Paul Wellington Dip FA MLIBF
Financial Advisor
Hardwicke House
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Selborne
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GU34 3HL

ABOUT OUR SERVICES AND FEES

This document forms part of our agreement with you. For your own benefit and protection, you should read About Our Services and Fees carefully before signing our Client Agreement. If you do not understand any point, please ask for further information.

1. Whose products do we offer?

Investment

☐ **Independent advice** – We give advice in relation to investment products based upon research of a sufficiently diverse range of products available within the market.

✓ **Restricted advice** – We give advice in relation to investment products based upon research of a range of products available in the market, but we do not consider all providers or products in the market. You may ask us for a list of the providers and companies that we use at any time.

☐ **Non-advised service** - You will not receive a personal 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.

Insurance

We are insurance intermediaries and we act for you, the customer.

✓ We give advice in relation to contracts of insurance on the basis of an unlimited analysis of the market.

☐ We give advice in relation to contracts of insurance from a limited number of insurers. We will provide the list of the insurers we offer insurance from upon request.

☐ We give advice in relation to contracts of insurance from a single insurer.

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

Investments

1. You will pay for our services on the basis of the work undertaken for you. 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.

2. Please note that depending on the type of product, there may be other costs or taxes that are not paid through us or imposed by us.

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Non-Advised Services

3. We do not have a set cost or charge in relation to non-advised services. The amount you will pay will be dependent upon the type of transaction and value of the transaction that you engage us to implement. We can be paid in the form of a fee payable by you or by commission paid by the product provider. If you choose for us to be paid by commission this does not mean you are not paying us, as the commission paid will be reflected in the charges that the provider makes against your transaction.

4. We will discuss your payment options with you and answer any questions you have. If we are to be paid by commission, we will tell you the amount we will receive. If we are to be paid for implementing a transaction by a fee payable by you, we will not complete any business until we have agreed with you how much this will be and how we are to be paid.

Advised Services

5. You will pay for our services on the basis of the work undertaken for you. Generally, this will relate to the advising on and arranging of financial products on your behalf.

6. We will discuss your payment options with you and answer any questions you have. We will tell you the specific amount payable before we carry out any chargeable work for you.

The Cost of Our Services

7. Our standard charges are broken down as follows:

Service	Adviser Charge	Note
Initial meeting To explain what we do and to obtain information about you that will allow us to establish if we can assist you and indeed that you would like our assistance.	£nil	We do not charge a fee for this service.
Financial Health Check & Personal Recommendation Service - A financial review report containing a full analysis of your current financial, personal, and other circumstances and identification of any shortfalls in your financial plans. - Provision of a detailed and specific recommendation or recommendations report on how best to address any shortfalls in your financial plans and identifying suitable solutions to your financial aspirations.	£150 per hour. For example - Fact find Analysis (1 hour) £150.00 Research (2 hours) £300.00 Suitability (2 hours) £300.00 Totalling £750.00 (5 hours)	Where you instruct us to provide you with our Implementation Service, we will offset any implementation service fee against this fee.

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Implementation Service Implementation of any agreed personal recommendations.	For lump sum investments we charge: 2% Lump Sum Accumulation Need 2% Lump Sum Income Need 2.5% Lump Sum Decumulation	For example, for an investment of £150,000 (Accumulation Need) we would charge £3,000. For example, for a client who has two investment needs i.e. £100,000 (Decumulation Need) and £20,000 (Income Need), if we use the example above, we will charge £2,500 & £400 but due to two needs being implemented. The aggregated charge would therefore be approximately 2.4 %.
	For regular accumulation clients we charge: For a monthly investment between £150 to £499 we will charge 25% of the 1st years premiums. For a monthly investment of £500 and above we will charge 12.50% of the 1st years premiums.	No advice process offered for standalone regular payments below £150 per month. E.g. £300 per month = £3,600 @ 25% = £900. Subject to a maximum charge of £1,500. E.g. £600 per month = £7,200 @ 12.50% = £900. Subject to a maximum charge of £10,000.

