

## Fees for Services

### Introduction

We will always agree with you in advance how we will get paid. Clients have the choice of meeting our fees either directly (in which case we will issue you with an invoice) or from investment deductions. Commission is defined as payment made to us by insurers. Commission paid will typically be derived from the charges of the product being recommended.

We will discuss payment options with you, and answer any questions you have. We will not charge you until we have agreed with you how we are to be paid.

Commission payments do not include payment for regular reviews unless specifically agreed by us.

Fees can be paid directly by cheque or bank transfer or (more commonly) by deduction from assets under management.

Commissions (when paid) can be used to pay for advice instead of, or, in conjunction with fees.

### Our Fees

Fees are agreed in advance and will be levied for continuing service and work carried out beyond the initial work. Our fees are determined by the levels of work both initial and ongoing and by the Service Levels required by our clients.

Before agreeing an individual fee structure, a client will first agree the appropriate service level (see the Two Six Financial Service Propositions).

#### 1. Initial Fees

These are levied for work carried out on your behalf and will be agreed in advance in conjunction with ongoing fees and service levels required.

#### 2. Annual Service Fees

Our service and management fee is an annual percentage of funds under our advice. The tiers of funds under advice are listed below.

##### The Tariff

Assets under Management	Initial Fee	Annual Fee*
	%	%
<£75,000	3.55	0.93
75-150,000	3.27	0.71
150-300,000	2.73	0.55
300-600,000	2.18	0.46
600-1,200,000	1.64	0.38
>1,200,000	1.09	0.33

\* The annual fee rates shown are examples and may be higher or lower dependent on the Service Proposition chosen. Actual annual fees paid (in cash terms) will vary up or down dependent on funds under management rising or falling.

Example: A client invests £50,000 – there is an Initial Fee of £1,775 (3.55%) and an Annual Service Fee of £465 (0.93%).

#### Mortgage Fees

Fees for the arrangement of mortgages (including Equity Release) may be partially paid by the lender, the balance (if any) to be met by you. The minimum fee for arranging any mortgage is £750. The arrangement of a mortgage may not include the completion of the transaction.

#### Insurance Products

No fees will be charged for the arrangement of protection products if a commission is received from the provider. Commissions are paid for from the charges levied by providers. An illustration will be provided prior to any agreement to proceed.