
1. The Financial Services Authority (FSA)

The FSA is the independent watchdog that regulates financial services. This document is designed by the FSA to be given to consumers considering buying certain financial products. You need to read this important document. It explains the service you are being offered and how you will pay for it.

2. Whose products do we offer?

Investment

- We offer products from the whole market.
- We only offer products from a limited number of companies.
- We only offer products from a single group of companies.

Insurance

- We offer products from a range of insurers for life assurance, critical illness cover, permanent health insurance, mortgage protection insurances and premium protection.
- We only offer products from a limited number of insurers
- We only offer products from a single insurer.

Mortgages

- We offer from the whole market.
- We only offer mortgages from a limited number of lenders.
- We only offer mortgages from a single lender

3. Which service will we provide you with?

Investment

- We will advise and make a recommendation for you after we have assessed your needs.
- You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.

- We will provide basic advice on a limited range of stakeholder products and in order to do this we will ask some questions about your income, savings and other circumstances but we will not:
- conduct a full assessment of your needs;
 - offer advice on whether a non-stakeholder product may be more suitable

Insurance

- We will advise and make a recommendation for you after we have assessed your needs
- for life assurance, critical illness cover, permanent health insurance, mortgage protection insurances and premium protection.
 - You will not receive advice or a recommendation from us.

Mortgages

- We will advise and make a recommendation for you after we have assessed your needs.
- You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.

4. What will you have to pay us for our services?

You will pay for our services on the basis of fee, commission or a combination of fee and commission. We will discuss your payment options with you and answer any questions you have. We will not charge you until we have agreed with you how we are to be paid.

Paying by fee

Whether you buy a product or not, you will pay us a fee for our advice and services, which will become payable on completion of our work. If we also receive 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.

Hourly Rate

We will confirm the rate we will charge in writing before beginning work. Our charges are:

Financial adviser	£ 175 per hour
Paraplanner	£ 115 per hour
Administration	£ 85 per hour

Lump Sum Rate

Individual Financial Review from £500

Percentage of Funds under Management

Investment Management Agreement – 0.5% per year of the value of the investments you ask us to manage

We will confirm the rate we will charge in writing before beginning work and we will tell you if you have to pay VAT. You may ask us for an estimate of how much in total we might charge. You may also ask us not to exceed a given amount without checking with you first.

Paying by commission (through product charges)

If you buy a financial product, we will normally receive commission on the sale from the product provider. Although you pay nothing to us 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.

The amount of commission we receive will vary depending on the amount you invest and (sometimes) how long you invest or your age, for example:

- If you invest £7,200 in an individual savings account (ISA) we would receive commission of 3% of the amount invested (£216) and 0.5% of the value of the fund (roughly £36 every year).
- If you pay £100 a month into a personal pension (with a term of 25 years) then we would receive commission of £674.40 initially and roughly £30 every year from year 2 of your plan.
- If you pay £100 a month towards a whole life policy then we would receive £1,518 initially and £30 each year from year 5 of your plan.

We will tell you how much the commission will be before you complete an investment, but you may ask for this information earlier.

Paying by a combination of fee and commission (through product charges)

We will charge you a combination of fees and commission. The actual amounts will depend on the service provided to you, but will be in line with the arrangements set out in the sections headed "Paying by fee" and "Paying by commission (through product charges)".

Insurance

- A fee.
- No fee.

You will receive a quotation which will tell you about any other fees relating to any particular insurance policy.

Mortgages

- No fee. We will be paid by commission from the lender.
An application fee of £250 for all mortgage applications, which is refundable on successful completion of a loan.
- PLUS
A completion fee of £1,000 for a new loan or £750 for a remortgage, payable upon successful completion of a loan. Any commission we receive from the lender will be off-set against the completion fee.

You will receive a key facts illustration when considering a particular mortgage, which will tell you about any fees relating to it.

