SUCCESSION WEALTH

Our Services & Fees

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Who we are

Cutter & Co Financial Planning joined Succession Wealth Management Ltd (SWM) in 2025.

We continue to provide independent financial advice to the clients of Cutter & Co, a third-generation private client accountancy firm based in the Midlands, however this is now under Succession Wealth, a national firm with local offices across the UK. Working closely with your accountant, we help ensure your financial planning supports and complements your overall financial position.

Our team of Wealth Planners includes Chartered Financial Planners, Certified Financial Planners and Fellows of the Personal Finance Society. We place our clients' interests at the heart of everything we do, drawing on expertise across investments, pensions and asset management.

When you engage one of our Wealth Planners, you also benefit from the collective knowledge and experience of our wider national network of colleagues, helping to ensure your advice is robust and carefully considered.

Cutter & Co
financial planning
NOW PART OF SUCCESSION WEALTH

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How we help

Working alongside your accountant, we focus on what matters most to you and the bigger picture of your financial life. Supporting clients throughout their wealth journey is a responsibility we value deeply, and we build long term relationships that often span generations. When you choose to work with us, you can expect a high quality, personal service tailored to your individual financial aspirations.

We recognise that effective wealth management extends beyond tax planning alone. Just as your accountant works to ensure your tax affairs are optimised, high quality financial planning advice plays an important role in helping you make informed decisions about your wider financial position and future plans.

Our experienced Wealth Planning team helps you address your financial planning needs with clarity. We take the time to understand your goals, assess the strengths and weaknesses of your existing arrangements, and develop a financial plan designed to support the life you want to lead.

We also provide guidance to help protect you, your loved ones and your beneficiaries in the event of death or serious illness, helping to ensure appropriate safeguards are in place.

In conjunction with your accountant, we help you make effective use of available allowances, exemptions and tax planning opportunities, supporting you in managing your tax position appropriately.

Wherever you are on your financial journey, we will work with you to clarify what matters most to you, build a tailored financial plan, and provide ongoing support to review and adapt your plans as your circumstances change.

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Why choose us?

We understand that you have your own priorities, needs, dreams and aspirations. We know that in a fast-changing world, security and peace of mind are priceless, and that financial wellbeing and independence are vital for you to have the confidence to live the life you desire.

There is no charge for your first meeting with us, and there is no obligation on your part to proceed. It's an opportunity for us to find out more about you and your aspirations, and for you to ask any questions you might have about the services we provide and what you expect from us.

Should you choose to work with us, you can expect:

Our Advice

- Holistic, independent advice – we are not tied to any providers.
- A high level of expertise delivered through our network of experienced Wealth Planners.
- A distinctive approach to investment management, with access to the Succession Investment Matrix and Model Portfolio Services, developed in partnership with our sister company, Succession Advisory Services.

Exceptional Service

- Looking after other people's wealth is a privilege that we never lose sight of. We treat your finances as you would yourself – with great care.
- Annual review meetings come as part of our ongoing service. However, if you require advice outside of these meetings, your Wealth Planner can be contacted by phone, email or, if you prefer, a visit to one of our offices, where you will be welcomed by our friendly colleagues.

Financial Confidence

- Financial wellbeing can only be achieved when you have financial confidence. Our Wealth Planners are dedicated to helping you take control of your finances, and provide you with the confidence you need to pursue what matters to you.

Ongoing Support

- Our wealth planning teams are based across the UK, enabling us to provide personalised planning, and easily accessible support from a trusted Wealth Planner, whenever you need it.
- Life is unpredictable, so you can be reassured that if your circumstances change unexpectedly between your annual review meetings, our Wealth Planners will be available to help you navigate through them.

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What we can do for you

We focus on what's important to you. We combine diligent risk management with an evidence-based investment philosophy and the expertise to build a portfolio tailored to your individual needs. We consider your financial circumstances and risk profile, and, of course, provide a welcoming and dedicated service.

We take a structured approach to creating a financial plan that's individually tailored to your current circumstances, which will be regularly reviewed and updated in line with your evolving aspirations for the future.

Our plans are designed to help give you the confidence and reassurance to live the life you want, while also being flexible enough to keep pace with any changes you might face. We are proudly independent, and our financial planning reflects this.

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Five-step approach

We take a structured, five-step approach to creating a unique financial plan that's individually tailored to your current circumstances.

Step 1: Clarity

Your first meeting with us comes with no obligation. It's an opportunity for us to get to know each other better and discuss your current situation and aspirations. If you wish to engage us, we will discuss what you want to achieve with your wealth, our fees, and the next steps you might want to take. We will also ask you to provide information about your income, expenditure, tax liabilities and existing policies. The details of our agreement will be set out in our terms of business and letter of engagement.

Step 2: Analysis

Next, your Wealth Planner and their team will consider the details of your current financial arrangements, and assess whether they're working as well as they can for you. This could include savings, investments, borrowing, property, protection, Wills and pensions. We'll also review your appetite for risk, your capacity for loss, and what your future might look like without a financial plan in place.

Step 3: Plan

Your Wealth Planner will now present you with a comprehensive overview of our recommendations, to help you achieve your financial goals. This may include a cashflow model, which is a visual representation of your potential financial future based on our recommendations, and is intended to provide you with the peace of mind of knowing you're on the path to achieving your goals.

Step 4: Action

With your agreement, we'll implement the strategies recommended in your financial plan. Depending on your situation, this stage might be quite straightforward, or may involve restructuring your current arrangements. Your Wealth Planner and their team will work together to action all changes to support a smooth and timely process and keep you up to date on progress at all stages.

Step 5: Confidence

Financial planning isn't a single event. It's important that we stay in regular contact with you, to ensure your personal plan is keeping pace with any changes in your life and the world around you. Our regular reviews are a chance for you to tell us about any changes to your circumstances or aspirations. They also give us the opportunity to update you on how your financial arrangements are performing and what new options may have become available. Outside regular reviews, your Wealth Planner will always be happy to hear from you. Ongoing services are chargeable and can be cancelled at any time.

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Your financial advice needs

Your financial advice needs will vary throughout your lifetime, and it's our job to be there with you every step of the way through our ongoing services. Our holistic approach to financial planning is designed to support you regardless of your current stage of life, or specific advice needs. Typically, our clients include those starting on their journey to build their wealth, those preparing for retirement or at retirement, and those looking to pass on their wealth to the next generation.

Savings and Investment planning

First, we need to understand why you're looking to save or invest, as this is the foundation of any investment strategy. Your Wealth Planner will then work with you to understand the level of risk with which you are comfortable and how this fits with the financial objectives you've set – and the timeframes you want to achieve them in. These facts will allow us to recommend investment solutions which aim to deliver on all factors for you, ranging from mainstream investments such as Stocks and Shares ISAs for growth and income through to more specialist solutions such as Venture Capital Trusts and Enterprise Investment Schemes.

Inheritance and Estate planning

As part of your financial plan, we will consider what you would like to happen to your estate on death. However, this process isn't just about passing on your assets; it's also about protecting your wealth and analysing your finances now to make the most of your assets while you are still alive. This may also include preparing a Will, establishing Trust arrangements, and making investments which qualify for relief from Inheritance Tax (IHT), such as AIM Portfolios and Business Relief qualifying investments.

Protection

Wealth management incorporates the insurance of existing, and future, income and wealth. Using a range of insurance products such as life insurance, critical illness cover, family income benefit, and income protection you can achieve peace of mind that you're covered in the event of the unexpected happening.

For business owners, we can also advise you on corporate insurance such as Keyperson, Relevant Life and Shareholder protection.

Whether you are considering personal, or corporate insurance, we can advise you.

Pensions and Retirement planning

Whether you are approaching or at retirement or thinking ahead to a future where you will no longer work, we can help you to consider all your options to maximise your lifetime's earnings when you need it most. Contributing to a pension is a great way to build wealth tax-efficiently over the long term. When you reach retirement age, you'll have various options to access your money, and depending on the value of your pension savings, it could provide you with an income for the rest of your life. With complex rules and legislation around pensions, financial planning can give you clarity and help you plan your retirement income needs effectively.

