



## **INFORMATION ABOUT OUR SERVICES**

**JUNE 2021**



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## **OUR STANDARD AGREEMENT: ABOUT US AND HOW WE WORK WITH YOU**

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**Surrey Wealth Ltd, 8 Manor House, 19 Church Street, Leatherhead, Surrey, KT22 8DN** is authorised and regulated by the Financial Conduct Authority (FCA). Our FCA Number is **833211**.

You can check this on the FCA's Register by visiting the website <https://register.fca.org.uk/> or by contacting the FCA on 0800 111 6768.

The Financial Conduct Authority, 12 Endeavour Square, London, E20 1JN.

### **Client Classification**

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#### **Investment**

Surrey Wealth Ltd classifies all clients as 'retail clients' for investment business, which means you are afforded all protections under the rules of the Financial Conduct Authority.

Should you wish to be classified differently for investment business, please discuss this with your adviser. Please note that should you wish to be considered as a different category of customer for investment business, such as a professional client or eligible counterparty you must inform us in writing. We will provide you with a new client agreement and you may lose a number of protections which will be outlined in that new agreement.

#### **Non – investment and general insurance**

Surrey Wealth Ltd classifies all clients as 'consumers' for non-investment insurance business, which means you are afforded all protections under the rules of the Financial Conduct Authority.

Should we need to classify you differently we will discuss this with you, however, you should aware that you may lose a number of regulatory protections which will be outlined in a revised agreement.

### **Our Commitment to You**

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Prior to providing you with any advice we will take time to understand your current needs, circumstances and attitude to risk (where applicable). Any advice provided will be confirmed to you in writing.



Surrey Wealth Ltd takes all our regulatory responsibilities very seriously and we ensure that all our staff are required to demonstrate their competence to undertake their role and our business is structured in a manner that is designed to meet in full all the requirements set by our regulator, the Financial Conduct Authority, and under European Securities and Market Authority rules.

### Methods of Communication

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Unless you advise us otherwise, we will communicate with you via the following methods of communication, Face to Face, E-mail, Telephone, SMS Text Messaging, Personal Finance Portal (PFP), WhatsApp and Letter.

### Language

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Please note that all our communications and documents will be provided to you in English.

### Client Money

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Surrey Wealth Ltd **does not handle clients' money**. We never accept a cheque made out to us (unless it is a cheque in settlement of charges or disbursements for which we have sent you an invoice) or handle cash.

### Introductions to a Third Party

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We may receive a fee for making introductions to third party product or service providers. Should we receive a fee we will confirm in writing to you what that fee will be.

When acting as an introducer, marketer or promoter of a scheme, no responsibility is accepted for any matters arising from the referral to the scheme product provider. It is your responsibility to ensure that you enter into separate Terms & Conditions with the third-party advisor.

### Data Protection

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For details of our Data Protection policy, please see our Data Protection Notice, which will be provided separately to you.



## INVESTMENT SERVICES

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### Investment Permissions

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Surrey Wealth Ltd is permitted to advise on and arrange (bring about) deals in investment contracts.

#### Transactional Only

With regard to investments contracts which we have arranged for you, these will not be kept under review unless we agree otherwise with you; but we will advise you upon your request.

#### With service provision

We will provide services to you as more fully outlined in our Fee and Servicing Agreement.

### Scope of Advice

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#### Independent Advice

We will only provide advice and make a recommendation to you having fully assessed your financial needs and objectives.

This means that we will spend some time discussing with you: what you want to achieve financially and see if the advice and services that we offer are going to be appropriate to address them.

It is important to us that you fully understand how we go about doing this, so please do ask us for more detail if anything is unclear to you.

#### Our Investment proposition

We have constructed an investment proposition that has been designed over time to meet many of our client's needs. Often our clients share common characteristics in terms of their financial circumstances and financial objectives. Where our investment proposition is not going to be suitable to meet your needs, we will look outside of this to find a bespoke solution that will.

#### Financial Products

In respect of the financial products that we use, we do not restrict ourselves to certain types of products. We will look across a range of products which are called Retail Investment Products, we will also look at Cash ISAs, National Savings Products and structured products as well. We use research tools to select these products using criteria set to meet your needs and will not use pre-determined lists or only a small range of preferred providers. We aim to find the right product to meet your needs on each and every occasion.



### **Product Providers**

In respect of the product providers that we use: we do not restrict our advice to certain companies. Instead, we use research tools to help us find the company that provides the right products to meet your needs.

### **Conflicts of Interest**

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We have a legal and regulatory obligation to take all appropriate steps to identify and to prevent or manage conflicts of interest from arising. In the event of any of our business interests or activities creating a potential conflict of interest we will ensure that we take all appropriate steps to manage the potential conflict by maintaining robust systems, controls and staff training. In the unlikely event that we are unable to prevent the potential conflict, we will fully disclose to you, the general nature and/or sources of conflicts of interest and the steps taken to mitigate those risks.

