



GUIDE TO PRODUCTS AND PLATFORMS

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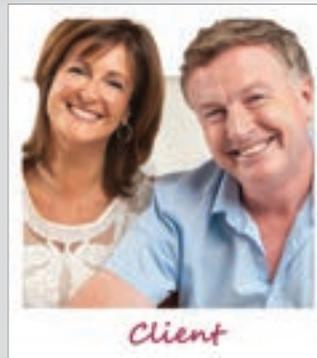
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WHO LOOKS AFTER **YOUR** INVESTMENTS?

Over the years the combination of innovation, government intervention and new technology have evolved the way we can invest and while we can often learn from our parents and grandparents the opportunities and choices available to us now are far greater than they could have imagined.

Technology now offers us more choices, flexibility and, above all, control. However, as your adviser we are here to support you and help you make the right choice.

WHAT YOU MAY BE USED TO

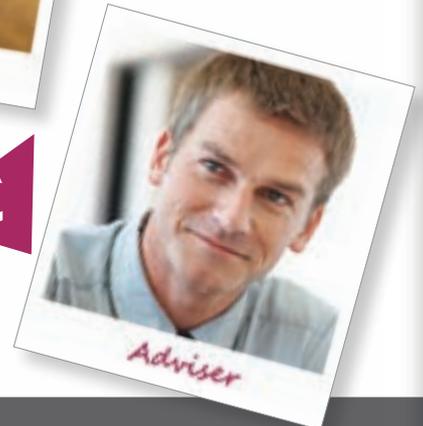


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Previously we bought financial products by handing over our money and trusting the provider to pay the financial adviser or fund manager.

Typically the fund manager was employed by the provider, the choice was limited and the charges hidden within the product. In effect the provider (usually a bank or an Insurance company) was in control.

At the time this was the simplest way way to work, although it was more difficult to check that you were getting what you paid for.

HOW WE WORK NOW



Following changes in legislation you are now able to take more control over your money.

Firstly you will agree exactly what your financial adviser does for you and what they will charge for it.

They will be able to recommend a product or a platform that will hold and administer your investments. They will ensure that you get the best value and that it is suitable for your needs.

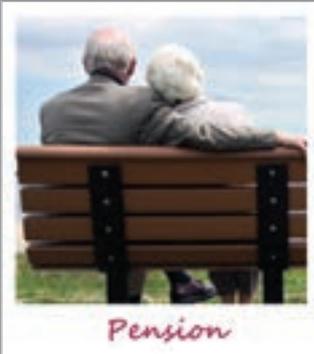
They will recommend a fund or funds from a range of fund managers that will be held in the product or platform and charged separately so you can see the real value that your adviser has negotiated for you.

PAYING TAX ON YOUR INVESTMENT RETURNS?

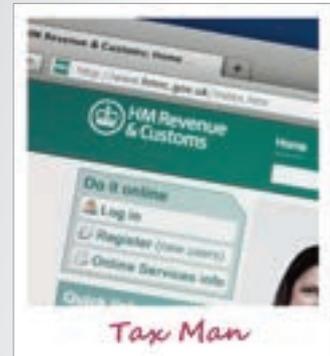
The government wants you to invest for the future and has various incentives and schemes to help you. You may recognise some of the names:-

Pension, ISA, Bond.

Some give you back tax you have already paid on money you invest, some allow you to not pay tax on the money you make, and others allow you to delay paying tax till a later date.



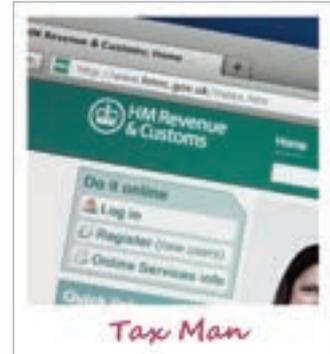
Pension



Tax Man



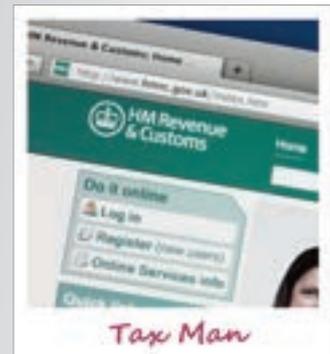
ISA



Tax Man

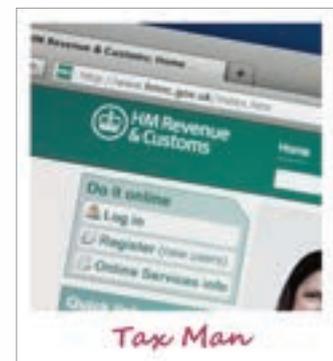
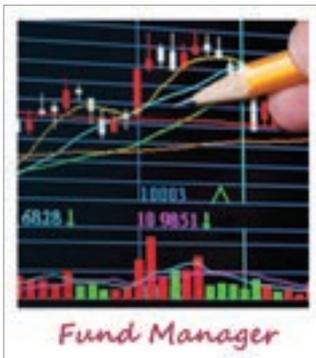


Insurance



Tax Man

It can also be in your best interests to invest directly into a fund and deal with the tax as you go.



The government tends to review these schemes every year and of course your circumstances will change over time. This means that it is impossible to say one is better than another without individual advice. Often a client will use a combination of these schemes and sometimes move money from one to another to take the maximum advantage of the governments incentives and allowances.

