

# our wealth management client proposition

## who we are

Beaumont Robinson is a long established Independent Financial Services company which has offered impartial financial planning advice to a loyal base of clients since 1971.

Our client base currently includes in excess of 4,000 active individuals and companies with more than £450 million in funds under management / administration.

Our success has been based on three core principles; integrity, professionalism and impartiality, coupled with a creative and innovative approach to financial planning and a belief in a bespoke client service.

## what we offer

We offer a wide range of specialist services, including advice on investments, Inheritance Tax planning\*, general taxation\*, trust and business planning\*, including all types of pension schemes and employee benefits. Our focus is on both wealth enhancement and wealth protection.

We believe in providing a high quality service, with the emphasis on building long term relationships with our clients, and we have a dedicated and skilled team of consultants, research analysts, technical support and administration staff who work together to achieve this.

## our wealth management service proposition

The service we can offer you is broken down into four stages as follows:

- An initial consultation
- An implementation process
- A review and recommendation process
- An ongoing review service

### initial consultation

We offer up to 1 hour's complimentary consultation and the purpose of this is to identify your personal needs and objectives, establish what benefits would result from using our services, outline our associated costs and give you the opportunity to appoint us.

### review and recommendation process

This could involve a specific review of particular issues you feel require attention or could involve a complete overview of your entire financial situation.

Any or all of the following issues could form part of our review service and we would agree this at the initial consultation.

#### **Investment Review**

An objective assessment of your risk tolerance and complete review of existing investments held, including the interest rates applicable on cash deposits.

#### **Taxation Review\***

A review of the opportunities and threats created by the taxation rules in relation to the areas of investment, pensions and retirement planning.

#### **Pensions Review**

A review of existing pension arrangements, along with an assessment of the viability of value added strategies such as Self Invested Personal Pension Plans (SIPPs) and Small Self Administered Schemes (SSAS). We also offer a remote service for smaller pension funds where the holdings are reviewed quarterly and managed up to retirement.

#### **Retirement Planning**

Guidance on how best to use the pension funds you have available to generate income in retirement, including conventional annuity

purchase, investment linked annuities, capital protected annuities, impaired life annuities, Unsecured Pension (USP) and Alternatively Secured Pension (ASP), Open Annuity and Scheme Pension.

#### **Protection Review**

An assessment of any life or health protection policies in place, the level of cover provided and any identified shortfalls.

#### **Estate Planning Review\***

A review of any existing legal documents in place, along with an assessment of the impact of Inheritance Tax on your estate and possible solutions to mitigate this.

#### **Lifestyle Financial Planning\***

The creation and implementation of a strategy to enable you to achieve your objectives.

Once our investigation has been completed we will then be in a position to identify and recommend specific solutions to meet your needs and objectives.

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## implementation process

This process only begins once we have your agreement on the strategy to be put in place.

This may involve arranging investments or acquiring products on your behalf or simply implementing a specific financial planning process, such as estate planning.

## ongoing review service

An ongoing review service has always been integral to our business as we believe that it can add significant value to both individuals and businesses.

The purpose of this is to develop our planning strategies over time to take into account your changing circumstances and objectives as well as developments in economic conditions or legislation (taxation etc). It also gives us the opportunity to give you access to new ideas and financial products.

This service can include the following:

#### **Valuation Service**

Up to date valuation of all the investments / pensions held, either quarterly, six monthly or annually.

#### **Regular Review Meeting**

Unlimited telephone and email access to your adviser, along with a face to face meeting to review your affairs either annually or six monthly.

#### **Administrative Support**

Unlimited access to dedicated administrators.

#### **Portfolio Review Service**

An assessment of the asset allocation of your investment and pension portfolios against a set benchmark, an assessment of the individual funds held and guidance as to whether more suitable products / funds are available in the market.

#### **Taxation Planning Service\***

Guidance regarding the minimisation of your income and capital gains tax liabilities, as well as how to restructure your holdings to mitigate the effects of inheritance tax on your estate.

