



about the cost of our services

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1 The Financial Services Authority (FSA)

The FSA is the independent regulator of financial services. This document has been designed by the FSA to be given to consumers considering taking advice on certain financial products. You may use this information to compare value for money, to shop around and to decide which firm to use.

2 Our Services

We offer an initial discussion (without charge) when we will describe our services more fully and explain the payment options. If you decide to go ahead and instruct us to act on your behalf to assist you we will; gather and analyse, personal information about you, your finances, your needs and objectives; recommend and discuss any action we think you should take and with your agreement, arrange relevant products for you.

3 What are your payment options?

Not all firms charge for advice in the same way. We will discuss your payment options with you and answer any questions you have. We will not charge you anything until you have agreed how we are to be paid. **We have ticked the payment options we offer.**



Paying by fee. Whether you buy a product or not, you will pay us a fee for our advice and services. If we have also received commission from the product provider when you buy a product, we will pass on the full value of that commission to you in one or more ways. For example, we could reduce our fee; or reduce your product charges; or increase your investment amount; or refund the commission to you.



Paying by commission (or product charges). If you buy a financial product, we will normally receive commission on the sale from the product provider. Although you pay nothing up front, that does not mean our service is free. You still pay us indirectly through product charges. Product charges pay for the product provider's own costs and any commission. These charges reduce the amount left for investment. If you buy direct the product charges could be the same as when buying through an adviser, or they could be higher or lower. We will tell you how much commission will be before you complete an investment, but you may ask for this information earlier.



Paying by a combination of commission and fee. In some circumstances, we also charge a fee on top of any commission we might receive. You will pay us a fee for the work we do at our standard hourly rate and any commission we have agreed that is received by us from a third party may be used to offset the fees charged. If we have agreed the commission will not meet the fees incurred then we will agree with you a part fee, part commission payment for our services. The maximum fee payable will be the charge for the work done on a time cost basis at our hourly rate less any commission payable by a third party we have agreed to offset.

4 How much might our services cost?

If you choose the fee option

We will agree the rate we will charge you before beginning work. We will tell you if you have to pay VAT. You may ask us for an estimate of how much we might charge. You may also ask us not to exceed a given amount without checking with you first- this may result in us not being able to complete all the work you have instructed us to undertake.

Our fees for advising you or arranging investment products on your behalf are not fixed and will be based solely on all the time our advisers spend in so doing.

The hourly charging rates of advisers who are likely to provide services to you are £ per hour.

The rate specified above is exclusive of value added tax which is not chargeable upon the fees we will charge you in respect of our services.

If you choose a combination option of fee and commission

Here are your options:

- Where we charge a combination of fees and commission, our maximum rates are set out in the fee information section above and the commission section below.
- We charge a consultation fee of up to £ , and, if you buy a financial product, we will also retain commission within the amounts set out in the commission tables below.
- We will charge you a combination of fees and commission. The actual amounts will depend on the service provided to you, but will not exceed the total of the maximum fees set out above and the maximum commission set out in the tables below.
- We charge an annual fee as described in the fee information set out above. If we arrange for you to purchase a financial product, then we will also retain commission which will be within the maximum commission set out in the tables below.

If you choose the commission option

Tables 1 and 2 show examples of the amounts of commission we could receive (or the equivalent we earn through product charges) and compare those amounts with the market average (see notes 1 & 2 at the end of this section 4).

The amounts vary according to: the type of product, the amount you invest, and (sometimes) how long you invest for, or your age when you start the product. We will confirm the actual amount to you before you buy a product.

