



# Commission Schedule

September 2020



Lending

Product	Up-Front Commission	Trail Commission
Residential Lending <i>(excluding Flexi)</i>	0.85%	N/A
Flexi	0.85% <i>(Commission will be paid on 50% of the limit, except for where lending is for construction/build purposes which will be paid at 100%).</i>	N/A
ReFix	\$150.00**	N/A
Specialist Lending Products	0.50% <i>(up to \$2.0m)*</i>	N/A

Notes

ANZ has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

\*Specialist Lending Products commission rates are based on non-residential security, where residential security meets ANZ's criteria residential commission rates apply.

\*\*Per transaction – one payment of \$150.00 will be made based on full activity, not per loan and only one payment will be granted within any 6 month cycle.



# Commission Schedule

February  
2018



Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <i>(excluding Revolving Credit)</i>	0.85%	N/A
Revolving Credit <i>or Tiered (based on 70% of limit)</i>	0.85%	N/A
ReFix	\$150.00	N/A

## Notes

ASB has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly. ASB may pay commission on business loans. This needs to be negotiated case by case.



# Commission Schedule

August  
2020



Lending

## AVANTI | FINANCE

Product	Up-Front Commission	Trail Commission
Specialist Lending <i>(Long Term 1<sup>st</sup> Mortgage)</i>	0.80%	N/A
Near Prime <i>(Long Term 1<sup>st</sup> Mortgage)</i>	0.80%	N/A

### Notes

Avanti has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

Adviser can charge fee up to 1% of the loan (or for smaller 1st mortgages a maximum fee of \$3,000) which is capitalised onto the loan and paid to the Adviser.



# Commission Schedule June 2020



Lending



basecorp finance

Product	Up-Front Commission	Trail Commission
Residential Lending	1% Adviser Fee <small>(Negotiable)</small>	N/A

## Notes

Basecorp has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

Adviser can charge fee up to 1% of the loan, which is fully disclosed to the borrow.



# Commission Schedule

June  
2019



Lending



Product	Up-Front Commission	Trail Commission
Residential Lending	0.60%	0.15%

## Notes

Bluestone has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

August  
2020



Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <i>(excluding Mortgage One)</i>	0.55%	0.15%

## Notes

For offset (TotalMoney) home loans, upfront commission is subject to a 10 business day suspension period, and will be calculated on the Drawn Limit net of any offset credit funds and paid 10 business days after the loan is drawn

BNZ has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

February  
2018



Lending

## The Cooperative Bank

Product	Up-Front Commission	Trail Commission
Personal Loans	3.0%	N/A
Home Loans	0.70% <i>(maximum \$14k)</i>	N/A
ReFix	\$150.00	N/A

### Notes

The Co-operative Bank has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

All Advisers can write personal loans and refer existing The Co-operative Bank clients for Home Loans.



# Commission Schedule

February  
2018



Lending



Product	Up-Front Commission	Trail Commission
Residential lending <i>up to 75% LVR</i>	1% Adviser fee	N/A
Commercial lending <i>up to 70% LVR</i>	1% Adviser fee	N/A

## Notes

Cressida Capital has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.





# Commission Schedule

February  
2018



Lending



Product	Up-Front Commission	Trail Commission
Residential lending	1% Adviser fee <i>(Negotiable)</i>	N/A

## Notes

DBR has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

June 2020



Lending

Product	Up-Front Commission	Trail Commission
Residential lending	1% Adviser fee <i>(Negotiable)</i>	N/A

## Notes

Funding Partners has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

Adviser can charge fee up to 1% of the loan, which is fully disclosed to the borrow.



# Commission Schedule

October  
2020



Lending



Product	Up-Front Commission	Trail Commission
Reverse Mortgages (Referral Fee)	\$500.00	N/A

## Notes

Heartland Bank has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

November  
2018



Lending



Product	Up-Front Commission	Trail Commission
Star <i>(AAA)</i>	0.60%	0.15%
Star & Nova <i>(non AAA)</i>	0.80%	0.15%
Private	0.70%	N/A

## Notes

Liberty has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

June  
2020



Lending

Product	Up-Front Commission	Trail Commission
Personal Loans	3.5%	N/A
Home Loans	0.50%	N/A

## Notes

NZCU Baywide has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

June  
2020



Lending

Product	Up-Front Commission	Trail Commission
Prime Home Lending	0.60%	0.15%
Non Conforming Home Lending	0.75%	0.15%

## Notes

Pepper Money has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

June  
2020



Lending

Product	Up-Front Commission	Trail Commission
Commercial lending	3% New Customer	N/A
	1.5% Repeat Customer	N/A

## Notes

Prospa has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

February  
2018



Lending



Product	Up-Front Commission	Trail Commission
Residential Lending – Prime	0.60%	0.15%
Residential Lending – Specialist	0.80%	0.15%

## Notes

Resimac has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.