#### **Pensions Service**

Advice regarding changing pensions legislation and the opportunities and threats created by this.

#### **Comprehensive Lifelong Cash Flow Forecasts\***

Provides a sophisticated analysis of your current financial position, identifies any shortfalls and quantifies action required to enable you to reach your goals.

The way these services are provided is broken down into four distinct categories.

	Diamond	Pearl	Crystal	Sapphire
Pension Fund Income Withdrawal valuation service	6 monthly	6 monthly	Annual	Annual
Investment/Pensions valuation service	6 monthly	6 monthly	Annual	Annual
Market Commentary	6 monthly	6 monthly	Annual	Annual
Review Meeting	6 monthly	Annual	Annual	Available on request **
Taxation Planning request	6 monthly	Annual	Available on request **	Available on request **
Pensions Service	6 monthly	Annual	Available on request **	Available on request **
Cash Flow Forecasts	Annual	N/A	N/A	N/A
Company Newsletter	6 monthly	6 monthly	N/A	N/A
Financial Conference	Annual	Available on request ***	N/A	N/A

\*\* These services will be costed at a maximum of £225 per hour (plus VAT).

\*\*\* This service will be costed individually.

Automatic annual review meeting for all Pension Fund Income Withdrawal clients - Sapphire clients charged at hourly rate.

## standard fees

### review and recommendation fees

Our standard fees in this respect are as follows:

- £500 in respect of a report covering a specific review or investigation
- £1,000 in respect of a comprehensive report covering multiple issues
- £500 to £1,000 in respect of a pension transfer analysis

Please note that VAT will be chargeable where appropriate. Please also note that for complex cases requiring work by specialists, then additional charges may apply, however, these would be agreed with you in advance.

### implementation

If the agreed strategy involves investing in new financial products or additional investments to existing products (either personal investments or pensions) then the following standard charges will apply:

Investment Amount	Initial Charge
First £100,000	3%
Balance from £100,001 to £250,000	2%
Balance from £250,001 to £750,000	1%
Balance above £750,001	0.5%

A move into Unsecured Pension under a pension fund or a move from Unsecured Pension to Alternatively Secured Pension will be charged at a maximum of 1% of the fund value.

VAT will be chargeable where appropriate.

## ongoing review

The fees for this service are as follows:

### Diamond Service

Individually agreed in a range between 0.5% per annum and 0.75% per annum in respect of funds under management, subject to a minimum fee of £3,000 per annum.

### Pearl Service

Individually agreed in a range between 0.5% per annum and 0.75% per annum in respect of funds under management, subject to a minimum fee of £1,750 per annum.

### Crystal Service

Individually agreed in a range between 0.5% per annum and 0.75% per annum in respect of funds under management, subject to a minimum fee of £750 per annum.

### Sapphire Service

Individually agreed in a range between 0.5% per annum and 0.75% in respect of funds under management, subject to a minimum fee of £250 per annum.

The following charges would also be applicable in addition:

- Implementation fees – these apply as outlined earlier if new products are arranged within an existing portfolio
- Fund switch fees – a maximum fee of 1% applies in respect of fund switches within an existing investment/ pension product.

VAT will be chargeable where appropriate.

## time costed option

All our fees can be calculated on a time costed basis and we charge between £150 and £225 plus VAT per hour. The cost will vary depending on the seniority of the principle adviser and the complexity of the work involved.

We may also derive income from some of the investments we arrange and manage. Should this apply then the income can be offset against initial and ongoing fees.

All the fees outlined will be payable on completion of the work.

independent  
financial  
advisers

beaumont.robinson.

Beaumont Robinson Limited is authorised and regulated by the Financial Services Authority (FSA)

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\*The FSA does not regulate all aspects of these services.

Find out more at [www.beaumont-robinson.co.uk](http://www.beaumont-robinson.co.uk)

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