

Our Service Proposition



Beaufort Wealth Management Ltd. is an appointed representative of The Tavistock Partnership Ltd, which is authorised & regulated by the Financial Conduct Authority (FCA) under number 519014. Beaufort Wealth Management Ltd ('the Firm') has an FCA number of 469862.

You can check this on the Financial Services Register by visiting www.fca.org.uk/register/ or by contacting the FCA at 12 Endeavour Square, London E20 1JN, or telephone 0800 111 6768 (freephone), or by contacting The Tavistock Partnership Ltd at The Lypiatts, 15 Lansdown Road, Cheltenham, GL50 2JA.

Who we are

Beaufort Wealth Management is a firm of Independent Financial Advisers based in Leamington Spa.

We employ highly qualified and experienced staff to find solutions to our clients' financial needs.

By guiding clients through our comprehensive financial planning process, we take time to understand their individual needs and objectives. Our primary objective is to deliver on your goals and aspirations by building long term relationships. If any of the terminology within this document is unclear to you, please ask us to explain.

How can we help?

We provide private clients with advice about:

- Retirement planning post and pre-retirement
- Investments
- Regular savings
- Personal tax planning
- Protection
- Inheritance tax planning
- Offshore investments

We provide corporate clients and business owners with advice about:

- Employee benefits
- Company pensions
- Keyman, partnership and shareholder protection
- Occupational pension schemes
- Company investments
- Tax planning
- Succession planning
- Property purchase through SIPP or SSAS

Occupational Pension Schemes, Tax planning and SSAS are not regulated by the Financial Conduct Authority.

Our Approach

Once you have contacted us, we will invite you to an introductory meeting at location convenient to you. This could be at our office in Leamington Spa, your home or place of work. The aim of the meeting is firstly to establish your aims and objectives and to identify whether we can help. We can then provide guidance and focus on the areas of financial planning which are important to you. Every client is unique and every client will need a different plan.

If applicable, we would review your existing pensions and investments or provide guidance in areas of taxation which may be of concern. We may also be able to highlight aspects of your financial arrangements where there could be a shortfall or need for action.

Depending on your instructions, we will usually arrange a second meeting to discuss our findings. This is our opportunity to put forward recommendations which we feel would help meet our aims and objectives. The proposed plans would be explained in detail, highlighting features and benefits to you and explaining how the solution is the most suitable. As Independent Financial Advisers, we use specialist computer software and research tools to find the optimum products for our clients.

One of the most important features of our approach is the on-going review service we provide, where appropriate. In a fast-changing world, it is important to review investments and pensions on a regular basis. The basis for reviews is to analyse investments and pensions on a regular basis. The purpose of your review is to analyse investment performance and to discuss any changes to your individual circumstances, with a view to keeping you on track to meet your financial targets and goals. It is important to not only monitor the performance of plans, but to monitor the continued suitability of these investments.



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How we are paid

After the initial meeting, we will agree a fee structure with you to suit your circumstances. The fee will usually be based on a percentage of your investment. The fee will cover the cost of our staff's time, together with the research, initial advice, risk analysis report writing and implementation of the investment.

The fee can be paid by the investor directly or through the product provider. The options would be explained before any work is done and before you incur any cost. A more detailed explanation of initial costs is available in the Terms of Business letter accompanying this document.

On-going Advice

We feel that the on-going relationship is of vital importance but we understand that for some clients it is not required, so we offer flexibility. We have briefly outlined the three service levels below. Your Adviser will be able to give more detail on request.

Wealth Management

This level of service is suitable for investors who require regular contact with their adviser. This is to ensure plans are performing in the desired manner and that if your circumstances change, your plans are reviewed and acted upon as necessary. At review meetings your adviser will discuss any changes in legislation which could impact your existing plans.

Adjustments will be suggested if it is felt to be beneficial for the client. The annual servicing fee covers the on-going advice on existing plans and associated administration.

Advisory Service

The Advisory service is suitable for clients who need annual contact with their adviser to review the performance of their plans. Advisory clients will receive an annual valuation of their investments with recommendations to alter investments if considered beneficial. At Beaufort Wealth Management, the charge for this service will never exceed 1.00% per annum of funds under management.

Transactional

In some cases it may not be beneficial for our client to pay the annual fees outlined above, this may be because the recommended plans do not warrant a review, or because it would not be in the interest of the investor financially. In these circumstances, clients can pay for future work either via a one off charge or via a fixed fee or hourly rate. These are available on request.

Your Adviser will discuss the above service levels in more detail with you and guide you on the most suitable for your personal circumstances and requirements.



Ongoing Service

Wealth Management

- Minimum one meeting per year
- Maximum annual charge of 1.00% pa
- Unlimited contact with Adviser
- Annual review of personal circumstances and attitude to risk

Suitable for Private and Corporate clients, this level of service offers unlimited access to your designated consultant. Wealth Management clients receive a minimum of one annual meeting, during which a full review of existing plans is provided. A reassessment of the client's circumstances is conducted to ensure the on-going suitability of previous recommendations, including a risk analysis and review of their current tax position. The reviews will highlight the potential implications of any changes in legislation or the economic environment.

The maximum charge for this level of service is 1.0% per annum of funds under management.

Advisory

- Access to adviser via phone or email
- Maximum annual charge of 1.00% p.a.
- Annual review of plans and circumstances via post

Clients have access to an adviser and will be provided with an annual update of plans administered via Beaufort.

The annual review will provide current values and performance where appropriate and will also reassess the on-going suitability of the plans in place. Beaufort will act as intermediary between the client and product providers to implement any recommended or requested changes. The maximum charge for this level of service is 1.00% per annum of assets under management.

Transactional

- All additional services will be charged at the appropriate rate

In some instances clients will only require advice and a recommendation to set up an appropriate plan and do not require an on-going service. This can often be the case where Life Assurance or Protection plans are recommended. Transactional clients will be charged for any additional service or advice they require. A list of hourly chargeable rates can be found in our Client Agreement Document.

Example of Charges

For an investment of £100,000 the initial cost will be no more than £3,000 (3%) but may be less. If an annual service is required, this would be no more than £1,000 (1.00%) per annum but may be less. The cost of the ongoing service is aligned to the annual value of the investment and may therefore fluctuate depending on performance. The costs are based on a percentage of the initial investment; the percentage will be agreed before any work is carried out.



Beaufort Wealth Management Ltd

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