



GET IN SHAPE

WEBINAR SERIES

GET in SHAPE

Are we there yet?

Adapting to the new regime

Karty Mayne, Rosewill Consulting

Steve Burgess, Compliance Refinery

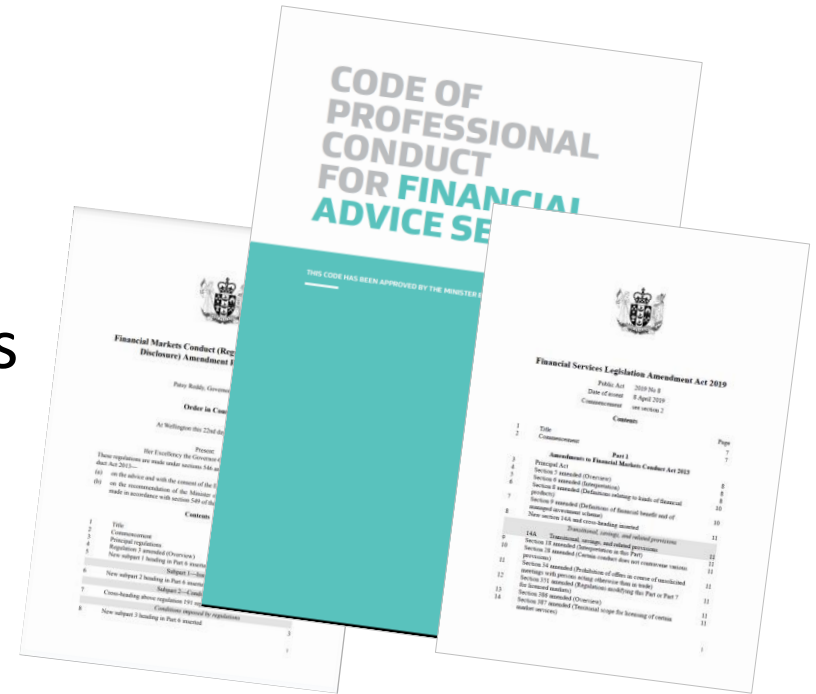
David Greenslade, Strategi

Mark Banicevich, Partners Life

1 April 2021

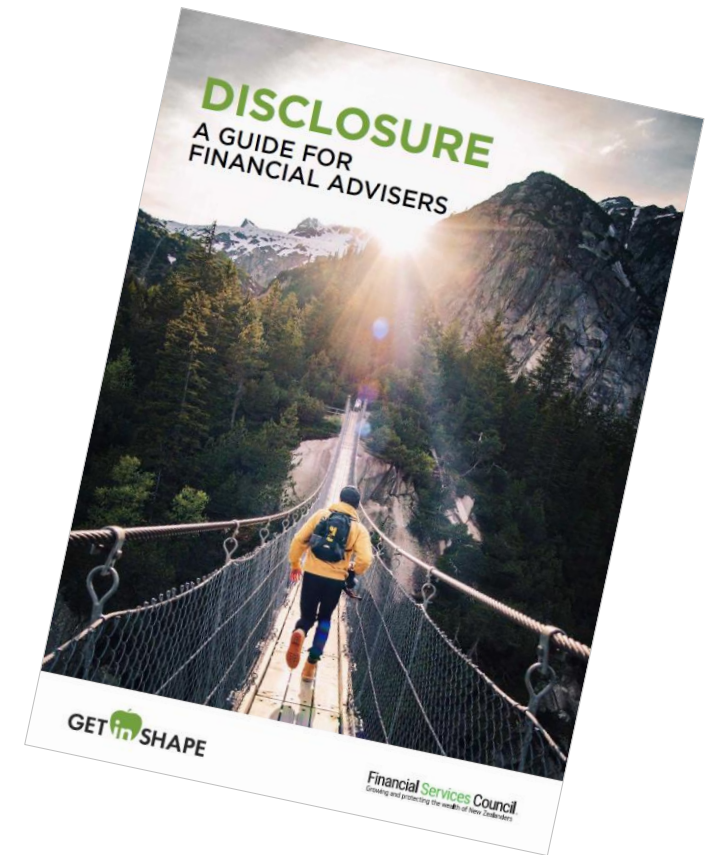
What we will discuss

- New Disclosure – areas to check
- The Advice process – raising the bar
- Full licensing – how to prepare your business
- Clarity about industry and the law



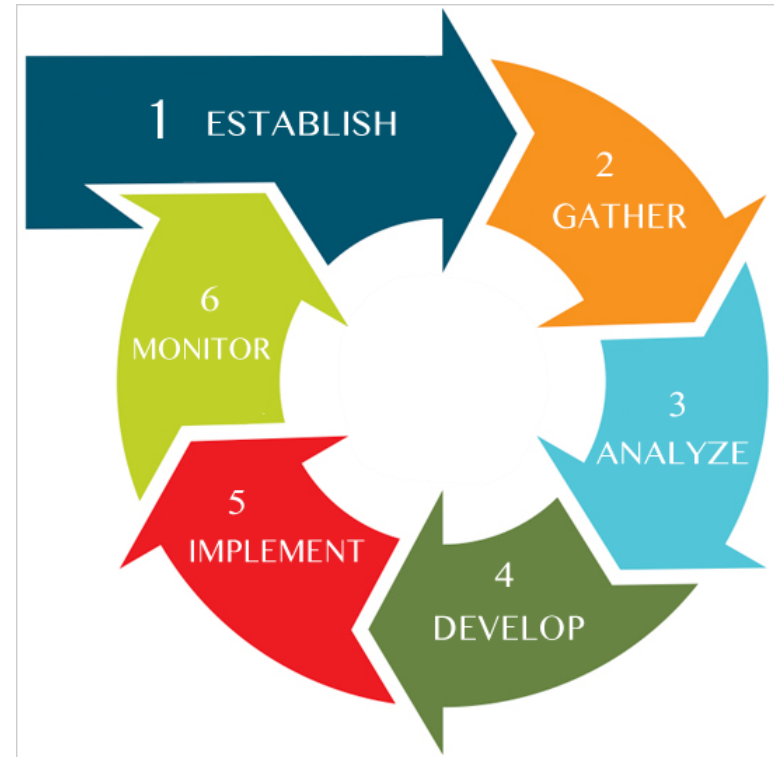
New Disclosure – areas to check

- Publicly available disclosure - **prominent**
- Advertising – what should you add?
- What does good disclosure look like?
- Examples we are seeing



The Advice process – raising the bar

- Apply the six-step advice process
- What are your key advice documents
- Start with updated advice templates
- Record-keeping suggestions
- Give constructive feedback



Full licensing – how to prepare

- Review the Full Licence Guide
- Unpick the requirements and obligations
 - What does it mean to run a licensed business?
 - Implement your new policies
 - Develop in house checks
- Technology providers and sole trader FAPs

Clarity about industry and law

- Am I an AML reporting entity?
- Too many voices telling me how
- Industry structure
 - Personal risk and mortgages
 - KiwiSaver advice



Summary

- Use available resources and read them carefully
- Many answers are covered in the Level 5 Certificate
- Running a licensed business is more than giving advice
- Find a trusted source and stick with it

Next steps

- Seek advice from a reputable compliance adviser
- Read good resources thoroughly
 - <http://advice.fsc.org.nz/>
- Register for the monthly FSC Get in Shape webinars
- Consider a business mentor or advisory board