currently \$1,500 plus GST). The Code of Professional Conduct is available on www.fma.govt.nz.

I understand that all investment involves the risk of loss and that there is a relationship between risk and reward. I confirm that I have received, and understand, your disclosure statements. I understand the scope of services on offer.

**Please arrange payment of \$684.25 to Chris Lee & Partners (ANZ 01-0731-0182987-00)
(A receipt will be forwarded upon receipt of payment. This fee may be tax deductible)**

Name of Client/s: _____

Address: _____

Date: _____

Signed: _____

Other Risks that should be considered and can be covered with Financial Advisers:

Fixed Interest

Default Risks of borrowers (deposits and bonds);
Terms and conditions when lending (senior, subordinated, convertible, definitions of default etc);
Range of maturities (diversity across time);
Liquidity (ability to sell mid-term);
Return offered based on the risks above.

Property

Diversity across investment entities;
Diversity across sectors (commercial, industrial, retail, residential);
Liquidity (ease of exit).

Shares

Specific entity or diverse fund;
Exchange listed, or unlisted investment;
Income or growth focus;
Diversity across various sectors;
Essential service, dominant business or new and yet to prove long term success;
Liquidity (ease of exit); and
Diversity across geographic regions (NZ will remain the initial preference).