Table 1 - Commission if you invest monthly

Products	Example term or age	Comparison of costs		Example based on £100 per month
		<i>Our maximum</i>	<i>Market average</i>	<i>This shows the maximum costs of our sales and advice for a monthly investment or premium of £100, ignoring any changes in fund value</i>
Savings and investments				
Collective investments (e.g. unit trusts)	Any	3% of all payments, plus 0.5% of your fund value from year 2	2.5% of all payments, plus 0.5% of your fund value from year 2	£36.00 each year plus £12.00 in year 2, £18.00 in year 3, and so on (the actual amount in later years will vary in line with your fund value)
Endowments	10 year term	46.5% of each of the first 12 month's payments plus 2.5% of all payments from month 17	30.2% of each of the first 12 month's payments plus 2.5% of all payments from month 17	£558.00 initially plus £30.00 each year from month 17
Protection				
Whole of life assurance	Age 40	36% of each of the first 48 month's payments plus 2.5% of all payments from month 49	31.5% of each of the first 12 month's payments plus 2.5% of all payments from month 49	£1728.00 spread evenly over the first 48 months plus £30.00 each year from month 49
Saving for retirement				
Personal and Stakeholder pensions	25 year term	38% of each of the first 12 month's payments plus 2.50% of all payments from month 28	21.9% of each of the first 12 month's payments plus 2.50% of all payments from month 28	£456.00 initially plus £30.00 each year from month 28
	10 year term	29.0% of each of the first 12 month's payments plus 2.50% of all payments from month 13	9.9% of each of the first 12 month's payments plus 2.50% of all payments from month 13	£348.00 initially plus £30.00 each year from month 13
Personal Pension Schemes				

Products	Example term or age	Comparison of costs	Example based on £100 per month
<p>Not all types of personal pension scheme are included in the information above about commissions. Instead only the more common types are included, and schemes such as SIPP's are not. Before we start advising you, we will inform you of how much we could be paid if we do recommend one of these products to you.</p> <p>You can also ask us about commission we might receive on underlying investments we recommend you hold within a SIPP if not contained in the information above.</p>			

Table 2 – Commission if you invest a lump sum

Products	Example term or age	Comparison of costs		Example based on £10 000 lump sum
		<i>Our maximum</i>	<i>Market average</i>	<i>This shows the maximum costs of our sales and advice for a lump sum investment of £10 000, ignoring any changes in fund value</i>
Savings and investments				
Collective investments (eg unit trusts)	Any	4.4% of the amount invested plus 0.5% of your fund value each year from year 2	1.5% of the amount invested plus 0.5% of your fund value each year from year 2	£440.00 plus £50.00 each year from year 2 (The actual amount in later years will vary in line with your fund value)
Investment Bond	Any	7% of the amount you invest plus 0.5% of your fund value each year from year 2	2.3% of the amount you invest plus 0.5% of your fund value each year from year 2	£700.00 plus £50.00 each year from year 2 (The actual amount in later years will vary in line with your fund value)
Saving for retirement				
Personal and Stakeholder pensions	Any	8.0% of the amount you invest plus 0.25% of your fund value each year from year 2	3.9% of the amount you invest plus 0.25% of your fund value each year from year 2	£800.00 plus £25.00 each year from year 2 (The actual amount in later years will vary in line with your fund value)
Personal Pension Schemes				
<p>Not all types of personal pension scheme are included in the information above about commissions. Instead only the more common types are included, and schemes such as SIPP's are not. Before we start advising you, we will inform you of how much we could be paid if we do recommend one of these products to you.</p>				

Products	Example term or age	Comparison of costs		Example based on £10 000 lump sum
You can also ask us about commission we might receive on underlying investments we recommend you hold within a SIPP if not contained in the information above.				
At retirement				
Annuities	Any	2.5% of the amount you invest	1.3% of the amount you invest	£250.00
Income drawdown	Any	8.0% of the amount you invest plus 0.5% of your fund value each year from year 2	2.3% of the amount you invest plus 0.5% of your fund value each year from year 2	£800.00 plus £50.00 each year from year 2 (The actual amount in later years will vary in line with your fund value)

Notes:

1. The market average figures are calculated by the FSA using actual data from a representative sample of regulated firms and are shown in a way that you may compare with our own maximum rates. The market average figures will be updated by the FSA from time to time based on new data.
2. Where a firm sells its own products it must calculate its figures according to FSA guidelines.

5 Further information

If you need any more help or information

- Ask your adviser; or
- Visit www.fsa.gov.uk/consumer

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