# Commission Schedule

November 2018



Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <i>(&lt;85%)</i>	0.80%	N/A
Residential Lending <i>(&gt;85%)</i>	0.75%	N/A
Flexi <i>(75% of limit) excluding for the purpose of residential construction</i>	0.80%	N/A
Welcome Home Loans	0.80%	N/A
Refix	\$150.00	N/A
Advance <i>(reverse mortgage)</i>	0.60% <i>(maximum of \$1500)</i>	N/A
Commercial Lending <i>(of any documented application fee)</i>	50%	N/A

## Notes

Commissions will be capped to \$15,000.00 per home loan application (excluding the Advance product).

SBS has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule June 2019



Lending



Product	Up-Front Commission	Trail Commission
Residential Lending	0.60%	0.15%

## Notes

Select has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

February 2018



Lending

## SOVEREIGN

Product	Up-Front Commission	Trail Commission
Residential Lending <i>(including Revolving Credit)</i>	0.60%	0.20%
Residential Lending – Specialist	0.85%	N/A

### Notes

Sovereign has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

July 2018



## Lending

Product	Up-Front Commission	Trail Commission
Residential Lending <i>(excluding Revolving Credit)</i>	0.60%	0.20%
Revolving Credit <i>(based on 100% of the credit limit)</i>	0.60%	0.20%
Welcome Home Loan	0.60%	0.20%
Commercial Lending <i>(term lending secured by commercial security)</i> <i>*only payable where applicant's business turnover is \$2 million or less</i>	0.50%	N/A

### Notes

Westpac has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

Trail commission starts after:

- New lending – 12 months
- Existing lending – 24 months

Based on the loan balance at the end of the proceeding calendar month.

Commission on business/ commercial applications where business turnover is greater than \$2 million will be considered on a case by case basis.

These applications should be discussed up front with the Commercial Manager or your Business BDM.

\*No commission will be paid on unsecured lending, business overdraft, business revolving credit facilities or any property finance or agribusiness applications.



# Commission Schedule

## Clawbacks

### ANZ

Months	0-9	10-18	19-27
CB%	100%	66.0%	33.0%

### ASB

Months	0-6	7-12	13-18	19-27
CB%	100%	75.0%	50.0%	25.0%

### AVANTI FINANCE (Specialist)

Months	0-6	7-12
CB%	100%	50.0%

### AVANTI FINANCE (Near Prime)

Months	0-12	12-24
CB%	100%	50.0%

### Basecorp

Months	N/A
CB%	N/A

### Bluestone

Months	0-6	7-12	13-18	19-24
CB%	100%	75.0%	50.0%	25.0%

### BNZ

Months	0-14	15-28
CB%	100%	50.0%

## Notes

Please be aware these are standard clawback rates and are subject to change without notice.



# Commission Schedule

## Clawbacks

### The Co-operative Bank

#### Mortgage lending

Months	0-2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
CB%	100%	97%	94%	91%	88%	85%	82%	79%	76%	73%	70%	67%	64%	61%	58%	55%	52%	49%	46%	43%	40%	37%	34%	31%	28%	25%

#### Non-mortgage lending

Months	0-3	4-6	7-12	13-18
CB%	100%	75%	50%	25%

#### DBR

Months	N/A
CB%	N/A

### Notes

Please be aware these are standard clawback rates and are subject to change without notice.



# Commission Schedule

## Clawbacks

### Funding Partners

Months	N/A
CB%	N/A

### NZCU Baywide

Months	0-12
CB%	100%

### Prospa

Months	N/A
CB%	N/A

### Heartland Bank

Months	N/A
CB%	N/A

### Pepper

#### Prime Home lending

Months	0-12	13-18
CB%	100%	50%

### RESIMAC

#### Residential lending-prime

Months	0-12	13-27
CB%	100%	50%

### Liberty

Months	0-6	7-12	13-18	19-24
CB%	100%	75.0%	50.0%	25.0%

#### Non Conforming Home lending

Months	0-6	7-12
CB%	100%	50%

#### Residential lending specialist

Months	0-12	13-18
CB%	100%	50%

## Notes

Please be aware these are standard clawback rates and are subject to change without notice.



# Commission Schedule

## Clawbacks

### SBS Bank

Months	0-6	7-12	13-18
CB%	100%	50.0%	25.0%

### Select

Months	0-6	7-12	13-18	19-24
CB%	100%	75.0%	50.0%	25.0%

### Sovereign

Months	1-12
CB%	100.0%

### Westpac

Months	0-15	16-26
CB%	100%	50.0%

## Notes

Please be aware these are standard clawback rates and are subject to change without notice.