Further details of our conflict of interest policy are available upon request.

### **Best Execution**

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It is our policy to transact your business in order to achieve the best possible results in terms of the:

- Price of products, providers and services
- Cost of advice
- Speed
- Size and Nature of the transaction
- Effectiveness of the Platform/ Provider/ Service Provider

### **Other Benefits We May Receive**

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We will not receive any financial inducement or gift that will in any way compromise our ability to provide you with suitable advice.



## **NON-INVESTMENT AND GENERAL INSURANCE SERVICES**

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### **Non-Investment and General Insurance Permissions**

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Surrey Wealth Ltd is permitted to advise on and arrange (bring about) deals in non-investment and general insurance contracts.

We are an insurance intermediary and act on behalf of clients and not insurers.

### **Non-Investment and General Insurance Services**

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We offer a personal recommendation on the basis of a fair and personal analysis of the market

### **What will you have to pay us for this service?**

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No fee, we will be paid commission by the provider.

We will provide details of the total remuneration payable, including any commissions, charges, expenses and benefits, in our Fee and Servicing Agreement.



## IMPORTANT INFORMATION

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### Accounting to You

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We will forward to you any documents we receive in relation to business transacted as soon as practicable; where a number of documents relating to a series of transactions is involved, we will normally hold each document until the series is complete and then forward them to you.

### Complaints

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If you wish to register a complaint, please contact us in writing at address at the front of this agreement or telephone us on 01372 877 410.

If you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service. <http://www.financial-ombudsman.org.uk>.

### Compensation Arrangement

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We have briefly set out some information about the Financial Services Compensation Scheme (FSCS) below. If you would like further information about compensation scheme arrangements, details are available at [www.fscs.org.uk](http://www.fscs.org.uk) or call 0800 678 1100.

Most of the products we advise on are covered by the Financial Services Compensation Scheme (FSCS). You may be entitled to compensation from the scheme if product providers or we cannot meet our obligations. This depends on the type of business and the circumstances of the claim.

The actual level of compensation you receive will depend on the basis of your claim. The FSCS only pays compensation for financial loss. Compensation limits are per person per firm, and per claim category (listed below).

#### **Investment**

Most types of investment business are covered for 100% of the first £85,000 per person per firm, so the maximum compensation is £85,000 per person per firm.

#### **Deposits**

Money in accounts like current and savings accounts, including cash Individual Savings Accounts (ISAs) are covered up to £85,000 per authorised firm (£170,000 for a joint account). It should be noted that 'authorised firms' may have different brands. The FSCS will provide a £1million protection limit for temporary high balances held with your bank, building society or credit union if it fails. A temporary high balance would apply when payments have been received in respect of specified life events, details of which can be obtained from FSCS.





### **Protection and non-Investment Insurance mediation**

Protection is at 100% without limit, where the claim is in relation to a long-term care insurance contract that is a pure protection contract, or the claim is in respect of a liability subject to compulsory insurance.

In all other cases: 90% of the claim without limit.



## **OUR SERVICE LEVELS, INITIAL FEES AND ONGOING PAYMENT OF SERVICES**

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### **Introduction**

Before recommending a product, we will make suitability checks to ascertain your relevant knowledge, experience, objectives, financial situation and your ability to bear losses.

Prior to any transaction we will provide you with a suitability report outlining any recommendations we have made including the selling, holding or buying of investments.

To ensure that you are always fully aware of our advice costs and how and when you are going to be asked to pay for this, we will always confirm this verbally and in writing to you, asking for your consent by signing our fee and service agreement. We will confirm the exact amount and your preferred payment method.

Generally, we will ask you to pay for our services at the end of the advice process and we will confirm this to you in our fee and servicing agreement.

Please note that if you have paid for our advice by way of a cheque, and you subsequently cancel the policy within the statutory cooling off period, we will partially refund the fee received.

### **Payment for Services**

We will provide with the following service, the cost of which is covered by our implementation fee.

- A full explanation of our company, how we work and a written explanation of the services that our company offers, so that you will fully understand the level of services and advice you can expect from us
- A full financial review will always be offered in order to understand and agree with you; your needs and objectives based on a comprehensive review of your current financial position. Full details of our financial review service are confirmed in our client engagement letter.
- Completion of a detailed risk analysis assessment to fully understand your attitude and tolerance to risk
- Research of the market place to ensure the most appropriate provider is recommended
- All our advice will be confirmed in writing
- We will forward any policy documents(s) to you as required.



