



McHARDY FINANCIAL



HOW WE WORK WITH CLIENTS
OUR SERVICES AND FEES



WELCOME

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

WHO ARE WE?

McHardy Financial Ltd are Chartered Financial Planners and are proud to have been providing independent financial advice to both private and corporate clients since 1987.

We were awarded Chartered Financial Planner status in 2016 by the Chartered Insurance Institute (CII). This is considered the industry gold standard for financial planning companies.

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 fully qualified and experienced advisers, backed up by a dedicated team of professional technical support staff, are based in offices in Aberdeen, Edinburgh, Perth, Kirkcaldy, Galashiels and Huntly.

You can meet the team at www.mchb.co.uk

WHAT WE DO

Being independent advisers we know how best to make your money work for you and your situation, helping you identify and maintain the lifestyle you desire. Drawing on our significant knowledge and practical expertise we provide informed advice on all your financial matters. Trust being a big part of our working relationship and is something we value and foster on an ongoing basis.

Unlike restricted financial advisers, we are pleased to be independent. It enables us to offer you unbiased advice based on comprehensive analysis of the whole market, leaving little to chance and delivering the best possible options.

Our services are flexible and tailored to suit your requirements, from simple to complex matters, our advisers will help you decide on your best options and are only a telephone call or an email away.





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THREE EASY STEPS...

OUR ADVICE PROCESS EXPLAINED

Financial planning and seeking financial advice can appear complicated. In reality, dealing with one of our professional independent advisers makes it a fairly straightforward process, during which your adviser draws on their expertise and experience to recommend strategies which are suitable for you and your circumstances, enabling you to make informed decisions.

The process outlined below is explained in further detail in this brochure. However, it is useful to understand the main stages involved in providing financial advice and the decisions you will need to make.

CONSULT - The Discovery 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 advisers; this is why we meet the cost of your initial, no obligation, consultation.

1 Your adviser 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 and investment 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 associated benefits and costs.

REPORT - The Financial Plan

2 Your adviser 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 issues.

The report provides an overview of your financial situation accompanied by recommendations tailored to you.

Recommendations might 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.

IMPLEMENT - Products

3 Should you decide to proceed, we will implement your 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

As life changes so do your financial goals. Getting married, moving home, having children and retiring are just some of the landmarks which affect our financial circumstances and arrangements; and with frequent changes in legislation and market conditions it's surprising how quickly a financial plan can become outdated.

That's why many choose McHardy Financial as their long term financial advisers – to know we are on their side with an eye on their finances and always available.

With your Financial Plan in place we look to agree a suitable ongoing financial service.
The ongoing financial service fee will be, typically, linked to the funds under management.

PRIORITY

Ongoing guidance, contact and support from your financial adviser.

- Annual review meeting with Financial Adviser
- Annual Cash Flow statement
- Annual review of your portfolio and update
- Review of Suitability of the Investment
- Asset allocation analysis in comparison with agreed benchmark
- Fund performance analysis
- Email and telephone support from our office support team
- Assistance with financial paperwork
- Regular email newsletter or contact

PRIORITY PLUS

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

All the benefits of the Priority service plus:

- Half Yearly review meeting with Financial Adviser to ensure you are on track
- Live Cash Flow Modelling
- Annual and Interim reports reviewing your financial situation with in-depth analysis of your portfolio

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 eg investments, pensions, ISAs etc.

Fees also take into account the regulatory responsibility we have for the advice given.

Applicable fees can be paid directly from you, or your business, or from a product provider and are payable on completion of 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

STAGE 1: CONSULT - The Discovery Meeting

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

STAGE 2: REPORT - The Financial Plan

A £1,000 report fee covers the cost of the research, the financial plan and presentation of our recommendations. This fee is only payable if you decide not to implement our recommendation.

INITIAL FEES (CONTINUED)

STAGE 3: IMPLEMENT - Products

Implementation fees are typically based on the amount being invested.

