



### Secondary Disclosure Statement (Financial Adviser)

Name of financial adviser: Dean Young  
Address: 1 Nile Rd, Milford, Auckland 0620  
Trading name: Brave Day Limited  
Telephone number: (09) 480 6113  
Email address: [dean@braveday.co.nz](mailto:dean@braveday.co.nz)  
Registration number: FSP27665

This disclosure statement was last updated on 1 July 2015.

#### My Experience and Qualifications

Brave Day Limited was formed in September 2000 (originally as Young Financial Solutions Limited, and rebranded to Brave Day Limited in March 2008) as a specialist insurance advice firm and offers a range of risk management solutions to business owners and private clients.

I have been a financial adviser since 1999 and give advice on Risk Management.

#### Experience

- Brave Day Limited, Principal. March 2003 – present
- Gary Whetton & Associates 2000 – 2003 – Associate
- AMP 1999 – 2000 – Employee Adviser

Prior to becoming an insurance adviser I had 10 years experience in the banking sector as both a Corporate Dealer and Money Market Trader with both HSBC and BNZ.

#### Qualifications

I am a Registered Financial Adviser (RFA) and I completed the National Certificate in Financial Services (Financial Advice) (Level 5) in 2011.

I keep my qualifications up-to-date through continuing education (consisting of seminars, technical briefings, product accreditation and conference workshops) for a minimum of twenty hours per year and six hours of continuing professional development every two years. This includes keeping up-to-date with changes to relevant consumer laws such as the Fair Trading Act 1986.

#### Awards

- Professional Advisers Association New Zealand Adviser of the Year (2013)
- Westpac Auckland North Business Awards (2013):
  - Employer of Choice
  - Small Business of the Year

#### How I Operate

When I give advice I follow the internationally recognised six-step process:

1. Establishing the client-adviser relationship,
2. Gathering client data and determining the client's goals and expectations,
3. Analysing and evaluating the client's personal and business insurance,
4. Developing and presenting our written advice,
5. Overseeing the implementation of the plan, and
6. Monitoring and reviewing the plan.

This can require a series of meetings with a prospective client before our advice is finalised. It also means I maintain a close ongoing relationship with clients, regularly reviewing progress and working with them over time to ensure their goals can be met.

The services I provide will depend on your needs. They may include any or all of those detailed in this Disclosure Statement.

My advice will take account of your personal objectives, financial situation and needs. It will be clear and concise, with enough detail for you to make an informed decision about whether to act on it.

*Your Insurance Planning Experts*

### **Services and Products I Provide**

I provide the following types of financial adviser services:

- Financial advice for category 2 products

I provide advice in the following subject areas:

- Risk Management

The financial adviser services I provide are in relation to the following financial products:

- Personal and business risk (insurance) management

When I do this, I will be able to give you advice about financial products provided by a broad range of organisations (more than 5 organisations). I only give advice in the particular subject areas set out above.

### **How do I get paid for the services that I provide to you?**

Product providers will pay me commission as a result of you acquiring their products. The amount I will be paid will vary depending on the product and the provider.

### **Fees payable by you**

I do not charge a fee for the advice I provide you.

### **Remuneration**

In addition to receiving initial commission from insurance providers I will also receive trail commission (ongoing for the duration of the policy) equal to a percentage of, for example, your annual premium.

Additionally, from time to time I receive gifts from insurance product suppliers. Such gifts can potentially include consumer goods, travel and accommodation. These gifts are at the discretion of product suppliers and I am unable to provide details of these gifts until such gifts are received.

### **Other Interests and Relationships**

I do not have any preferential terms (other than those readily offered to other market participants) or production performance agreements with any particular product provider. I do not have any commercial relations or contractual arrangements that present any particular conflicts of interest to consumers generally, which would be reasonably likely to materially influence me in providing the financial adviser service.

As an adviser, I hold a number of formal agency relationships with insurance product providers. These relationships are reviewed on a regular basis using a number of different criteria listed, but not restricted to:

- Claims experience
- Underwriting terms
- Financial backing and credit rating
- Relative market position
- Premium rates
- Product features and benefits

I have relationships with Accuro, AIA, Asteron, AMP, Fidelity Life, nib, OnePath, Partners Life, Sovereign, and Southern Cross. I am not required to place any level of business with any supplier or financial organisation.

I do not have any other financial or other relationship with any other person that would be reasonably likely to influence me in giving advice, except as described above.

### **Professional Bodies**

I am a member of the Professional Advisers Association (PAA) and, as a condition of my membership I adhere to the PAA Code of Ethics and PAA Practice Standards in all facets of my practice.

### **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 been prohibited from being a member of a professional body.

### **What are my obligations?**

As a registered financial adviser I have obligations under the Financial Advisers Act 2008 (including regulations made under that Act) and under general law.

### **If you need to know more, where can you get more information?**

If you have a question about anything in this disclosure statement or you would like to know anything more about me, please ask me.

If you have a question about financial advisers generally, you can contact the Financial Markets Authority (FMA).