

Life & Investment Record of Advice

Client name: _____

Financial Advisor:

Date of advice: _____

In terms of the Financial Advisory and Intermediary Services Act we are required to maintain a Record of Advice. This document is intended as a summary and confirmation of the advisory process that you recently undertook with your advisor. If you have any questions in respect of the content please contact your advisor. You are entitled to a copy of this document for your own records.

Section A: Summary of information used	
1. Summary of discussion with Client (When and why contacted by client, where and when met):	
2. Client Objectives:	
3. Financial Situation:	
3.1 Client does not want to reveal this information.	Monthly Net Income: ± R
	Monthly Expenses: ± R
3.2 Risk analysis	
Client does not want to do risk analysis.	
4. Job Description:	
5. Current Product Experience:	
Client has unit trust investments. Refer to risk analyser previously completed for the client.	

Life & Investment Record of Advice

Section B: Needs/Goals Identified					
Need	Needs Qualified	Order of Priority (1,2,3...)	Need to be addressed (y/n/partially/later)	Risk Profile	Review Date if need is to be addressed later
Life	R		N/A	N/A	
Disability	R		N/A	N/A	
Trauma	R		N/A	N/A	
Savings	R		Later	Later	01/02/2023
Investment *	R			N/A	
Pre-Retirement Savings	R		Later	Later	01/02/2023
Post Retirement Income	R		Later	Later	01/02/2023
Other (eg Will)			Later	Later	01/02/2023

Section C: Products Considered
<i>(List those products on which quotes/fund fact sheets have been obtained)</i>
Life wrapper products through International Assurance and various funds in the platform namely Stable Offshore, Equities Offshore, Moriah global, Currency Offshore and Trading Offshore .

Section D: Initial Recommendation / Advice & Motivation	
<i>(Ensure all needs identified in Section B are addressed)</i>	
Product/Funds Recommended	Motivation (eg charges, affordability, preferred provider, track record etc)

Section E: Important Information Highlighted to Client
<i>(eg risks, tax implications, liquidity, legislative restrictions, exclusions, consequences of replacement etc)</i>

Life & Investment Record of Advice

Section F: Financial Adviser's Declaration:
The client has elected not to accept the following product recommendations;
N/A
For the Following Reasons:
N/A
The consequences thereof have been clearly explained to the client.

I: Declaration by Client
<i>(it is of utmost importance that you read this section carefully and understand it fully.)</i>
I confirm that a Contact Stage Disclosure letter, setting out the Financial Adviser's particulars, has been made available to me.
I understand that the objective of a Needs Analysis process is to provide me with an analysis of my financial needs, goals, and situation and to develop strategies to address these needs and goals. Where the Financial Adviser was unable to do an analysis because all the information was not provided, or there was not sufficient time:
<ul style="list-style-type: none"> a. I clearly understand that there may be limitations on the appropriateness of the advice provided, and b. I will take particular care to determine whether the advice is appropriate considering my financial objectives and current financial position.
I confirm that all required documents were fully completed prior to my signing them.
The quotation(s) for the product(s) selected was shown to me and the principal terms and conditions explained to me. I have been informed of and understand all costs, charges, penalties, liquidity limitations and tax implications, where applicable. I understand the risks / guarantees (or absence thereof) associated with the products and or underlying funds selected.
I confirm that the Financial Adviser has made enquiries to ascertain whether the product(s) selected are intended to replace any existing financial products held by me and where applicable, has informed me of the financial implications, costs, and consequences of replacement.
I understand that, where conducted, the accuracy of a Needs Analysis is dependant on the information obtained by or provided to the Financial Adviser.
The advice and subsequent product recommendation given in this Record was largely based on information relating to my financial circumstances given to my Advisor by myself. I understand that material nondisclosure could result in inappropriate product(s) being recommended to me.
Notwithstanding the information provided by the Advisor I acknowledge that I have an obligation to familiarize myself with the terms and conditions of the product(s) that I have purchased.
I confirm that I have received a copy of this client advice record.

Additional Comments:

Record of Advice

Client Signature:	Financial Advisor Signature:
Client Name:	Financial Advisor's Name:
Date:	Date: