# STERLING & LAW

INDEPENDENT WEALTH MANAGEMENT





### Services

We agree to provide you with the following services:

### Advice

You have chosen to receive advice from us. We will offer advice and make financial planning recommendations where appropriate after an initial assessment of your needs.

### Initial service

Our initial advice will be appropriate for you based on your requirements and circumstances at that time. The initial service involves making suitable recommendations and arranging products for you as appropriate.

### Initial service –our charges

Our charges depend upon the size of your investment.

We will make a one-off adviser charge as a percentage of the initial or top-up investment amount as follows:

Investment amount	Initial charge
On the first £250,000	2%
On the next £250,000 (i.e. £250,001 - £500,000)	1%
On the next £500,000 (i.e. £500,001 - £1m)	0.5%
On the remainder (i.e. £1m plus)	0.25%

Your adviser will charge at a rate of £250 per hour + VAT for generic advice or where no investment product is set up.

Your adviser may also ask for a commitment fee prior to researching existing plans of yours, typically £250 per plan.

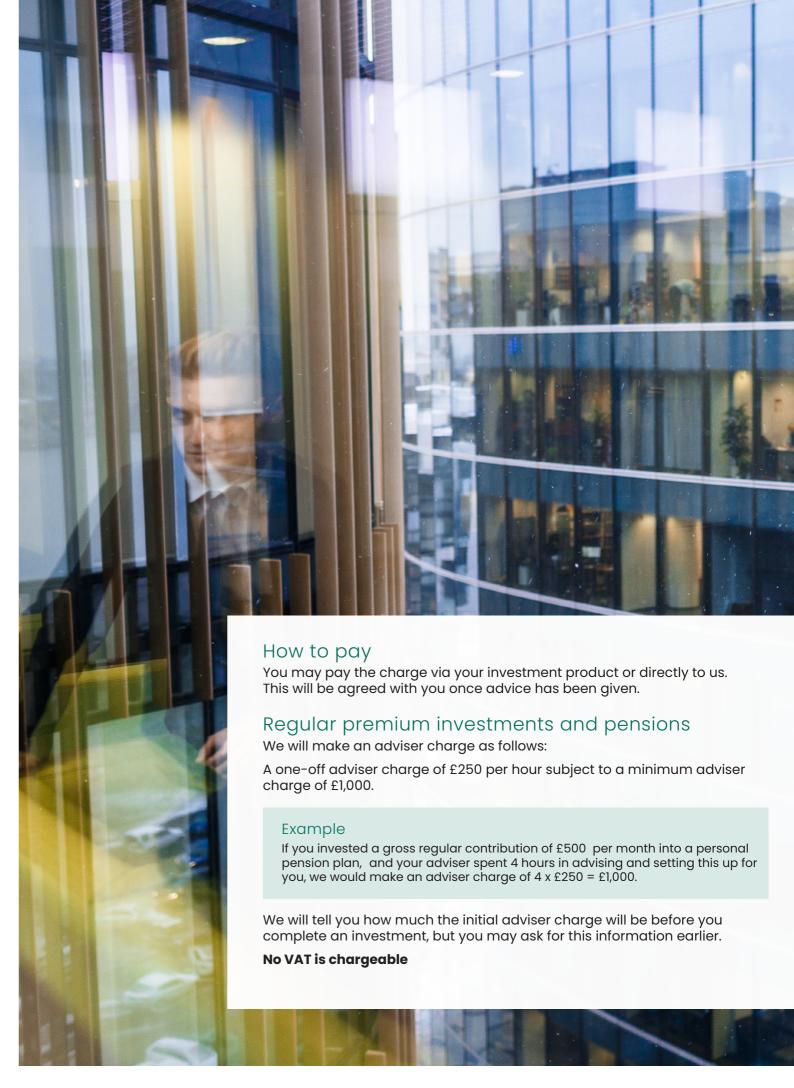
#### Example

If you invested a lump sum of £100,000 into an Investment Bond, we would make an adviser charge of 2% on the total amount. Total fee: £2,000.

We will tell you how much the initial adviser charge will be before you complete an investment, but you may ask for this information earlier.

Our minimum fee is £1,500 for pension transfer advice (whether or not the transfer goes ahead) and £1,000 for all other work. Our maximum fee is £15,000.

We do not give Defined Benefit or Final Salary pension transfer advice.



