



Office presentation

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## A little introduction

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- Marco Weijs
- More than 25 years of experience
- Subject teacher for Banking and Insurances
- Skillstrainer
- Qualified mortgage advisor
  - *Top 5 mortgage advisor of the year 2005*
  - *Runner-up mortgage advisor of the year 2010*
- sworn financial service provider
- Certified mortgage planner
- Certified financial services company



# Mortgage planner

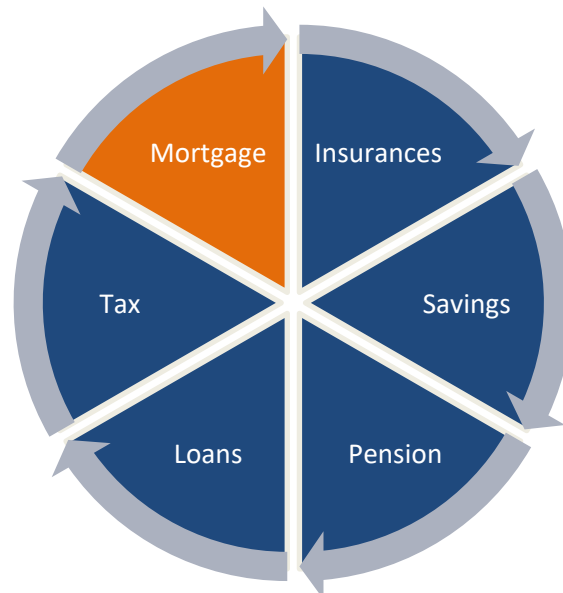
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- Expert in the financial and tax fields
- Objective and personal mortgage advisor
- Optimal financial situation for now and the future
- Code of conduct that ensures reliability and integrity
- Financial planning for your own house

# Financiële planning

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# Mortgage

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- Financial planning
- No closing fee
- We are getting paid by our own customers
- More than 30 lenders and over 60 packages
- Interest rate, premium and conditions comparator
- Comprehensive financial advise



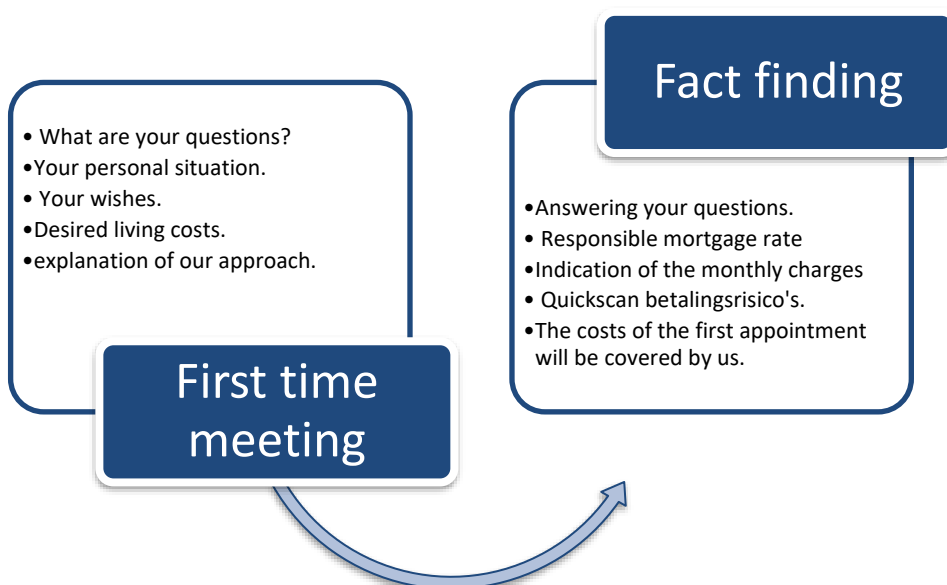
# comprehensive financial advice

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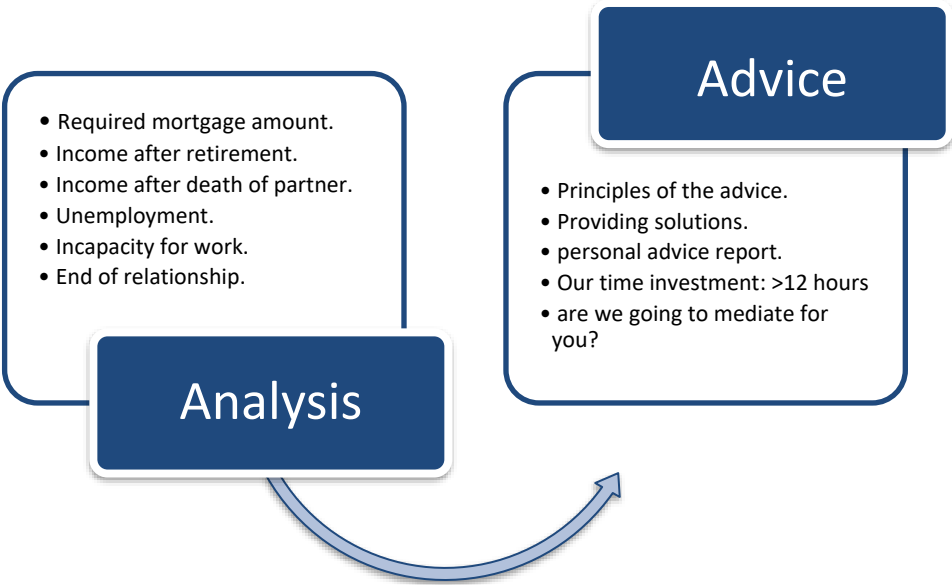
## Step 1: First time meeting & Fact finding