## Lump Sum Investment Business

It is our company policy to offer you a choice on how we are paid for the Implementation Fee on any lump sum investment business. You may pay us for our initial advice by way of a percentage of the funds invested, a fixed fee or an hourly rate.

Please note if you pay our fee by way of a separate cheque 100% of the investment amount will be invested.

### Payment by Fee (Initial Advice)

You may pay us for our initial advice by way of a percentage of the funds invested, a fixed fee or an hourly rate.

Please note if you pay our fee by way of a separate cheque 100% of the investment amount will be invested.

### Example of our implementation fee as a percentage of the funds invested

| Example Investment | Typical charge on the first £250,000 is 2% | Typical charge from £250,001 plus is 1% | Total Fee | Amount Invested |
|--------------------|--|---|-----------|-----------------|
| £100,000           | £2,000                                     |   | £2,000    | £98,000         |
| £250,000           | £5,000                                     |   | £5,000    | £245,000        |
| £500,000           | £5,000                                     | £2,500                                  | £7,500    | £492,500        |
| £750,000           | £5,000                                     | £5,000                                  | £10,000   | £740,000        |
| £1,000,000         | £5,000                                     | £7,500                                  | £12,500   | £987,500        |

All figures quoted are purely for example, the actual fee paid will depend on the complexity of the work undertaken and will be confirmed to you in our fee and servicing agreement prior to any work being undertaken.

### Hourly Rates

Fees payable will be calculated by taking into account the number of hours required to undertake the work and the hourly rate of the individual carrying out the work.

If work is undertaken purely on an hourly rate basis you may also ask us not to exceed a given amount without checking with you first or we may agree a fixed fee for work undertaken.



### Example of our fee charged at an hourly rate for

| Staff Role          | Hourly Rate | Estimated Hours | Total Staff Cost |
|---------------------|-------------|-----------------|------------------|
| Financial Adviser   | £200        | 6               | £1,200           |
| Paraplanner         | £100        | 6               | £600             |
| Administrator       | £40         | 5               | £200             |
| <b>Total Charge</b> |             |                 | <b>£2,000</b>    |

All figures quoted are purely for example, the actual fee paid will depend on the complexity of the work undertaken and will be confirmed to you in our Fee and Servicing Agreement prior to any work being undertaken.

### Termination of Our Services (Initial Advice)

You or we may terminate our authority to act on your behalf at any time. You will be liable to pay for any advice or services that you have received prior to the date of termination. This means that where we have agreed the advice and services that we will provide for you and we have agreed to receive payment for these, either by means of a fee for investment business or by receiving commission from a provider for non-investment business you will have to pay us for any work we have completed up to the date of termination.

### Ongoing Service Option

Once you have decided to implement your Financial Plan it is recommended to benefit from ongoing monitoring and review. Surrey Wealth Ltd has created services to assist you towards achieving your identified goals.

Full details of our financial review service are contained in our Fee and Services Agreement. We will agree with you the frequency of these meetings and the service you will receive.

Our ongoing service option incorporates a periodic suitability review of the investments we have recommended, this is to ensure the original recommendation remains suitable. This periodic assessment will be completed at least annually, however, the frequency may be increased when taking into account your risk profile and the types of financial products that have been recommended.



### Example of ongoing advice charges

| Service Category | Example Investment Amount | Annual Service Charge | Example Annual Service Fee | Minimum Annual Fee |
|------------------|---------------------------|-----------------------|----------------------------|--------------------|
| Ongoing Service  | £100,000                  | 1.0%                  | £1,000                     | £1,000             |
|                  | £250,000                  | 1.0%                  | £2,500                     | £2,000             |

The actual fee charged will vary depending upon how the investment performs and it will increase as the fund grows.

We will provide you with information regarding the costs at least annually to help you understand the overall cost and the cumulative effect on the return of the investment.

### Termination of Our Services (Ongoing Advice)

You, or we, have the right to cancel payment for our ongoing services

- We would give you 20 number of business days' notice and, upon request, could signpost you to alternative sources of financial advice. We will terminate any on-going payments to be received from product or service providers.
- You are asked to give 20 number of business days' notice and we will terminate any on-going payments to be received from product or service providers.
- You will remain liable for any fees or charges due up to the date of termination.
- The firm will not reimburse fees and/or charges incurred during the period up to the date of termination.

Where you hold assets within a WRAP, you need to be aware that there will be terms and conditions applicable, such as your agreement with the wrap provider in respect to facilitating our fees, which means you may need to instruct the wrap provider directly and arrange for the removal of assets from the WRAP or appoint another adviser who will be able to access your assets and provide further ongoing advice to you. We will be pleased to assist you at this time in cancelling our service to you, making sure that any WRAP provider is informed of this cancellation.