



# SUCCESSION FINANCIAL MANAGEMENT

## Our Services & Fees



*Uncomplicated, high-quality, financial solutions*

At Succession Financial Management, we understand that the path to financial wellbeing is different for everyone and that there are lots of decisions to be made along the way.

We'll help you make the right decisions at the right time, so you can make the most of your money.

Wherever you are in your journey, we'll work with you to help you understand what's important and we'll recommend solutions which give you peace of mind and confidence in your financial future.

Whether you're looking for advice on a number of needs, or for one specific need such as a mortgage, or a protection policy, or you're looking for an ongoing advice service (which we'd recommend), we would be happy to help.

Feel free to get in touch to see how we can help you to achieve your financial objectives.

## Welcome to Succession Financial Management

We are a national financial advice firm with local offices across the UK. Our team of Wealth Planners deliver high quality advice to thousands of clients, meeting either in one of our local offices or virtually.

We're committed to helping people achieve their financial goals. Our clients are at the heart of everything we do and supporting them with their finances is our privilege. When you choose to work with us, we promise to provide exceptional personal service tailored to your financial needs.

Backed by the Aviva Group, Succession Financial Management is part of the Succession Group. Succession also has a team of experienced Independent Wealth Planners who specialise in more complex financial solutions. This means that should your needs evolve, we have access to a national network of specialists who can provide advice in areas such as Long-Term Care Planning, Defined Benefit Pension Transfers, and Estate Planning to name but a few – all of which can be made available to you should your needs change.

Did you know that people who take advice are, on average, **£47,000** better off in retirement than people who don't?\*



\*Source: International Longevity Centre, November 2020

## Our Services

At Succession Financial Management, we work with clients who need easy to understand and high-quality financial solutions. Whether you are buying a home, building up savings and investments, protecting your family or planning for a comfortable retirement, we will help you to put the right plans in place as you progress on your financial journey.

We know that your financial needs and aspirations are unique and will change over time, so we offer a range of services and solutions to meet multiple financial planning needs. Our services can be provided either on a one-off basis or on an ongoing basis.

At our initial meeting, we'll start to get to know you; your current situation, financial advice needs, and how we can help you. We'll explain our charging structure to you, but rest assured our initial meeting places no obligation on you to proceed.

If you wish to engage with us formally, we'll get to know more about you and your current financial situation before we start researching solutions from a specially selected range of products. This will allow us to provide you with a personal recommendation. If we agree an ongoing service is right for you, we will stay in regular contact with you to ensure your plans remain on track.

Pensions



Investments



Protection



Equity Release



Mortgages



## Our Services

To help you understand which service is right for you, our initial meeting will be free of charge with no obligation to proceed. We'll find out about your current situation and what you want to achieve so that we can explain how we can help, and what you can expect our costs to be.

If we can help, we'll move forward to a fact-finding meeting to ensure that we fully understand your circumstances, needs and objectives to enable us to recommend the right course of action. This meeting is typically carried out virtually or by telephone.

We'll analyse any existing investments by contacting the associated providers on your behalf. We will then research appropriate solutions, before presenting a formal Recommendations Report which explains the benefits, risks, and costs of our advice. We'll also confirm whether we'll be supporting you on an ongoing basis or if the recommendation is for one-off or transactional advice. Once you've considered

the recommendations and if you are happy to move forward, we'll take the steps required to put this in place.

Your financial plan may need updating over time as your circumstances change. If required, we can support you on an ongoing basis via our annual Checkpoint. Where we are providing this ongoing support, we'll review your financial products and any changes to your circumstances each year to ensure they remain suitable. We'll also supply you with an annual valuation and we'll ask you to confirm if any of your details have changed, acting where required to keep you on track.

Where you opt for our ongoing support, in addition to the annual Checkpoint your Wealth Planner will discuss your objectives and aspirations with you on a periodic basis during your planning meeting to ensure that we are doing everything we can to help you meet your financial goals. We will agree the frequency of these meetings with you according to your needs.



