

Our Fees & Services for Private Clients

Following our initial discussion (for which there is no charge), the fees for our initial advice and ongoing wealth management and financial planning are as follows:

	Initial Advice Fees*	Annual Wealth Management & Financial Planning Fees	
Financial Planning Service	Strategic planning: £850 (Discovery process & cash flow modelling) Detailed analysis/Financial Planning Report/implementation: £1,250 - £3,000	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 - £2,000	0.75% (Subject to a minimum fee of £1,000 per annum)	
Transactional/One-Off Advice Service	Information gathering/detailed analysis/Financial Planning Report/implementation: £1,250 - £3,000	N/A	

*A personalised quotation will be provided before any work is undertaken. 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.

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.

Non-Investment Insurance

We will quote separate fees for advising on and arranging non-investment insurance (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 Wealth Management & Financial Planning 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. 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, would be reduced.

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 non-investment insurance. 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 services we provide.