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Your financial advice needs

Tax planning

Proactive tax planning can have a remarkable effect on your personal finances. There is never a one-size-fits-all approach to tax; each taxpayer will have different circumstances which could affect their tax situation.

There are several valuable allowances and tax reliefs which you may benefit from, so we will ensure you have all the information you need before you decide how, when, and where to invest. Where appropriate, we can work alongside your accountant to provide a comprehensive approach.

Protecting your wealth and assets

Whether you have earned your wealth, inherited it, or made shrewd investments, you will want to ensure that as much as possible is enjoyed by you, your family, and your intended beneficiaries. We will ensure you have a good financial plan to protect your assets.

Trusts

Trusts can be used for minimising or mitigating IHT and may offer other benefits as part of an integrated and coordinated approach to financial planning. A trust is a fiduciary arrangement that allows a third-party, or Trustee, to hold assets on behalf of a beneficiary or beneficiaries.

A Trustee takes responsibility for managing a Trust's assets. There are various duties and obligations imposed on Trustees to ensure both Trust Law and the terms of a Trust Deed are complied with, which we can support you with.

With all of the above options we consider the whole of the market. We are not tied to any product provider.

Mortgages and Equity Release

To complement our independent advice services, we can also access Mortgage and Equity Release advice for you through our sister company, Succession Financial Management. For Mortgage and Equity Release advice we consider the whole of the market.

Succession Employee Benefit Solutions

For business owners, we can make an introduction to our specialist Consultants in our sister company, Succession Employee Benefit Solutions Limited (SEBS). The team at SEBS will work with you to successfully implement employee benefit strategies that can lead to higher employee job satisfaction, higher job retention, and help attract the right new members for your team.

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Our services

What you can expect from your first meeting with us

Our first meeting is a chance for us to get to know each other a little better. It's an opportunity for you to get a sense of whether we are the 'right fit' for you, and whether we will be able to help you achieve your objectives.

All initial meetings are at no cost to you.

You will leave our first meeting with a clear idea of what the next steps are, and how much we will charge, if you decide to engage with us.

Our work is focused on helping you to plan for success. You can expect:

- FCA-regulated independent advice.
- To be listened to with sensitivity.
- To be treated with respect and as an individual.
- A clear plan for the next stage of your financial planning journey.
- A clear and detailed summary of the costs you will incur.

Our approach provides you with answers to your questions and a personalised plan based around your unique financial aspirations. By taking the time to get to know you as an individual, we can build a solid plan that incorporates all the things that matter most to you.

Cashflow

Cashflow modelling is an important part of the financial planning process. We use our cashflow modelling software to illustrate how different choices under different scenarios could affect your future financial position.

A cashflow model is a graphic representation of all your assets, investments, debts, income and expenditure, projected forward, year-on-year. With the help of calculated assumed rates of growth, interest, inflation, and wage rises, we can show you a range of potential outcomes.

There are many benefits to looking at your finances in this way, and your Wealth Planner will discuss cashflow with you, should it be helpful considering your individual circumstances. Cashflow modelling can help you understand and better organise your finances, manage your tax liabilities, and show you the potential impact of big financial and lifestyle decisions.

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Our services

What you can expect from our ongoing services

As part of our ongoing wealth management services, we intend to be with you for the journey. To ensure your financial plan keeps pace with any changes in your life and the world around you, we remain available and in regular contact with you.

Central to our service to you is your annual planning meeting with your personal Wealth Planner. These meetings are a chance for you to tell us about any changes to your circumstances, goals, or requirements. They are also an important opportunity for us to update you on how well your financial arrangements are working for you and to discuss options if any changes are required.

All aspects of your financial plan will be reviewed during your annual planning meeting; however, your Wealth Planner remains available to you for any advice outside of this meeting either by phone, email, or a visit to one of our offices if required.

Generational advice is an important part of financial planning. We can support your family across generations, providing advice to family members aged 18 and over so they can benefit too. Please ask your Wealth Planner for further details.