## Our Solutions

### Investments and Pensions

Our Investment and Pension solutions are provided by carefully selected investment partners.

### Annuities

We offer personal Annuity recommendations from providers across the whole of market.

### Protection

We offer personal recommendations in relation to Term Assurance, Critical Illness Cover, Income Protection, Family Income Benefit and Whole of Life products. We'll make recommendations from insurers across the whole of market.

### Mortgages (including buy-to-let)

We recommend mortgage solutions from a range of mortgages available that are representative of the whole of market.

### Equity Release

We offer products from the whole of market.



As a Succession Financial Management client, you'll benefit from the award-winning Aviva platform and exclusive market-leading platform charges. You'll be able to easily keep up to date with your plans – with full access at your fingertips through the My Aviva app.

#### The My Aviva app allows you to:

- Obtain real-time valuations
- Track contributions
- Track the progress of transfers
- See how your investments are performing
- Change your contact details



## Our Charges

You will pay for our services through either an adviser charge or on a commission basis or via a combination of both. We will discuss and agree the application of our charges, your payment options, when you will have to pay our fees and answer any other questions that you may have, before you engage with us formally. The actual amount that we will charge will be based on the services that will be provided to you.

We will not charge you until we have agreed the level of charges and how they are to be paid.

---

### **Investments, Pensions and Annuities: Initial Advice and One-off/Transactional Services**

Initial Fee: 2% of your portfolio value on which we provide advice, subject to a minimum fee of £1,500.

Where we arrange a new regular premium contract, the initial charge will be 2% of the premiums payable in the first year.

You will pay for our initial advice services via an adviser charge. We will inform you in writing, prior to any charges being incurred, of the total amount of any such fee.

Once you have engaged with us formally, a commitment fee of £750 (+ VAT if applicable) will apply whether or not you proceed with any recommendation that we make. This is towards the costs incurred in conducting the necessary research and producing the written recommendation and is offset against the initial advice fee.



### Investments and Pensions: Ongoing Advice Services

Annual Fee: 1% of your portfolio value on which we provide advice for assets up to £250,000, or 0.8% of your portfolio value on which we provide advice for assets over £250,000. Our minimum ongoing fee is £750 per annum.

Our ongoing services are tailored depending on your advice needs and portfolio value. Each year we'll conduct an annual check to ensure your plans remain suitable for you and provide you with an update on how your plans are performing. As well as this annual conversation, periodically we'll meet for a more in-depth planning meeting. The frequency of these will be mutually agreed, depending on your goals and objectives.

Typically, we would recommend that our regular planning meetings are held as follows:

- **Portfolio value of up to £250,000** – planning meeting every 3 years, with the option to bring forward if your circumstances change significantly, meaning your plans need to be reviewed sooner.
- **Portfolio value over £250,000** – we'll agree the right frequency for you either annually, biennially, or triennially

On occasion, your circumstances may change to the point that a significant amount of work is required. If this occurs it will be discussed with you, and you may be asked to sign a new agreement to reflect this before proceeding.

See pages 9 and 10 for monetary examples of our advice costs.

### Protection

Initial Fee: £475.

The fee will be offset by any commission we may receive from the recommended provider. Where the commission exceeds £475, the difference will be retained by us. Where a fee is due this will be invoiced to you separately.

If your Protection contract does not proceed, we will still charge the fee of £475 in recognition of the work undertaken.

### Mortgages

For residential and buy-to-let, an advice fee of £750 will apply.

For all mortgage product transfers (this is where you remain with your existing lender, but switch your deal), an advice fee of £295 will apply.

For Equity Release Lifetime mortgages, an advice fee of 1% of the total loan facility will apply, subject to a minimum of £1,500.

Our fee becomes payable when we commence our research on your behalf and must be paid before we secure a binding offer.

Please note our fee will still be charged if the lender rejects your application. It should also be noted that we do not provide a refund should you decide not to proceed with the mortgage loan offer after we have made a recommendation to you.