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# Ongoing service

Should you ask us to provide ongoing services as part of our advised service offering, you will receive the following:

#### **Income Withdrawal Service**

Annual face to face, email, video link or telephone reviews

Interim planning reviews as required

Annual income modelling and withdrawal strategy reviews

Goal setting, tracking and performance monitoring

One stop access to daily valuations

Annual meeting with your discretionary fund manager \*

Ongoing management of pensions and investments

Ongoing updates on changing allowances and relevant legislation

Quarterly newsletter

### **Wealth Building Service**

Annual face to face, email, video link or telephone reviews

Interim planning reviews as required

Goal setting, tracking and performance monitoring

One stop access to daily valuations

Annual meeting with your discretionary fund manager \*

Ongoing management of pensions and investments

Ongoing updates on changing allowances and relevant legislation

Quarterly newsletter

### **Transactional Service**

Reviews and advice by agreement or on request\*

Quarterly newsletter

\*Where pre-agreed with your adviser.

Additional services are charged at £250 per hour + VAT. Transactional clients who wish to have reviews may agree and arrange this with their adviser.

Reviewing your investments periodically is an important part of financial planning.

You will always have access to your Sterling & Law adviser if you wish to review your investments, implement any changes or discuss any aspect of the advice you have received. The frequency of these reviews is typically annual and may be via telephone, email, face to face or video link. You may also request an ad hoc review with your adviser at any time. This may incur an additional charge.



# Ongoing service - our charges

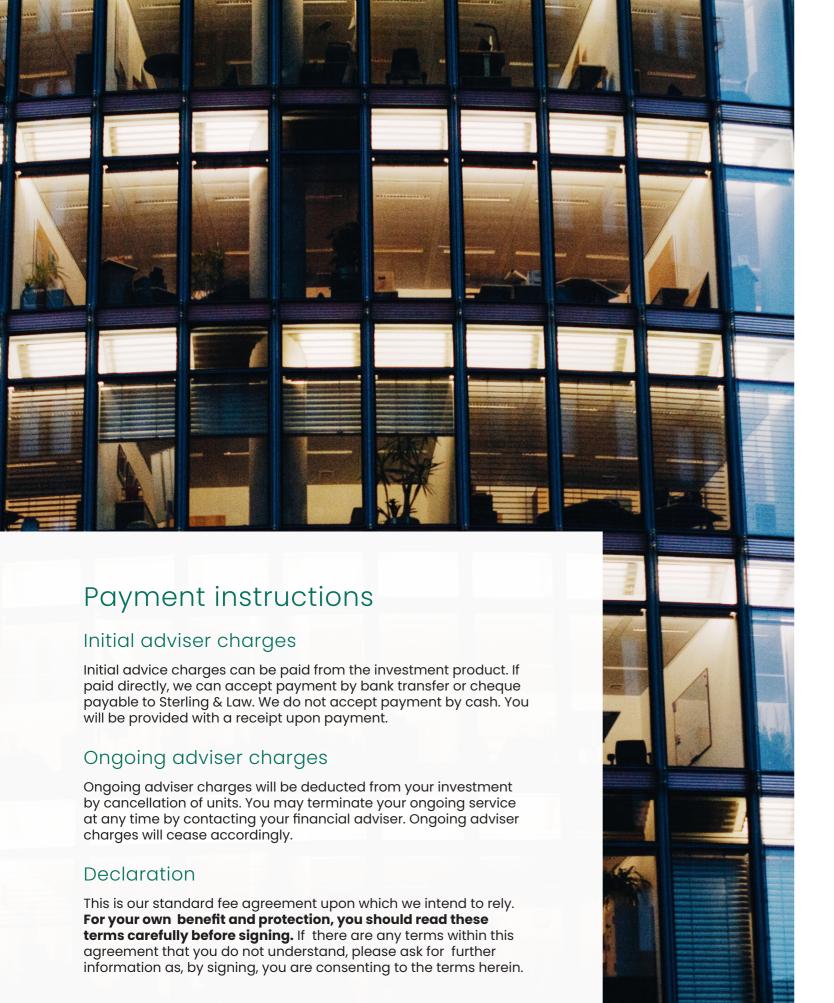
For providing ongoing services, as described above, we will charge you as per the table below. **For example**, based on a fund value of £100,000, an ongoing charge of 1.00 % of this amount would mean that it would cost £1,000 per annum to provide an ongoing service (£100,000x 1.00% =£1,000).

If the fund value increased over time, the ongoing charge would increase accordingly. We would not automatically make a fee adjustment in line with a fund valuemovement up or down. An aggregated costs calculation will be included for you when we review your investments.

Initial investment amount	Wealth Building Service	Income withdrawal Service
On the first £250,000	0.75%	1%
On the next £250,000	0.5%	0.75%
£500,000 plus	0.25%	0.5%

Our minimum ongoing fee is £750 pa for wealth building and £1,000 pa for income withdrawal.

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### For adviser completion

Agreed initial adviser charge %	
Monetary amount	
Payment method	
Ongoing service selected	
Ongoing service charge %	
Notes	
Client Signature	Client Signature
Print Name	Print Name
Date of Signature	Date of Signature

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