

## **OUR CHARGES EXPLAINED**

It is important that you understand the basis and amount of our charges so that before we undertake any work you know how much this will cost.

In general terms our charges are based on what is fair and reasonable to all the parties in the particular circumstances. In ascertaining what is fair and reasonable we have regard to a range of relevant factors; for example, the time spent, the complexity, difficulty or novelty of the matter, the specialist expertise and responsibility involved and the value of the transaction.

All of the work we carry out is subject to:

- A signed Fee Agreement
- A Letter of Engagement confirming the scope of the work to be carried out.

You have the option to pay for our work by Fee only, or a combination of fees and commission. In particular circumstances we may accept payment by commission only.

Our fee options are shown below:

If our fee is offset against commission, or we agree to be paid on a commission only basis, you will pay us indirectly through product charges. Product charges pay for the product provider's own costs and any commission paid to us. These charges normally reduce the amount left for investment. If you buy direct, the product charges could be the same as when buying through as adviser, or they could be higher or lower.

The amount of commission we receive will depend on the recommended product and the amount you invest. The amount of commission payable will be disclosed to you before your application is completed.

We have set out below our maximum commission rates for some of the most popular products.

### **FEES**

Hourly Rate –	Advisory fees up to a maximum of £150 per hour plus VAT. Administration fees up to £30 per hour plus VAT.
Fixed Fees –	Regular (monthly or annual) or basic / “one off” fees plus VAT. The amounts payable will be shown in your Fee Agreement.
Transaction Fees –	Up to a maximum of 3% plus VAT of investments we arrange for you. The percentage payable will be shown in your Fee Agreement.
Fund Fees –	Up to a maximum of 0.75% p.a. plus VAT of funds under management. The percentage payable will be shown in your Fee Agreement.

Subject to agreement all fees (except regular monthly or annual fees) may be offset against any commission we receive.

VAT is not normally payable on fees offset against commission.