Where any additional fees are payable with regards to your mortgage, these will be detailed within the associated disclosure documents.

### Additional services and recommendations

Provision of advice outside of your planning review will be charged separately and your Wealth Planner will confirm this cost prior to commencing any work, including confirming whether VAT is applicable.

## Our Clients

To help you see exactly how our financial planning works, we've outlined three 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.

### Laura

Laura is 45 and has recently inherited £150,000 from her parents. She wants to invest this over the long term to complement her pension, which she saves into regularly via her employer. It's important to Laura to keep her investment costs low. She prefers a Passive approach to investment and wants to start making use of her ISA allowance.

After getting to know more about Laura we recommended that her funds were invested in a Flexible ISA and General Investment Account (GIA) on the Aviva Platform, utilising the Aviva MAF Core range. We agreed to move funds from her GIA to her new ISA each year to maximise her ISA allowance as part of our annual Checkpoint, with a deeper planning review conducted every three years.

**The cost of providing the initial advice is £3,000 (2% of £150,000) and an indicative cost of the ongoing service is £1,500 (1% of £150,000).**





## Amir

Amir is 62. Over his working life, Amir has contributed to two defined contribution pensions via his employer, valued at £600,000. Now self-employed, he would like to retire when he is entitled to receive his state pension in five years. He is thinking about bringing his pensions together and wants to make regular pension contributions while he can.

Amir wants to be able to monitor his retirement savings easily and it's important to him that his funds are invested in an environmentally sustainable manner. After reviewing Amir's pensions, we recommended that these were transferred to a Pension Portfolio on the Aviva Platform and we also recommended a combination from our range of sustainable model portfolio solutions to ensure that he could benefit from the different management styles and have the confidence that his investments were consistent with his values.

We agreed that an annual planning meeting will best meet Amir's needs as he approaches retirement.

**The cost of providing the initial advice on Amir's investable assets is £8,000. The fee was reduced from £12,000 (2% of £600,000) based on the complexity of the products held and the time we spent to review and arrange the transfers of his existing pensions. An indicative cost of the ongoing service is £4,800 (0.8% of £600,000).**



## Bob

Bob is due to retire in the next six months. He has built up a pension fund of £350,000 and isn't sure how best to take his benefits to fund his retirement. It is important to him that his pension fund is invested in a globally diversified investment solution, which is Actively managed. He has guaranteed income in the form of a defined benefit pension scheme and feels he doesn't need additional income but wants to be able to pay for special holidays every couple of years.

We recommended an Income Drawdown Plan on the Aviva Platform using the Succession Retirement MPS Powered by Aviva Investors. We agree to carry out an annual Checkpoint, with a deeper planning meeting every two years to ensure that Bob's plan stays on track, and he has the funds he wants for his holidays.

**The cost of providing the initial advice is £7,000 (2% of £350,000) and the indicative cost of the ongoing advice service is £2,800 (0.8% of £350,000).**

## Our Purpose, Vision and Values

### Our Purpose

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

### 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 the business and the Aviva Group.

### 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.



## Contact Us

If you would like to discuss any aspect of financial advice with one of our Wealth Planners please get in touch:



0800 051 4659



[hello@successionfinancialmanagement.co.uk](mailto:hello@successionfinancialmanagement.co.uk)



[www.successionfinancialmanagement.co.uk](http://www.successionfinancialmanagement.co.uk)

---

### **Please Note**

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

A pension is a long-term investment. The value can go down as well as up which could impact the level of pension benefits available.

The Financial Conduct Authority does not regulate advice on Estate Planning.



Succession Financial Management Limited is authorised and regulated by the Financial Conduct Authority. Financial Services Register number 225831.

Succession Financial Management Limited is registered in England and Wales at The Apex, Brest Road, Derriford Business Park, Derriford, Plymouth PL6 5FL: Registered Number: 04454027.