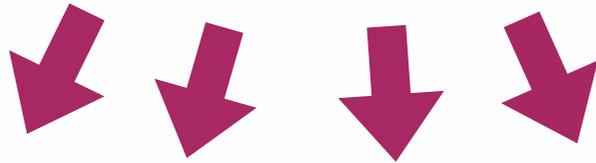
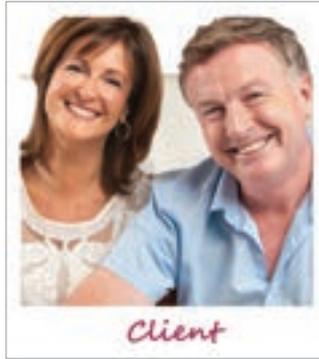
The choice of scheme affects what tax you pay on the Investment Fund inside and should not affect how well the actual Investment does. Nowadays the majority of investments are available in each tax wrapper.

You can chose to invest into individual Pensions, ISAs, Funds and bonds with different providers or like more and more people you can invest in them all via a single online Platform. This choice is further illustrated on the next page.

The value of the investment can go down as well as up and you may not get back as much as you put in.

INDIVIDUAL PRODUCT

Individual Products



OR PLATFORM?



HOW WE CAN REDUCE YOUR CHARGES

Each Individual Product has to be administered and paid for but we are all familiar with the idea that if we buy in bulk, or pool our resources with someone else, we can buy goods more cheaply.

This is also true of investing.

Individual Charges Applied



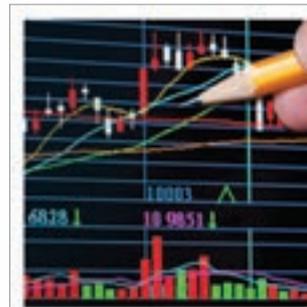
Pension



ISA



Insurance



Fund Manager

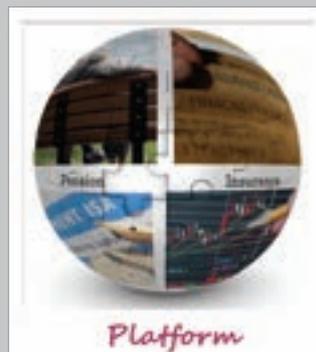


As with all things even with Investments you can benefit from buying in bulk for you this works in three ways:-

1. As one of the largest financial advice communities in the UK we have negotiated significant discounts in the costs of the same products that you may buy elsewhere.
2. By putting all your various investments under one roof the overall costs and charges reduce further.
3. Should you have a family member who also invests with us we can sometimes provide you both with a discount effectively charging you as if all your money was together.

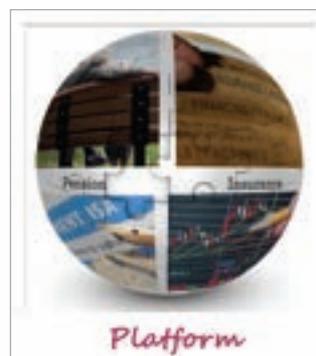
One Combined Lower Charge

Putting additional funds onto the platform will reduce costs further



Reducing charges further

Teaming up with family members can reduce both your costs and charges



KEEPING AN EYE ON **YOUR** INVESTMENTS

Depending on what service you would like your adviser to provide they will monitor your investments on your behalf and periodically provide you with a statement that you can discuss and review together

We have found that many of our clients receive so much paperwork from their various financial products that they find it difficult to know what they have where and how much it is costing them.



Some clients like to be able to view their Investments live online in between our meetings.



FINANCIAL STRENGTH AND DIVERSIFICATION

The security of your money is at the forefront of our minds at all time.

The Financial Services Compensation Scheme (FSCS) is a fund of last resort available to compensate consumers if an authorised financial services provider because insolvent or has insufficient assets to meet its obligations to you.

Platform

- The assets you invest are held completely separately from the platform's own company assets.
- The cash on the platform is 'ring-fenced' from the companies money and held in a client money account usually spread across a number of banks.
- Each individual fund held on the platform will have its own FSCS protection. Which means if that Fund Manager became insolvent you would be protected for 100% of the first £50,000 held in that particular fund.

Pension

Where the Pension is a contract of insurance, the maximum amount an investor can claim for under the FSCS, in the event of the operator defaulting, is 90% of the value of the pension. This amount is currently uncapped.

Where the Pension is a trust based arrangement, the maximum amount that an investor can claim for under the FSCS in the event of the operator defaulting is £50,000.

UK Life Assurance Bonds

The Life Assurance company that runs the bond would be protected by up to 90% of the claim with no upper limit.

The individual funds within the bond are owned by the Life Assurance Co and so the FSCS protection is divided between all the investors via that life company.

This applies equally to bonds held on Platform and individually.

Offshore Life Assurance Bonds

The Life Assurance company that runs the bond would be protected by an equivalent to the FSCS in its jurisdiction e.g.:-

Dublin:
FSCS same as UK

Chanel Islands:
Jersey Depositors' compensation scheme

Isle of Man:
Financial Supervision Commission

ISAs and Direct Investment in Funds

Each individual fund held on the platform will have its own FSCS protection. Which means if that Fund Manager became insolvent you would be protected for 100% of the first £50,000 held in that particular fund.

In summary the type of product has more impact on your investor protection than whether or not those products are held on platform

WHICH WOULD SUIT **ME** BEST?

Platform

Clients who benefit from a platform:

They often have more than one financial product or 'tax wrapper'

They often don't like receiving lots of paperwork and statements.

They tend to have a longer term plan and relationship with their adviser and expect to add further investments in the future.

Want their adviser to advise them on all their investments

Typically enjoy having access to view their investments online.

They feel more comfortable having all their money in one place.

Non - Platform

Clients who benefit from holding individual products:

They are unconcerned about receiving paperwork or even having to log onto different provider websites

May only want to buy a product and not have an ongoing relationship with an adviser.

They may only need a single product and don't expect to have more.

Want to take advantage of a particular special offer or special feature that meets their particular needs

Like the idea of having different products with different household names.

They are not comfortable having all their investments in the same place.



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