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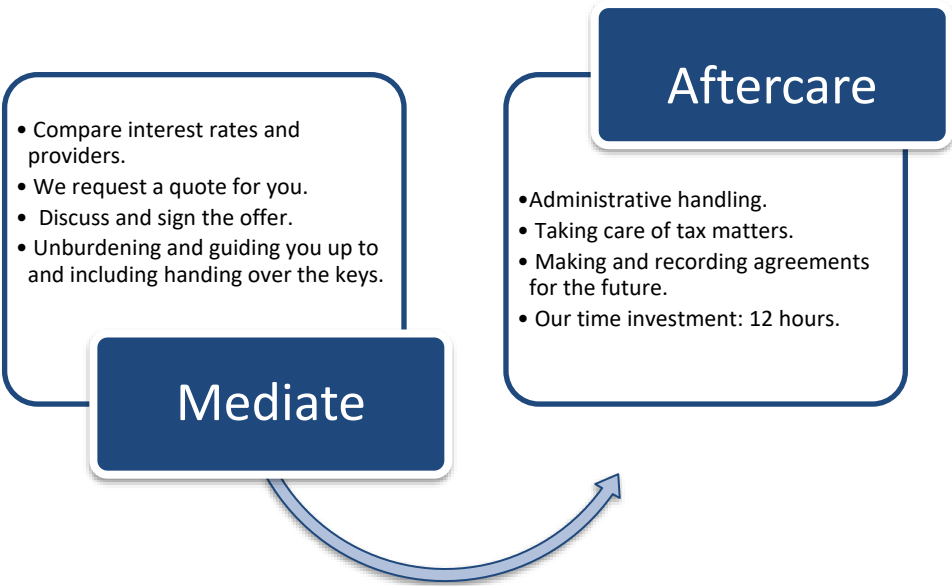
# Stap 2: Analysis and advice

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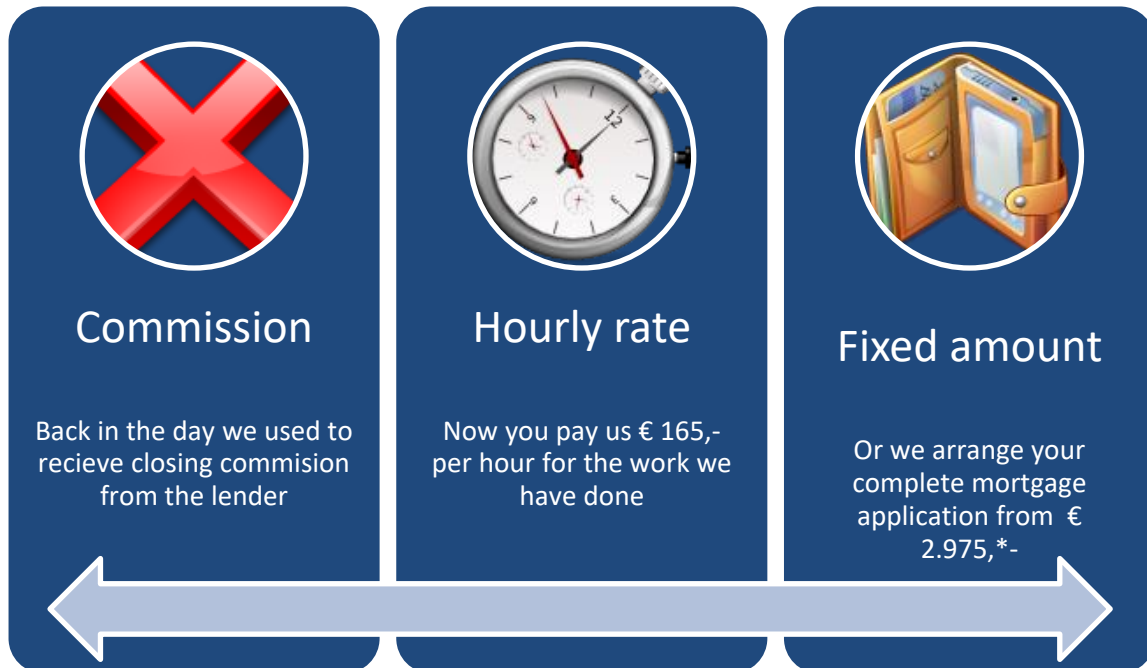
# Stap 3: Mediate & Aftercare

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## How to pay us?

