

# What will you pay for our service?

Having outlined the services we can offer you, we now turn to the costs which will be involved.

If you instruct Regency to act on your behalf, there is a cost for our services and you will be required to sign a copy of our Service & Fee Agreement.

You can choose to pay our fees directly by cheque or bank transfer or they can be facilitated by your platform or product provider.

Our fees can be broken down into two categories:

- Initial fee for the initial analysis, report and implementation of the specific project. And;
- Ongoing management, review and supervision fee.

## Initial Fee

We will quote you a fixed fee for the specific project incorporating the initial analysis, report and full implementation.

Our standard fees are set out in the following table:

Portfolio Value	Fee
£50,000 (minimum) to £250,000	2.00%
Next £250,000 to £500,000	1.50%
Next £500,000 to £1,000,000	1.00%
Funds above £1,000,000	Up to 1.00%

All our new business project fees are subject to an overall minimum charge of £750



If you decide **not to proceed** with our recommendation we will charge a fee for the work undertaken up to and including any report submitted to you. A list of typical charges is show below:

Pension Transfer Analysis Report	£750 - £2,000 depending on complexity
Arranging an Open Market Option Annuity	1.5% of funds applied (subject to a minimum of £750)
Initial Financial Planning Health Check	£2,000
Inheritance Tax Planning Report and Advice	£1,000
Full Retirement Options Report	£1,500 minimum

The fee for regular monthly premium investments (including pensions) will be subject to minimum fee of £500 and a minimum premium of £200 per month.

**For Insurance Plans (with no investment content)**

Where our advice is to implement Term Assurance, Critical Illness, Income Protection or Whole of Life cover, any commission received from the Insurer will be used to cover product advice and implementation costs, subject to a minimum of £750.

**For Mortgage and Debt Related Lending**

Any fees received by the lender will be used to cover the research and implementation costs, subject to a minimum of £1,000. Any difference will be chargeable.

**For Income Drawdown cases**

A minimum initial fee of £1,500 will be levied to cover the research and implementation costs.

Due to the complexity and regulatory environment surrounding “retirement options”, ongoing fees of 0.75% will be levied in all cases regardless of size.



## Ongoing Management, Review and Supervision Fee

We recognise and understand that not all clients require the same level of service and therefore offer four distinct levels of service.

We will agree an appropriate service level with you and this will be confirmed in writing. In return for this level of service, we will charge an ongoing management, review and supervision fee.

You may choose to pay this fee directly or it can be levied from your investment or pension portfolio.

Service Level	Funds Under Management	Service Fee	Minimum Annual Fee
Premier	£500,000 +	Up to 0.75%	£3,750
Executive	£250,000 - £500,000	0.75%	£1,875
Select Plus	£150,000 - £250,000	0.75%	£1,125
Select	£50,000 (minimum) - £150,000	0.50% - 0.75%	£375

Since our fees are based on a percentage of your portfolio, you can be assured that our interests are aligned.

Regency Investment Services Ltd is no currently registered for VAT.



## Private Client Proposition

Our team of highly qualified advisers have specialist knowledge in complex financial areas such as retirement options, inheritance tax planning and wealth management.

Service	Premier	Executive	Select Plus	Select (transaction based service)
Adviser Led Meetings	✓ Biannually	✓ Annually	✓ Biennially	✗
Administrative Support	✓ Named Individuals	✓ Team	✓ Team	✓ Team
Investment Research & Strategy	✓ DFM Solution	✓ DFM Solution	✓ DFM Solution	✗ Multi-asset solution
Portfolio Restructuring/Rebalancing	✓	✓	✓	✗
Portfolio Valuations	✓ Biannually	✓ Biannually	✓ Annually	✓ Annually
Annual Newsletter	✓	✓	✓	✓
Market Updates	✓ 6 per annum	✓ 4 per annum	✓ Biannually	✓ Annually
Budget Updates	✓	✓	✗	✗
Triangular Services with Other Professionals	✓	✓	✗	✗
Estate Planning	✓	✓	✗	✗

Additional services are available for an appropriate fee.

## What do we expect from you?

To provide you with the service above, we would ask you to:

- Inform us of any material changes in your personal or financial circumstances,
- Let us know as soon as possible if you feel that our service falls below the standards set out in this document,
- Where possible, respond promptly to any communication and let us have any information we require as soon as practicable possible,
- Provide us, where possible, with an email address that can be used for general communication including the transmission of sensitive information,
- Confirm acceptance of our fees in writing prior to us undertaking any work on your behalf. And;
- Ensure any invoices for our fees are met within thirty days,

Finally, our business only grows through personal and professional recommendations and we would ask that you do not keep us a secret!

If you feel that we have done a good job for you then it is likely that we could perform a similar service for friends or colleagues. Please feel free to provide our details to anyone who you think might benefit from the services that we offer.