



# Tullis & Associates



## 1. Introduction

Our focus is on **"Risk Analysis, Certified Financial Planning and Insurance Solutions"**. We aim to become a respected member of the community by building long-term relations in order to provide meaningful guidance through wealth creation and financial security. Our **Mission** is to exceed expectations through professionalism and become the preferred supplier of financial planning and insurance solutions to the community, thereby creating sustainable long-term growth. Our Values are:

- Honesty
- Integrity
- Quality
- Leadership
- Respect

The Brokerage was established by Doug Tullis in May 1991. In October 1991, Walter Tullis joined the firm. Initially it concentrated on short term insurance but by the turn of the century, the scope of the business was increased to provide long term insurance as well.

## 2. Background

I have been practicing as an Independent Broker since 01 October 1991.

Qualifications:

- Bachelors of Commerce from UNISA
- 4-year Diploma in Insurance from the Insurance Institute of South Africa
- Diploma in Financial Planning from the University of the Orange Free State

Professional Body affiliation:

- Insurance Institute of South Africa
- Financial Planning Institute of South Africa.

I have Professional Indemnity Insurance with RisQ. I have outsourced my compliance services and support to an external provider being Infinitus Risk Management Service (Pty) Ltd, as represented by Erika Botha (Practice Number 6399).

## 3. Services

We can provide comprehensive analysis of your business and personal risk exposure as well as recommendations to reduce or transfer the financial risk. Our field of expertise include:

1. Estate planning;
2. Loss of income protection;
3. Critical Sickness funding;
4. Retirement funding;
5. Investments - local and internationally;
6. Retirement income options;
7. Business assurance (Buy & Sell, Contingent Liability, Keyman);
8. Group benefits (Pension & Provident Funds);
9. Domestic insurance;
10. Commercial insurance;
11. Specialist short-term insurance (Engineering, Liability, Marine)
12. Credit Guarantee Insurance

## 4. Disclosure

In complying with the FAIS legislation (Financial Advisory and Intermediary Services Act), I would like to bring the following information regarding myself to your attention.

My name is Walter Tullis and my contact details are stated below. I am employed by and mandated by **Walter Tullis & Associates CC**, an authorized financial services provider, which accepts responsibility for my activities and is licensed to render financial services. A copy of the license, which contains details of the financial services I am authorized to provide, as well as any exemptions, is available for inspection.

PHYSICAL ADDRESS	POSTAL ADDRESS	CONTACT DETAILS
3D Bureau du Paul	Postnet Suite 280	Office: 013 - 690 1600/1148
9 Corridor Crescent	Private Bag X7214	Fax: 0866 300 410
N4 Business Park Ben Fleur	Emalahleni	Cell: 083 627 7890
Emalahleni	1035	E-mail: tulliswt@iafrica.com

I am authorised to provide advice and intermediary services in the following categories (A copy of the license is available for inspection on request):

#### Category 1

1.1	Long-Term Insurance: Category A	1.14	Participatory Interests in Collective Investment Schemes
1.2	Short-Term Insurance: Personal Lines	1.17	Long-term Deposits
1.3	Long-Term Insurance: Category B	1.18	Short-term Deposits
1.4	Long-Term Insurance: Category C	1.21	Long-term Insurance cat B2-A
1.5	Retail Pension Benefits	1.22	Long-term insurance Sub cat B1-A
1.6	Short-Term Insurance: Commercial Lines	1.23	Short-term insurance Personal Lines A1
1.7	Pension Fund Benefits (excluding Retail Pension Benefits)		

Walter Tullis & Associates has written authority to market the products of the following product suppliers and I am accredited to market their products:

#### Long-term insurer:

BrightRock PPS	Discovery Life Sanlam	FMI	Hollard	Liberty Life	Momentum	Old Mutual
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#### Short-term insurers:

ABSA	Auto & General	Auto Trade Und.	Bryte	Camargue	CIA	CIB Underwriting
Club Marine	Discovery Insure	Hollard Insurance	Itoo	K E U	H I C	Mirabilis
Old Mutual Insure	OneSure	Santam Real Estate	Santam	Stalker Hutchison	Stilus	Vanguard
Associated Marine	Club Marine *					

#### Investment platform:

Allan Gray	Credo **	Glacier	Ninety One	Prescient	PSG Wealth	Sasfin *
RSA Retail Bond ***						

\* - Representative of another

\*\* - Referral or via Glacier

\*\*\* - I also provide advice and intermediary functions for the RSA Retail Bonds issued by the South African Reserve Bank and RSA Treasury. It is regulated under the Banking Act.

No product supplier or investment company holds any shares in the FSP nor is the FSP associated with any such institution. Representative is remunerated by way of commission and fees payable by product suppliers and companies as set out on the quotation provided to clients. The FSP has not received more than 30% of its remuneration in the preceding 12 months from any one product supplier.

I am remunerated for my services by being paid commission and by fees where specifically agreed between the parties. I may from time to time receive non-cash incentives from product suppliers or indirect consideration from other persons. I will provide specific details should you request further information. Walter Tullis & Associates are Authorized financial advisory and intermediary services providers for the following categories: Long-term insurance category A, B & C, short-term insurance category personal & commercial, pension fund benefits, participatory interest in collective investments schemes.

## 5. Conflict of Interest

At Walter Tullis & Associates CC we believe in open, honest and transparent interactions with our clients. In the course of our business activities situations may arise whereby we may become entitled to certain financial interests supplied by external parties in addition to the commission that we earn or the fees that we charge. We take pride therein that our advice is objective and free of external influence, but wish to disclose to you, our valued client, that we have received the following financial interests and wish to disclose the value and the reason for receiving the financial interests. We do not believe that the financial interests received constitute a conflict of interest, but would gladly address any concerns you may have. Please refer to annexure 1 to this register for a complete list. We may also enjoy a preferred status with one or more of the product suppliers with whom we hold contracts. This status allows us and our customers certain benefits when dealing with these providers. We similarly make every effort to ensure that our advice is not influenced by our status with any one product supplier, but believe that disclosure of these business relationships and the benefits they include, allow you to make informed decisions. Please refer to annexure 2 for complete details of these business relationships. In accordance with the General Code of Conduct for Financial Services Intermediaries we are required to disclose any ownership interest we may have in external parties. These are contained in annexure 3.

**Financial Interest Received** - Receive a service fee from some insurer and underwriting managers for admin services ranging from 1.7% - 3.00%, this varies in some cases based on the percentage of admin activities provided by the us.

**Business Relationship** - all product providers are contracted via an Agency Agreement

**Ownership Interest** - no shares held in any of the Product Providers or any other Financial Service Providers

## 6. Confidentiality

I wish to advise that all information obtained or acquired about you shall remain confidential unless you provide written consent, or unless I am required by any law to disclose such information.

## 7. Complaints

We have a complaints process in place, a copy of which is available upon request.