



How we work with our clients

Services & Fees



**McHARDY
FINANCIAL**

www.mchb.co.uk



Your Financial Wellbeing

Choosing your financial planner is one of the most important decisions you will make – it's all about your financial future.

WHO WE ARE

McHardy Financial are Chartered Financial Planners and are proud to provide independent financial advice to both private and corporate clients.

We were awarded Chartered Financial Planner status in 2016 by the Chartered Insurance Institute (CII). This is considered the profession gold standard for financial planning companies. Our headquarters are located in Aberdeen and we have been operating in the area since the 1980s.

It involves a commitment to continuing professional development and adherence to an industry standard Code of Ethics.

You can view the Code at

www.cii.co.uk/code

When you use a Chartered firm you are dealing with proven professionals.

Whilst Chartered titles are steeped in history, they remain the benchmark of professional excellence and integrity.

Our qualified and experienced financial planners are backed up by a dedicated team of professional technical support staff.



Visit us online at www.mchb.co.uk

Our Advice Process Explained

STEP

01

Consult - The Introductory Meeting

We know it's important for you to discover how we can help you and whether you'll want us to be your financial planners; this is why we meet the cost of your initial, no obligation, consultation.

Your financial planner will ask about your current circumstances, financial position, and goals to enable us to understand where we can benefit you. We also identify your attitude to risk and capacity for loss using industry leading fact finding and risk analysis technology which help us to determine your ideal savings, investment and protection options.

Our benefits and charges are clearly explained and if you are ready to proceed we ensure all relevant information is in place from all parties, giving a transparent picture of what will happen and the associated benefits and costs.

STEP

02

Report - The Financial Plan

Your financial planner will research the most suitable financial solutions for you from all those available in the market. A written report is then provided based on our initial consultation focusing on your specific aims and objectives. The report provides an overview of your financial situation accompanied by recommendations tailored to you.

Recommendations will include suitable products, providers and investment portfolios, as well as non product based solutions and are all based on your circumstances, objectives and attitude to risk.

STEP

03

Implement - Products

Should you decide to proceed, we will implement your mutually agreed recommendations or financial plan, liaising with providers, taking care of all the paperwork and keeping you informed throughout the process. This stage can include putting new arrangements in place; and transferring, terminating or selling existing plans, policies, investments or other arrangements. Additional paperwork may be required, i.e. trust arrangements to support family or estate protection.

Ongoing Support

Our Advice Process Explained

As life changes so do your financial goals. Getting married, moving home, having children and retiring are just some of the lifetime events which affect our financial circumstances and arrangements.

With frequent changes in legislation and market conditions it's not surprising how quickly a financial plan can become outdated. That's why many choose McHardy Financial as their long term financial planners. Knowing we monitor clients' arrangements on an ongoing basis ensuring these are fit for purpose.

The ongoing servicing/monitoring fee will be, typically, linked to the funds under management.

PRIVATE CLIENT SERVICE

Ongoing advice, contact and support from your dedicated financial planner.

INCLUDES:

- Annual review meeting with financial planner
- Annual cash flow statement
- Annual review of your portfolio and update
- Review of suitability
- Fund performance analysis
- Email and telephone support from our office support team
- Regular email newsletter or contact
- Review of the progress towards financial goals
- Determining and rebasing your investment risk tolerance
- Financial wellbeing review

PRIVATE CLIENT SERVICE +

Ongoing advice, contact and support from your financial planner for complex or high value portfolios which require additional attention.

ALL THE BENEFITS OF THE PRIVATE CLIENT SERVICE INCLUDING THE FOLLOWING:

- Half yearly review meeting with financial planner to ensure you are on track
- Live cash flow modelling



Fees

When the work and associated costs are agreed, we prepare an engagement letter detailing the cost of preparing and presenting your Financial Plan and implementing our recommendations.

Fees vary according to the complexity of circumstances and objectives, scope of work, amount to be invested and type and number of products implemented. Fees also take into account the regulatory responsibility we have for the advice given. Applicable fees can be paid directly by you, or your business, or from a product provider and are payable on completion of the agreed work. You may cancel or change the ongoing services you receive from McHardy Financial, at any time, subject to a minimum 14 days, as per our Terms and Conditions of Business.

Initial Fees

STEP 1

Consult - The Introductory Meeting

A one hour consultation with the cost being met by McHardy Financial.

STEP 2

Report - The Financial Plan

A £1,500 report fee covers the cost of the research, preparation of the appropriate financial plan and presentation of our recommendations. This fee is only payable if you decide not to implement our recommendation.

STEP 3

Implement - Products

Implementation fees are typically based on the amount being invested. Fees include our charges for the preparation of the Financial Plan from step 2. Fees are calculated on a tiered basis with the actual percentage reducing as the amount invested increases. Please note the standard fees noted may vary if the scope of work involves complex tax planning or a significant number of products.

Examples are below and your financial planner will provide full details in advance of any work being carried out:

<p>Example Investment Amounts</p> <p>£100,000</p> <p>£300,000</p>	<p>Fee</p> <p>£3,000 (3.0%)</p> <p>£6,000 (2.0%)</p> <p>Details of all fees are provided prior to preparing the Financial Plan; no work is undertaken without your prior written consent.</p>
<p>Regular contributions (new plans and top-ups)</p>	<p>Up to 25% of the first year's premiums subject to a minimum fee of £750 and a maximum fee of £2,500.</p> <p>ie: An annual premium of £5,000 or monthly premium of £416.67 would equate to an initial fee of £1,250.</p> <p>Alternatively an annual premium of £10,000 or a monthly premium of £833.33 would equate to an initial fee of £2,500.</p>
<p>Insurance-based products</p>	<p>We normally receive commission from the product provider. This amount will be disclosed to you.</p>

Fees

For ongoing services, support and help

Service	Private Client Service	Private Client Service +
Annual Fee <small>(Taken as a percentage of funds under management)</small>	0.90% Minimum Fee of £1,500 per annum	0.90% Minimum Fee of £5,000 per annum

For example, the annual fee for our Private Client Service for a £200,000 investment would be £1,800 based on a charge of 0.90% of the sum invested.

Alternatively our annual fee for our Private Client Service + for a £600,000 investment would be £5,400. Where the value of your investment rises, then the fees for this service will increase. Conversely, if the value of your investments falls, the cost of this service will decrease. This is subject to the minimum charges.

Transactional Service

In certain circumstances we may believe an ongoing service is not appropriate or suitable for your needs. We may recommend a Transactional service as being more appropriate. The initial fee would still be calculated as before for implementing a plan or setting up a future product. Under our Transactional Service we would typically charge an hourly rate for any work undertaken. In these circumstances we will advise you of the service and costs in advance of undertaking any work. Our hourly rate for any ongoing work would be £250 for a Financial Planner and £100 for an Administrator. For more information, please speak to your adviser.



McHardy Financial

13 Bon Accord Crescent Aberdeen AB11 6DE T: 01224 578250

41 Charlotte Square Edinburgh EH2 4HQ T: 0330 1079927

Merlin House Necessity Brae Perth PH2 0PF T: 01738 718870

www.mchb.co.uk



McHARDY FINANCIAL

McHardy Financial is a trading style of McHardy Financial Ltd which is authorised by the Financial Conduct Authority. We are entered on the Financial Services Register No. 126147.

Registered Office: 13 Bon Accord Crescent, Aberdeen AB11 6DE. Registered in Scotland No. SC105200.