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*\* check our service document & remuneration attachment*

## What can you expect from us?

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- Your personal wishes are central.
- Clear & reliable advice.
- Clarity about our remuneration
- A clear step-by-step plan.
- Personal assistance.
- Expert mediation.

## What do we expect from you?

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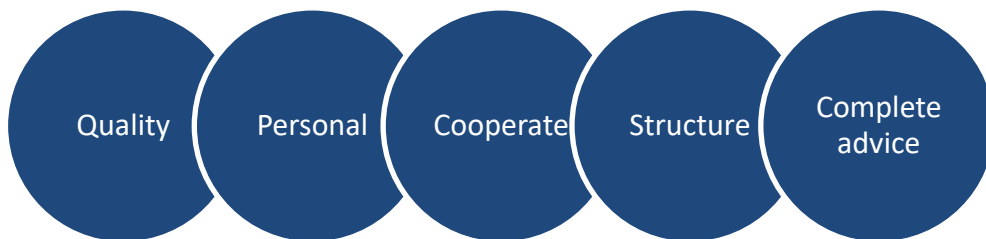
- Indicating your wants and needs.
- You provide complete and accurate information.
- Providing the necessary documents.
- Feedback on the quality of our services.
- Commitment to work with us.
- You prioritize your goals.
- You study the information you receive from us.
- You ask questions if something is not clear.





## Summarized

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*Attachments:*

- *About Finzicht (biography)*
- *Brochure Certified Mortgage Planner*
- *Finzicht service guide*
- *Finzicht mortgage service document*
- *remuneration attachment*

## About us and our advisor:

### About Finzicht

After Mr. ME Weijts has more than earned his spurs at various financial consultancy companies in the field of pensions, savings, investments, mortgages and other financial issues, he founded Finzicht in June 2005. In this way, his way of advising can come into its own and not be limited by the interests and guidelines of an organization.

The service is characterized by a very solid analysis of the issue and the application of the best available solution.

We stand by our customers and help them to purchase the right product.

We also stand for transparency and strive for the best possible interpretation of your request for advice.

In addition to the most suitable solution, we always look for good alternatives in order to leave nothing to chance.

We enjoy a reputation as a reliable, knowledgeable and accessible financial service provider and we persist in our search for the best advice for you!

We are a fully self-contained and independent. No financial institution, such as a bank or an insurance company, has an ownership interest or control in our company.

This freedom to advise you, what we think is in your interest, goes hand in hand with our freedom and flexibility as an entrepreneur, which means we can guarantee our continuity, so that you can count on us now and in the future!

In order to operate more centrally for our clients, we moved to our current location in Haarlem at the beginning of 2007.

We mainly serve private and small business relationships, especially in the North Holland region.

### What makes Finzicht different?

Via Finzicht you can compare and purchase almost the entire range of mortgage products in the Netherlands on a daily basis. In addition, Finzicht provides advice and assistance with the purchase of a financial product based on your personal situation and wishes. Rates and conditions of financial products change daily. Because Finzicht works together with almost all financial institutions, you can use Finzicht to determine what the best available product is for you at any given time.

### How independent is Finzicht really?

Independent advice is very important. As one of the few intermediaries, Finzicht is 100% independent of all product suppliers. This is the only way to ensure that the advice you receive is not biased by the interests of a particular financial institution. This means that our advisor can actually focus his advice on your interests as a customer and you are assured of good advice.

More than once we notice that it is difficult for the consumer to get the right offer from the wide range that exists. The lowest premium or interest often seems the most advantageous, but there are often not immediately visible disadvantages attached to that offer.

Our advisor looks further than just your mortgage. Namely, what are the consequences of a certain mortgage type for your old age, what about the surviving dependant - unemployment and disability risk and is the mortgage flexible enough to follow the course of your life?

In addition, he knows the market like no other.

We can offer you competitive mortgage rates through one or more of our more than 60 partners, so that you are assured of the widest and most competitive offer in the market.

We can also examine your current insurance package for you and put together a package that is well-tailored to your wishes, whereby you immediately benefit from increasing package discounts.

Finally, perhaps unnecessarily, you will find your great advantage in the fact that we can manage all your insurance and financial products for you in one portfolio and periodically monitor and compare them against the rest of the market.

### Our advisor



Our advisor Marco Weijts has been working in financial services since the beginning of 1994 and has learned a lot along the way. He has a great wealth of knowledge by following many professional courses.

Due to his broad educational background in financial services, Marco Weijts has also been acting as a free-lance teacher for a number of financial training institutes since 2006 and has already trained and educated many fellow advisors at intermediaries, banks and insurers. This is also reflected in the way Marco advises his client. He is able to convey the often complex subject matter in an understandable way and persists in doing so until the customer also understands what he is opting for.

Marco's customers therefore often entrust all their financial affairs to him.

*This has also led to the achievement of one of the three final places during "the Recognized Mortgage Adviser of the Year" in 2005 & 2010*

In addition to being a consultant and teaching, he enjoys a good film and likes to actively go out and enjoy all the good that Haarlem and the surrounding area has to offer.