About the cost of our services

Wealth Management Service

Towers of Taunton (Financial Services) Ltd

The Post House, Church Square, Taunton, Somerset TA1 1SA

1. The Financial Services Authority (FSA)

The FSA is the independent regulator of financial services. It requires us to give you this document when advising on some savings and investments. You may use this information to compare value for money, to shop around and to decide which firm to use.

2. Our services

Dr Robin Keyte is a director of the company, a Chartered Financial Planner, a CERTIFIED FINANCIAL PLANNER [CM] and has expertise in ethical / socially responsible investment (a personal profile is attached).

The services offered by him include an initial discussion (without charge) where he will describe the services on offer more fully and explain the payment options. If you decide to proceed, he will:

1. Gather data about your circumstances; 2. Establish your goals & objectives; 3. Process and analyse the information; 4. Recommend a plan of action; 5. Implement the plan where agreed; 6. Review the plan regularly.

The Comprehensive Financial Planning Service covers goal setting; analysis of net worth; analysis of debts / liabilities; analysis of cashflow (income and expenditure); <u>investment analysis & planning (including an ethical investment service)</u>; <u>retirement planning & analysis</u>; <u>protection planning</u>; <u>education fees planning</u>; <u>tax & estate planning</u>; <u>charitable giving / philanthropy & direct social investment service</u>.

Clients only wanting elements of the comprehensive service can choose financial planning focused on one or more of the individual areas underlined. Robin also offers a business financial planning service.

Robin is happy to provide financial planning services to the following categories of client: private individuals ; trusts / trustees / beneficiaries; charities ; companies / partnerships.

3. What are your payment options?

Not all firms charge for advice in the same way. We will discuss your payment options with you and answer any questions you have. We will not charge you anything until you have agreed how we are to be paid. **We have ticked the payment options we offer**.

☑ **Paying by fee**. Whether you buy a product or not, you will pay us a fee for our advice and services. If we also receive commission from the product provider when you buy a product, we will pass on the full value of that commission to you in one or more ways. For example, we could reduce our fee; or reduce your product charges; or increase your investment amount; or refund the commission to you.

☐ **Paying by commission (or product charges)**. If you buy a financial product, we will normally receive commission on the sale from the product provider. Although you pay nothing up front, that does not mean our service is free. You still pay us indirectly through product charges. Product charges pay for the product provider’s own costs and any commission. These charges reduce the amount left for investment. If you buy direct, the product charges could be the same as when buying through an adviser, or they could be higher or lower. We will tell you how much the commission will be before you complete an investment, but you may ask for this information earlier.

4. How much might our services cost?

We will agree the rate we will charge before beginning work. We will tell you if you have to pay VAT. We offer clients the choice of an hourly fee rate, or a fixed fee calculated as a percentage of funds under advisement. Our typical charges are:

<u>Hourly Fee Rate</u>

Robin Keyte	£145 per hour
Robin Keyte's personal assistant	£ 50 per hour
Robin Keyte's trainee	£ 60 per hour

OR

<u>Fixed Fee for Financial Planning Work Calculated as a Percentage of Funds Being Advised Upon</u>

2.00% on first £100,000
1.50% on next £150,000
1.00% on next £250,000
0.50% on next £500,000
0.25% on balance in excess of £1,000,000

<u>Fixed Fee for Ongoing Servicing Calculated as a Percentage of Funds Under Continuing Advice</u>

0.50% per annum on first £1,000,000
0.25% per annum on balance in excess of £1,000,000

The minimum of Funds Being Advised Upon required for the fixed percentage amounts to apply is £50,000. For amounts less than this, the hourly rate will apply.

You may ask us for an estimate of how much in total we might charge. You may also ask us not to exceed a given amount without checking with you first.

5. Further information

If you need any more help or information

- ask your adviser; or
- visit www.fsa.gov.uk/consumer.