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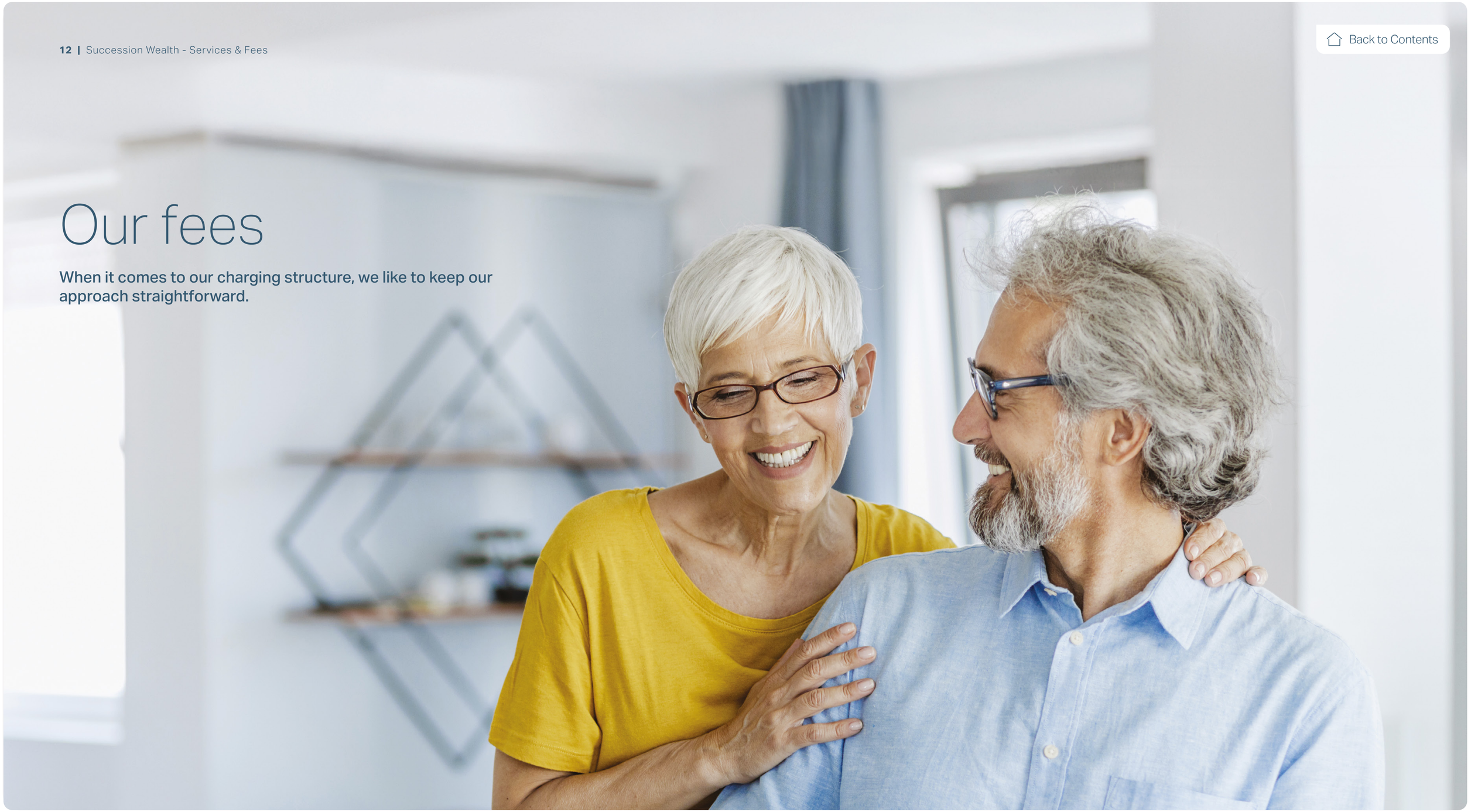
Our fees

When it comes to our charging structure, we like to keep our approach straightforward.



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Our fees

Your first meeting with us will be conducted at our cost and with no obligation from you.

After the initial meeting if you want to progress and engage us to provide advice, a Commitment Fee of £2,000 will apply, whether or not you proceed with any recommendation that we make.