Offsetting:

(1) Where the remuneration from our Implementation Service is greater than the fee for our Personal Recommendation Service, we will use the Implementation Service fee to offset the full amount of the Personal Recommendation Service fee.

(2) Where the Implementation Service fee is less that the Personal Recommendation fee, we will use the Implementation Service fee to offset part of the Personal Recommendation fee.

Note: VAT may apply in some circumstances. We will tell you if VAT is to be paid.

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Your Payment Options

Settling your adviser charge through a single payment

8. Whether you buy a product or not you will be required to pay us an adviser charge for our advice and services, this will become payable on completion of our work. You may decide to settle your adviser charge by way of a single payment either by cheque, debit card, credit card or bank transfer. Where you have purchased a product, you may also have the option of paying our adviser charge by a single deduction from the product.

Settling your adviser charge by instalments

9. In the case of regular premium products, you may have the option of paying our adviser charge over an agreed period of time but within 12 months of our advice. We will agree with you the amount and timescale of payment that is best for you. The instalments only cover the adviser charge and will not cover the cost of any ongoing service, which will be agreed with you separately.

    a. ***Paying by instalments through your recommended product***
    Some regular premium product providers will accept your specific instruction to pay our adviser charge from the product you have purchased. They will require you to instruct them of the amount to be paid for each instalment and the number of instalments to be made.

    While this option means that you will not pay us upfront, it does not mean that you are not paying us. Our adviser charge will be paid indirectly through the product deductions and these deductions could reduce the amount left for investment.

    b. ***Paying by other arrangements***
    We can facilitate payment by instalments through a direct debit or standing order agreement.

Keeping up with your payments

10. It is important that where you have decided to pay your adviser charge by way of instalments, you keep up with your payments. Where you do not keep up with your payments, the total outstanding amount will become immediately payable on demand.

Payment for ongoing services

11. Any ongoing service is optional.

12. We provide 1 level of ongoing service. Where you request and we agree to provide an ongoing service to you there will be an additional charge for this. We will confirm the rate, frequency and length of this ongoing service before it starts.

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Service Level	Deliverables (minimum)	Examples where Standard+ fee is based upon a % of fund value
Standard+ (reviews will be carried out every 6 Months)	This level of service provides the following with a review of your investments offered every 6 months: This option provides you with all the features of 'Standard' plus maintenance to any new product you have effected through us. • Reassessment of your Risk Profile • Reviewing of your portfolio • Confirmation that your investment still meets your needs and goals For providing this service we will charge 0.75% of your fund value per annum.	Fund Value — Annual Ongoing Adviser fee £25,000 — £187.50 £50,000 — £375 £100,000 — £750 £500,000 — £3,750

13. Please note that if you pay for ongoing services on a percentage basis the amount we receive may increase as the fund value increases and conversely reduce if the fund value falls.

14. The ongoing service charge can be paid by way of a deduction from your investments or by direct payment from you under a bank transfer, direct debit or standing order as an annual or monthly payment schedule. Any payments will be payable in advance of us providing the review service in each period.

15. An ongoing service can be cancelled by either party by providing 30 days written notice of cancellation. This will be subject to the delivery of any outstanding items by us, and any settlement of monies due for the ongoing service by you.

16. Please note that VAT may apply to our ongoing service fees. We will tell you if VAT is to be paid.

Insurance

☐ A fee.

✓ No fee. We will receive commission from the insurance company selected for life assurance and non-investment insurance.

17. Where the chosen provider pays us commission for introducing you to them for life assurance or non-investment insurance, we will tell you the amount we will receive which may be a percentage or a flat fee of the total annual premium.

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

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Indemnity

19. If a fee for our services is to be deducted or a commission paid from a recommended product, should the product not proceed or be cancelled and this results in the non-payment of the fee or commission, the amount outstanding will be payable by you directly.