

Pilot Financial Planning Fee Schedule: Private Client Services

Our fees for the preparation, implementation, review and monitoring of your financial plans are as follows:

	Initial Advice Fees*	Wealth Management & Financial Planning Fees (per annum)**	
Financial Planning Service	Strategic planning: £850 (Discovery process & Cash flow modelling) Detailed analysis/Financial Planning Report/implementation: £1,250	Less than £250,000	1%
		£250,000 – £499,999	0.9%
		£500,000 – £999,999	0.8%
		£1m – £1,999,999	0.7%
		More than £2m	0.6%
	(Subject to a minimum fee of £1,500 per annum)		
Essentials Service	Information gathering/detailed analysis/Financial Planning Report/implementation: £1,250	0.75% (Subject to a minimum fee of £750 per annum)	
Initial Advice Only	Information gathering/detailed analysis/Financial Planning Report/implementation: £1,250	N/A	

*Please Note: VAT may apply to our fees in some circumstances, including where no product/investment transaction takes place.

An additional charge is made for the following:

- Advising on legacy investments - £250 - £300 per product.
- Other complex advice needs (e.g. advice on trust arrangements, defined benefit pension schemes, Enterprise Investment Schemes & Venture Capital Trusts), the charge for which would be agreed on an individual basis.

**We also offer the option of a fixed price ongoing fee, by individual agreement.

We offer a variety of methods by which we can be remunerated for our services, so you can select the method that best suits your needs. We will discuss your payment options with you and answer any questions you have.

You should note that where our fees are paid through deductions from your investments, the capital value of those investments, and any income derived from them, will be reduced. Any fees paid in this way may also reduce your personal tax thresholds and/or exemption levels. Where this happens we will discuss it with you and confirm it in your financial planning report.

The table below provides some indicative examples of our Wealth Management & Financial Planning fees. These will be based on the value of assets on an ongoing basis and so may be either higher or lower than the values indicated should those investments respectively rise or fall in value. These fees will be charged indefinitely, or until the agreement is cancelled by either party.

Investment Amount	Wealth Management & Financial Planning Fee (%)	Wealth Management & Financial Planning Fee (£)
£150,000	1%	£1,500
£250,000	0.9%	£2,250
£500,000	0.8%	£4,000
£1,000,000	0.7%	£7,000

Remote Advice

Meetings more than one hour's travelling distance from our office are delivered via Skype / telephone / web conference, or are subject to an additional charge, by agreement.

Pure Protection Policies

We will quote separate fees for the arrangement of non-investment, pure protection policies (eg. term assurance, critical illness insurance & income protection), prior to commencing any work.

We also offer the option of payment by commission for the transaction of pure protection policies.

Calculation & Payment of Fees

Initial advice fees will be due on presentation of our report and invoiced accordingly. Wealth Management & Financial Planning fees will accrue from the inception of the implementation phase.

The basis of the percentage charge for our financial planning and investment advice service will be all investable assets on which the service is being provided. For the sake of clarity, we confirm that this will exclude all used assets and cash held in your day-to-day current or savings accounts. The percentage fee & payment method will be agreed annually in advance, based on your total portfolio value at the time.

Where investments are held on a nominee platform, or in other financial products that facilitate the payment of adviser fees, deductions may be made from your account(s) on a regular basis (typically monthly, although this may vary by platform and product). Your fees will be paid to Pilot Financial Planning based upon the portfolio value at each valuation date. Where investments are not held on a nominee platform, or if you choose to pay us directly, fees will be calculated & invoiced accordingly. In the case of any review and monitoring fees this will be done annually in arrears.

Treatment of Commissions

We prefer to receive fees agreed with you, instead of commissions decided by product providers. We believe this charging method protects our impartiality.

We do offer to the option of payment by commission for pure protection policy transactions. However, in almost all cases any commission paid will increase your insurance premiums.

Please note that if we become the servicing agent for your existing plans, we may receive trail or renewal commission for these contracts. Any such commission received for investment-based contracts will be offset against our fees for the future services we provide.