The Commitment Fee covers some of the cost of the initial data gathering, research, analysis, and discussions with other professional advisers, as required. Should you decide not to proceed with our recommendations the Commitment Fee is the only fee you will pay and an invoice will be sent to you.

If you instruct us to implement our recommendations, you will pay an Implementation Fee instead of the Commitment Fee.

Our Implementation Fee is charged as a percentage of the assets invested. This is calculated on a banded basis as set out below:

- 3% on transactions up to £249,999
- 2% on transactions between £250,000 - £499,999
- 1% on transactions over £500,000

We will confirm the exact monetary amount based on the valuations at the time in our written Recommendations Report.

For example, on a portfolio of £300,000 in total you will pay £6,000, or for a portfolio of £800,000 you will pay a total of £8,000.

Ongoing Plan Charges

You will pay 1% per annum, based on the value of your overall portfolio under our advice, subject to a £2,500 minimum.

For example:

- A portfolio valued at £750,000 would attract an annual fee of £7,500.
- A portfolio valued at £350,000 would attract an annual fee of £3,500.

We normally collect the ongoing advice fee on a monthly basis.

Regular Premium Pensions and Investments

Our Implementation Fee for regular premium pensions and investments is 3% of the first year's annual premium.

For example:

A regular premium of £1,500 per month (£18,000 per annum) would attract a fee of £540.

Additional Fees

Where specialist advice, or advice outside of the scope of our service* is required, an additional fee will be charged, typically based on the time and personnel required to meet your needs. This will always be set out in writing and agreed with you prior to the commencement of any work, and we will confirm if VAT applies.

Hourly rates will be charged as follows:

- Chartered or Certified Financial Planner - £350 per hour
- Wealth Planner - £275 per hour
- Paraplanner - £150 per hour
- Administrator - £100 per hour

**For example - Mortgage, Equity Release, Defined Benefits, Protection and Long-Term Care Advice are all outside of our core advice services and will attract an additional fee.*

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Our clients

To help you see exactly how our financial planning works, we've outlined several scenarios to show how our services are helping clients at different stages in their financial journey.

This content is for general information only and does not constitute advice.

Janet and Kevin

Janet and Kevin came to us as they had several historic personal pension pots, and felt overwhelmed when trying to fully understand their performance, potential worth and the retirement income that could be realised from them. They were both extremely keen on obtaining independent advice to assist them in making the right choices for their future.

As part of their financial planning journey with us, we contacted all of Janet and Kevin's pension providers to get a full picture of their assets, in order to make recommendations to maximise any opportunities that were presented through the process (including reducing provider charges). We now review Janet and Kevin's pensions as part of our annual review service and provide them with a comprehensive report detailing all their investment details, while handling all administration for them.

David and Margaret

David and Margaret, both in their early seventies, approached us to review their estate planning and understand how Inheritance Tax (IHT) could affect the wealth they wished to pass on to their family. They jointly owned their home, held a combination of investments and savings, and each had a pension.

Their estate (excluding pensions) was valued at £1.1 million. By making full use of their combined allowances – including two nil-rate bands and two residence nil-rate bands – their total available allowance was £1 million. This meant that only a small portion of their estate would have been subject to IHT.

However, following discussions with their Wealth Planner, David and Margaret became aware of upcoming legislative changes. From April 2027, unused pension funds are expected to form part of an individual's estate for IHT purposes. When this was factored into their position, their estate increased to £1.5 million, significantly raising their potential IHT liability.

We worked with David and Margaret to explore their options, including reviewing how their pensions were structured, considering gifting strategies, and discussing how ownership and legacy planning could be aligned with their wishes. By taking advice early, they now have a clearer understanding of their position, and the opportunity to take steps to reduce a potential additional IHT exposure of up to £200,000, helping preserve more of their wealth for their family.

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John

John came to us for pension advice. At 48 and after leaving the corporate world behind him to start his own business as a consultant, John had only ever worked for one employer before, which he joined straight from university. John wants to retire as soon as he can, with a goal to have £1 million in his pension when he retires. He had accumulated £450,000 within his previous employer's pension scheme and wanted to conduct a review of that scheme and to implement a contribution strategy, so that his future retirement objectives can be met.