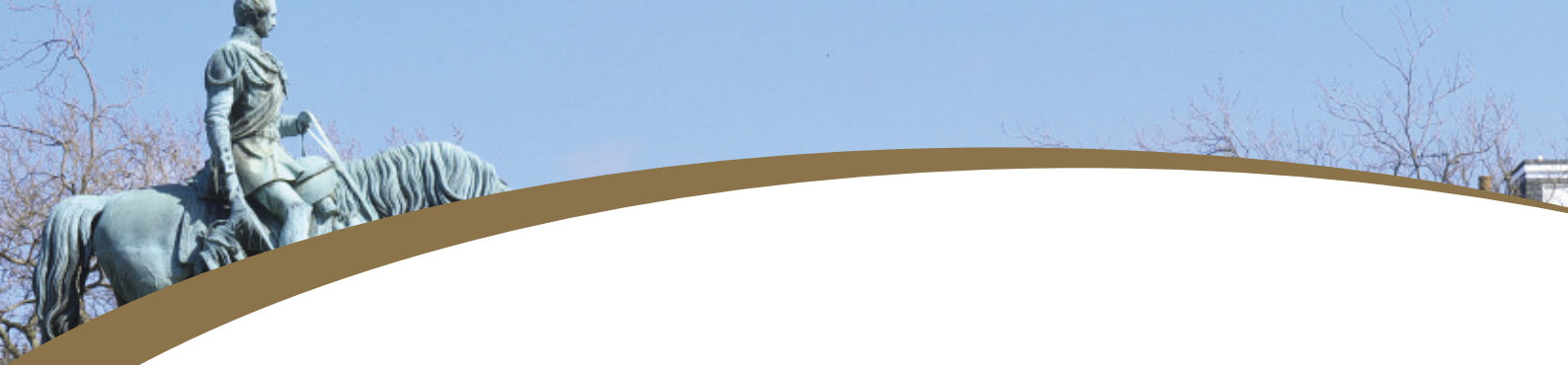
Fees include the fee chargeable for the preparation of the Financial Plan from stage 2.

Fees are based on a tiered approach with the actual percentage reducing as the amount invested increases.

Please note the standard fees noted below may vary if the scope of work involves complex tax planning or a significant number of products.

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

Example Investment Amounts: £100,000 £150,000 £300,000 £1,000,000	Fee: £3,000 (3.0%) £3,875 (2.59%) £6,000 (2.00%) £10,250 (1.03%) Details of all fees are provided prior to preparing the Financial Plan; no work is undertaken without your prior written consent.
Regular contributions (new plans and top-ups)	Up to 25% of the first year's premiums subject to a minimum fee of £750 and a maximum fee of £2,500. ie: An annual premium of £5,000 or monthly premium of £416.67 would equate to an initial fee of £1,250. Alternatively an annual premium of £10,000 or a monthly premium of £833.33 would equate to an initial fee of £2,500.
Insurance-based products	We normally receive commission from the product provider. The amount of which will be disclosed to you.



INITIAL FEES (CONTINUED)

STAGE 3: IMPLEMENT (CONTINUED)

Mortgages

Our fee for researching the market and recommending a suitable mortgage is £450 which would be payable on completion of the recommendation and is non refundable. In addition, on completion of the arrangements for the mortgage we may receive a fee from the chosen lender, typically this will be 0.35% of the mortgage amount.

This will be disclosed to you before you decide to proceed. For example, based on a mortgage of £150,000, the fee would be £525.



FEES FOR ONGOING SERVICES, SUPPORT AND HELP

Services	Priority	Priority Plus
Annual Fee (taken as a percentage of funds under management)	0.85%	0.85%
	Minimum Fee of £1,200 per annum	Minimum Fee of £4,000 per annum

For example, the annual fee for our Priority Service for a £200,000 investment would be £1,700 based on a charge of 0.85% of the sum invested.

Alternatively our annual fee for our Priority Plus Service for a £500,000 investment would be £4,250.

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 £150 for a Financial Adviser and £75 for an Administrator.

For more information, please speak to your adviser.

Our Terms and Conditions of Business and Customer Privacy Notice are enclosed separately and we require you to read and sign these.



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McHardy Financial Ltd is authorised and regulated by the Financial Conduct Authority