



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 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 Financial Advisers 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 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 Solutions

Investments and Pensions

Our Investment and Pension solutions are provided by Aviva and other 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 Investment Range

We've carefully selected a range of investment solutions to meet the needs of our clients wherever they are on their financial journey. Our investment philosophy is based around asset allocation, long-term investing, and diversification.

All our solutions are overseen by our Succession Financial Management's expert Investment Committee, with constant monitoring to ensure the investment solutions we offer work for you.

We'll recommend a solution for you based on your specific needs and what you hope to achieve.

Once we understand your personal situation, the next important step is to understand the level of risk you are comfortable with so that we can match you with the right solution.

We've defined five profiles, and based on the level of risk you are prepared to take, we will aim to deliver the returns you are expecting:

Profile	Description	Our solutions generally look like this
1. Defensive	You have a low appetite for risk and aim to avoid large fluctuations, even if it means relatively low levels of capital growth.	20% Equity / 80% Bonds
2. Cautious	You are willing to risk some fluctuations, but your portfolio is still mostly defensive. You aim to have the potential for real growth but limited compared to a higher-risk approach.	40% Equity / 60% Bonds
3. Balanced	You are seeking above-average returns, while still balancing risk and reward. You aim to avoid significant fluctuations but are willing to hold some higher-risk assets.	60% Equity / 40% Bonds
4. Moderately Adventurous	You are confident investing in a broad range of assets to pursue higher returns. You are prepared for short-term fluctuations to access assets with greater potential for growth.	80% Equity / 20% Bonds
5. Adventurous	You are an experienced investor with a greater propensity for risk. You are prepared to invest most assets in higher-risk asset classes that are more volatile, but with much higher potential for losses or gains.	100% Equity

Our Investment Range

It's important to make sure any investment plan is diversified because having all your eggs in one basket increases risk. That's where our Financial Advisers can help guide you.

It's impossible to predict which investments will deliver better returns, but the solutions we recommend will seek to diversify your plan across asset classes, geographies, and sectors, to provide you with more balanced returns over time.

You can see how a selection of asset classes have historically performed in the graphic below.

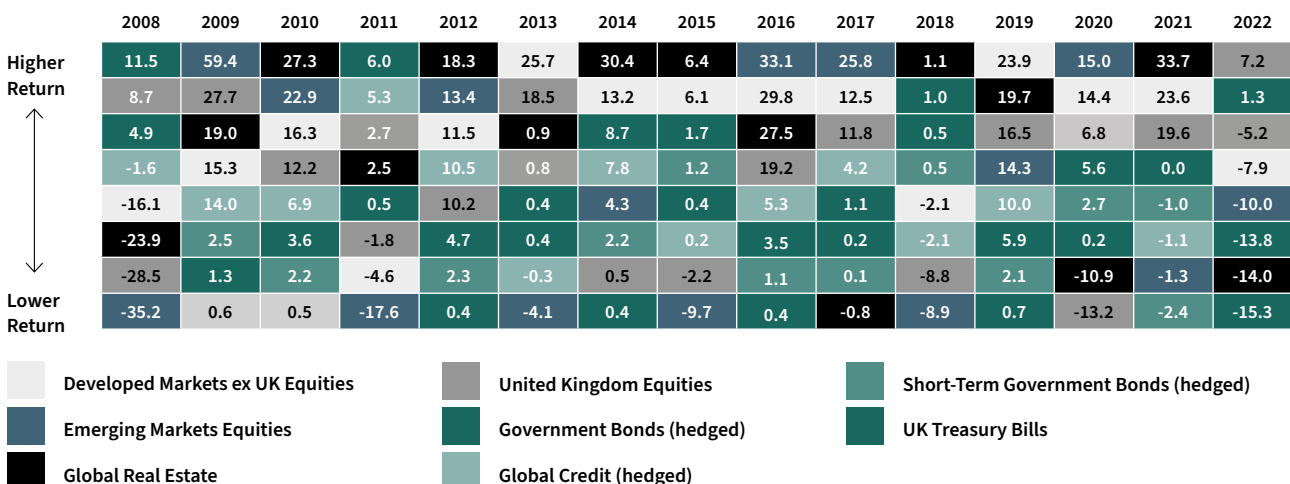
Our carefully selected range of investment solutions includes Aviva Investors Multi-Asset Fund (MAF) ranges. This provides you with access to a range of risk profiled funds, from which your Financial Adviser will select the most appropriate for you. The funds are "ESG Integrated"¹ which means that Environment, Social and Governance factors are considered when choosing investments.

For more information on our Model Portfolio Services, please speak to your Financial Adviser who can advise you and provide you with a copy of our detailed brochure.