After getting to know John a little better, we discovered that he wanted to retire early so that he and his wife, Alice, could move to the East Coast and spend their retirement by the beach with their dogs. It was important to John to have a visual understanding of how his finances will map out over the remainder of his life. We therefore conducted a cashflow forecast, building in his objectives, to show John exactly how his finances would look over the remainder of his life.

After conducting some research into his previous pension, we recommended a transfer of that scheme to give John access to a wider range of investment funds, and advised that monthly contributions of £500 into the new pension would help achieve his goal of retiring as soon as possible with £1 million in his pension pot.

Paul and Andrew

Following the sale of their business, Paul and Andrew approached us for comprehensive and independent financial advice.

At our first meeting, we discussed their goals and objectives, and gained an understanding of the level of risk which they were comfortable with. We also confirmed that this level of risk matched their financial objectives, and their capacity for loss; that is their financial ability to endure potential losses to their investments without a significant impact on their financial stability or lifestyle.

Gathering this information allowed us to build a tailored financial plan for Paul and Andrew, laying out various options for them. After some consideration, they implemented our recommendations, which included the restructure of current investments and new investment strategies, along with establishing new protection policies to ensure that their family was covered in the event of the unexpected happening.

Paul and Andrew are now enjoying some well-deserved downtime with their young family, before launching into their next professional endeavour.

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Oliver

Oliver has seen his personal wealth grow under the guidance of one of our Wealth Planners. As Managing Director of an SME manufacturing company, Oliver also wanted the same level of professional care and attention for his business, to ensure compliance with his employer automatic enrolment pension obligations.

Oliver's Wealth Planner introduced him to one of his colleagues in our sister company, Succession Employee Benefit Solutions (SEBS), who was able to guide him through pension scheme design and implementation, including pensionable pay definitions, Declaration of Compliance and Certification requirements as enforced by the Pensions Regulator, statutory communication obligations and subsequently the introduction of Pension Salary Exchange, as an alternative to relief at source and net pay.

Over time a comprehensive employee benefits package has been put in place including Group Life Assurance, Group Income Protection, Group Critical Illness, and a Health Cash Plan for all employees. In addition, the Management Team are also provided with membership of a Group Private Medical Insurance scheme for their family members.

Oliver's dedicated Employee Benefit Consultant at SEBS provides a comprehensive annual report, to create an audit of ongoing pension governance, automatic enrolment commitments and wider benefit provision, to support Oliver in keeping his business fully compliant and an employer of choice. SEBS also provide group presentations to employees on their benefit provision and broader areas of financial education, with follow up individual meetings also available. Oliver's employees feel valued and supported by him, with increased retention from their peace of mind of knowing that they are protected now and for their future.

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Our purpose, values and vision

Our purpose

To make a meaningful and lasting impact on the lives of our clients and their families.

Our values

Client-first

The Foundation

Do the right thing

Deliver on promises and exceed client expectations.

Work as one team

Win together with respect and decency – no egos.

Consider long-term legacy

Decisions aligned to our ambition and vision.

Listen and act

Our colleagues and partners actively engaged in the pursuit of our vision.

Our vision

To be the **go-to partner** that individuals, families and institutions trust to help achieve their financial goals.

To be the **employer of choice** in the Wealth Management sector.

To drive **stable, profitable growth** for our business and the Aviva Group.

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SUCCESSION WEALTH

Cutter & Co financial planning

NOW PART OF SUCCESSION WEALTH

Please note:

The value of your investment(s) and the income derived from them can go down as well as up and you may not get back the full amount you invested.

The Financial Conduct Authority does not regulate on cashflow planning, Will writing, taxation, trusts, estate planning, and certain aspects of corporate services.

Succession Wealth is a trading name of Succession Wealth Management Limited, which is authorised and regulated by the Financial Conduct Authority. Financial Services Register number 588378.

Succession Wealth Management Limited is registered in England and Wales at The Apex, Brest Road, Derriford Business Park, Derriford, Plymouth, PL6 5FL. Registered number 07882611.

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