



about the cost of our services

HB Dobbin Financial Planning Ltd

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HB Dobbin Financial Planning Ltd, Aston House, York Road, Maidenhead, SL6 1SF

1. The Financial Services Authority (FSA)

The FSA is the independent regulator of financial services. It requires us to give you this document when advising on some savings and investments. You may use this information to compare value for money, to shop around and to decide which firm to use.

2. Our services

We offer an initial discussion (without charge) when we will describe our services more fully and explain the payment options. If you decide to go ahead, we will:

- gather and analyse personal information about you, your finances, your needs and objectives;
 - recommend and discuss any action we think you should take and, with your agreement, arrange relevant investments, pensions and non investment based insurance contracts including life assurance, critical illness cover, income protection, private medical cover, long term care insurance and accident, sickness and redundancy cover for you.
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3. What are your payment options?

Not all firms charge for advice in the same way. We will discuss your payment options with you and answer any questions you have. We will not charge you anything until you have agreed how we are to be paid. **We have ticked the payment options we offer.**

- ✓ **Paying by fee.** Whether you buy a product or not, you will pay us a fee for our advice and services. If we also receive commission from the product provider when you buy a product, we will pass on the full value of that commission to you in one or more ways. For example, we could reduce our fee; or reduce your product charges; or increase your investment amount; or refund the commission to you.
 - ✓ **Paying by commission (or product charges).** If you buy a financial product, we will normally receive commission on the sale from the product provider. Although you pay nothing up front, that does not mean our service is free. You still pay us indirectly through product charges. Product charges pay for the product provider's own costs and any commission. These charges reduce the amount left for investment. If you buy direct, the product charges could be the same as when buying through an adviser, or they could be higher or lower. We will tell you how much the commission will be before you complete an investment, but you may ask for this information earlier.
 - ✓ **Paying by a combination of commission and fee.** In some circumstances, we also charge a fee on top of any commission we might receive
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Protection				
Whole of life assurance	Age 40	112% of the first 12 months' payments	105% of the first 12 months' payments	£1344.00 initially
Saving for retirement				
Personal and Stakeholder pensions	25 year term	23% of the first 12 months' payments plus 1% of all payments	23.9% of the first 12 months' payments plus 1% of all payments	£276.00 initially plus £12.00 each year
	10 year term	15% of the first 12 months' payments plus 2.5% of all payments	15.8% of the first 12 months' payments plus 2.5% of all payments	£180.00 initially plus £30.00 each year

Table 2 – Commission if you invest a lump sum

Products	Example term or age	Comparison of costs		Example based on £10, 000 lump sum
		<i>Our maximum</i>	<i>Market average</i>	<i>This shows the maximum costs of our sales and advice for a lump sum investment of £10 000, ignoring any changes in fund value</i>
Savings and investments				
Collective investments (eg unit trusts)	Any	3% of the amount you invest plus 0.5% of your fund value each year from year 1	1% of the amount you invest plus 0.5% of your fund value each year from year 1	£300.00 plus £50.00 each year from year 1 (The actual amount in later years will vary in line with your fund value)
Investment bonds	Any	3% of the amount you invest plus 0.5% of your fund value each year from year 1	2.8% of the amount you invest plus 0.5% of your fund value from year 1	£300.00 plus £50.00 each year from year 1 (The actual amount in later years will vary in line with your fund value)

Saving for retirement				
Personal and Stakeholder pensions	Any	3% of the amount you invest plus 0.5% of your fund value each year from year 1	0.9% of the amount you invest plus 0.5% of your fund value each year from year 1	£300.00 plus £50.00 each year from year 1 (The actual amount in later years will vary in line with your fund value)
At retirement				
Annuities	Any	1.5% of the amount you invest	1.3% of the amount you invest	£150.00
Income drawdown	Any	3% of the amount you invest plus 0.5% of your fund value each year from year 1	1.8% of the amount you invest plus 0.5% of your fund value each year from year 1	£300.00 plus £50.00 each year from year 1 (The actual amount in later years will vary in line with your fund value)

Notes:

1. The market average figures are calculated by the FSA using actual data from a representative sample of regulated firms and are shown in a way that you may compare with our own maximum rates. The market average figures will be updated by the FSA from time to time based on new data.
2. Where a firm sells its own products it must calculate its figures according to FSA guidelines.

5. Further information

If you need any more help or information

- ask your adviser; or
- visit www.fsa.gov.uk/consumer.