Both Active and Passive options are available; two ranges that offer excellent value for money. In brief, Active investment managers will try to outperform a specific benchmark, while Passive investment managers will track an index.

Additionally, we offer Dimensional's World Allocation Range. The investment objective of the range is to achieve long-term total return. The funds are managed utilising a Passive philosophy and are "Fund of Funds", which means they are mainly made up of other investment funds.

You'll have access to our carefully selected model portfolios, which are provided in partnership with leading investment houses. They offer a range of investment styles and philosophies, from Active to Passive. The investment manager adjusts the portfolio within agreed parameters, maintaining the optimum mix of funds to meet the agreed investment criteria in terms of risk, volatility, and performance. These solutions select funds from across the whole of market and can provide dedicated sustainable and ethical investment choices.



Source: Dimensional. Annual returns (%): 2008–2022

Diversification neither assures a profit nor guarantees against loss in a declining market. Past performance is no guarantee of future results.

In GBP. Chart is for illustrative purposes only. Indices are not available for direct investment. Their performance does not reflect expenses associated with the management of an actual portfolio. Developed Markets ex UK Equities is the MSCI World ex UK Index (gross div. GBP). Emerging Markets Equities is the MSCI Emerging Markets Index (gross div. GBP). Global Real Estate is the S&P Global REIT Index (gross div. GBP). United Kingdom Equities is the MSCI United Kingdom Index (gross div. GBP). Government Bonds (hedged) is the FTSE World Government Bond Index (hedged to GBP). Global Credit (hedged) is the Bloomberg Global Aggregate Credit Bond Index (hedged to GBP). Short Term Government Bonds (hedged) is the FTSE World Government Bond Index 1-5 Years (hedged to GBP). UK Treasury Bills are UK One-Month Treasury Bills. MSCI data © MSCI 2023, all rights reserved. S&P data © 2023 S&P Dow Jones Indices LLC, a division of S&P Global. All rights reserved. FTSE fixed income indices © 2023 FTSE Fixed Income LLC. All rights reserved. Bloomberg data provided by Bloomberg. UK One-Month Treasury Bills provided by the Financial Times. UK Three-Month Treasury Bills provided by the London Share Price Database.

1. ESG Integrated: Environmental Social and Governance integration is the consideration of financially material ESG factors through investment analysis and decision making. This is not binding on the investment manager's decision.

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 recommendation 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 recommendation 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 Financial Adviser 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 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 and a maximum fee of £5,000.

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 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 12 and 13 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; you will not receive a refund.

Mortgages

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

For all mortgage product transfers, an advice fee of £295 will apply.

For 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 Financial Adviser 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 Investment Portfolio on the Aviva Platform, utilising the Aviva MAF Core range. We agreed to move funds from her General Investment Account (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 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 with his values.

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

Due to the value of Amir's investable assets, the cost of providing the initial advice was capped at £5,000 and 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/SIPP on the Aviva Platform using the Succession Powered by LGT Wealth Management Model Portfolio. 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 capped at £5,000 as Bob is investing assets above £250,000 and the indicative cost of the ongoing advice service is £2,800 (0.8% of £350,000).

Our Purpose, Vision and Values

Everything we do at Succession Financial Management is guided by our Purpose, Vision, and Values; all of which have been carefully considered and crafted to put the client at the heart of our business. Our team work collaboratively so that our clients gain from our collective knowledge and expertise.

Our Purpose

To build meaningful relationships with our clients and add value to their lives through our advice. By getting to know our clients' goals, and aspirations, we can support their aims to realise their financial objectives.

Our Vision

To be the trusted adviser of choice. We strive to create relationships built on trust, so our clients feel that they're in safe hands. To realise our vision, we consistently focus our efforts on delivering quality advice and an excellent client experience.

Our Values

As we put our clients at the heart of everything we do, it's only right that we embed CLIENT into our values:

Client focus

We always act to support and benefit our clients.

Long-term

Our financial advice is built based on individual needs, but always aiming for long-term financial confidence for our clients.

Integrity

Our work and decisions are always conducted with the utmost integrity.

Efficiency

We continuously evolve what we do with the aim of meeting, and exceeding, our clients' expectations.

Nimble

Our strategic thinking, processes and leadership are nimble and effective to the benefit of our clients.

Teamwork

We believe that working together across our talented team, enables us to deliver quality advice backed up by an excellent client experience.



Contact us

If you have any questions, or are seeking more information,
please do get in touch with us:

0800 051 4659

hello@successionfinancialmanagement.co.uk

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.

Please note, 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 at The Apex, Brest Road, Derriford Business Park, Derriford, Plymouth PL6 5FL: Registered Number: 04454027.

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