

CLIENT ADVICE DECLARATION – SINGLE NEED

(Please find a full explanation at the end of this document)

In terms of Section 8(4)(a) of the General Code of Conduct:

I, the undersigned, hereby confirm that I have sought financial advice and/or a financial product from:

Dominic Josef White trading as White Investments
(Hereinafter referred to as White Investments)

Licensed FSP 43618

I confirm I have been informed that White Investments must, prior to providing a client with advice and/or selling a product,

- obtain from the client appropriate and available personal and financial information and conduct an analysis, based on that information, for purposes of the advice, and,
- take reasonable steps to ensure that the client understands the advice and/or product and that the client is in a position to make an informed decision.

However, I confirm that I do not want to undertake such a full financial needs analysis. The product or service that I require does not, in my opinion, warrant a complete analysis of my overall financial situation.

I confirm having been duly and properly advised of the full implications of my actions and, having considered same, I hereby declare that I am aware of the fact that:

- (a) as a full analysis could not be undertaken that there may be limitations on the appropriateness of the advice;
- (b) I must carefully consider whether the advice on its own is appropriate considering my financial needs, objectives and financial situation;
- (c) to prevent the risk of concluding a transaction that is not appropriate to my financial needs, objectives and circumstances, I should obtain a full financial needs analysis.

CLIENT NAME

DATE

SIGNATURE

ON BEHALF OF WHITE INVESTMENTS

DATE

SIGNATURE

Single Need Declaration versus Full Financial Needs Analysis

The Treating Customers Fairly (TCF) regime for the financial services industry is aimed at ensuring that you, the consumer, can have confidence in the advice you receive and the financial products you buy.

Some of the key outcomes are:

- White Investments must ensure that treating you fairly is central to the culture of our business. The outcome requires White Investments to render financial services honestly, fairly, with due skill, care and diligence.
- The financial services and products that White Investments recommends must be designed to meet your needs. To achieve this outcome, White Investments must do due diligence tests on both the product provider and the products. This outcome also requires White Investments to understand your financial situation and needs, and to know which products will be suitable for your needs.
- White Investments must provide you with clear information and explanations, and must update you with relevant information after the financial service has been rendered.
- White Investments must ensure that you actually understand how a product works and what it aims to achieve. All material facts about a product or service must be accurately and properly disclosed to you.
- White Investments must ensure that our advice is suitable and takes account of your circumstances. This includes collecting information about your financial situation, your experience of financial products and your financial objectives.
- The products you use must perform in the way that White Investments told you they would. White Investments must check the product's past performance and expected future performance. White Investments must ensure that a company provides service of an acceptable standard.
- The products White Investments recommends must not have unreasonable after-sale barriers that prevent you from changing the product, switching product providers, submitting a claim or lodging a complaint.

White Investments is fully committed to providing a service that puts you first.

Of course undertaking a full financial needs analysis involves you providing all your personal information including employment status, salary, net wealth, outstanding debts, risk products owned (insurance), retirement provisions, other investments and other personal information that will allow us to construct an accurate assessment of your overall financial position.

This process will of course necessitate a lot more analysis and work, and we will need to charge you accordingly for this extra time.

We are of the opinion, that in the spirit of providing certain services to the benefit of the consumer, that it is enough to consider your position in terms of what you are trying to achieve for the specific objective you have approached us for. We however therefore require that you sign the **SINGLE NEEDS DECLARATION**.

This does not mean we have not gathered the information required to make your investment solution very much relevant to you and provide you with the best opportunity of success. It simply means we will not try and include all other aspects of your financial planning requirement in addition to this specific objective.

If at any point in time you would like us to incorporate this specific objective into an overall financial plan and are willing to undertake the process in full and provide all of the information required then please let us know and we will happily conduct a thorough needs analysis for you.