



Independent Financial Advisers

# Contents

<b>Page three</b>	<b>About Us</b>
<b>Page four</b>	<b>Independent Financial Advice</b>
<b>Page five</b>	<b>Financial Planning Process</b>
<b>Page six</b>	<b>Personal Financial Planning</b>
<b>Page seven</b>	<b>Business Financial Planning</b>
<b>Page eight</b>	<b>How we are paid for the advice we provide</b>
<b>Page nine</b>	<b>Our approach</b>
<b>Page ten</b>	<b>How to find us</b>

## Customer Charter

“We are a proactive and forward thinking firm of Independent Financial Advisers. We believe in providing a holistic and caring approach with our personal and business clients.

We specialise in planning the financial journey for individuals and business owners, taking them from their current position through to retirement.”

## About Us

Consilium Asset Management provide Independent Financial Advice and planning solutions to individuals and businesses alike.

We provide advice on a wide range of financial planning matters including, pensions, investments and tax planning.

We are based in South Gloucestershire and have clients across the UK.

We are able to draw on additional expertise from local Accountants and Solicitors to provide a complete tax and financial planning service

### What we do

Our aim is to improve and protect our clients and their dependents' financial well being, by offering solutions involving Life Assurance, Savings, and other financial services products.

We can offer advice on a wide range of financial topics including:

- Retirement Planning
- Investment Advice
- Life Assurance
- Mortgages
- Tax & Estate Planning
- Business Financial Advice

## Our vision for the future

Our aim is to be a leading Independent Financial Services company, dealing with customers on a local & national basis. We always work to deliver value for our customers.

Looking to the future we see many opportunities for growth. As companies & individuals seek to address the challenges of increased life expectancy and retirement, we believe clients will increasingly require Independent Financial Advice to fulfil those needs.



## Our Values & Principles

Consilium is the Latin phrase for Advice, Purpose and Planning and is the cornerstone of our values and principles.

Our success in the long term depends on our clients satisfaction, and how we conduct ourselves on a day to day basis.

Our commitment is to deliver a service that is underpinned by a set of core principles. This helps us define the services we offer to our clients.

As our client, the most important choices you might make usually relate to long term financial planning. Our role is to help you make good, informed decisions.

We believe it is essential to maintain successful long term relationships with our clients.

We can help you to prioritise your financial goals and objectives not just now, but also in the future.

# Different Types of Advisers

## Independent Financial Advisers

In the late 1980's the UK government introduced legislation that forced advisers to either be tied to a single insurer or to become an independent practitioner.

The term "Independent Financial Adviser" was coined to describe an adviser who works independently for their clients rather than representing an insurance company.

Independent Financial Advisers, also known as IFA's offer impartial advice on financial matters to their clients. They can recommend the most appropriate advice and financial products available.

IFA's are not restricted to recommending one or a small number of providers.

## Tied Advisers

Tied advisers sell the products provided by a single company. Many banks and building societies operate this way. Although these advisers are governed by the same sales rule as IFA's, and can only sell a policy that suits their clients needs. They do not have to sell the most suitable product in the market, only the most suitable from the company in question.

## Multi-tied

A multi-tie adviser offers products from a limited range of product providers.

**Consilium Asset Management are and always will remain Independent Financial Advisers.**

**We believe that Independent Advice is the most appropriate form of advice for our clients.**

**We are also members of the Chartered Insurance Institute and the Personal Finance Society.**

“Life is what happens to you while you're busy making other plans.”

*Taken from the song "Beautiful Boy"*

John Lennon - (1940 to 1980)



**Advice Line**

**Telephone number :  
01454 321511**

**Email:**

**Info@consilium-ifa.co.uk**

**Or visit our web site**

**www.consilium-ifa.co.uk**

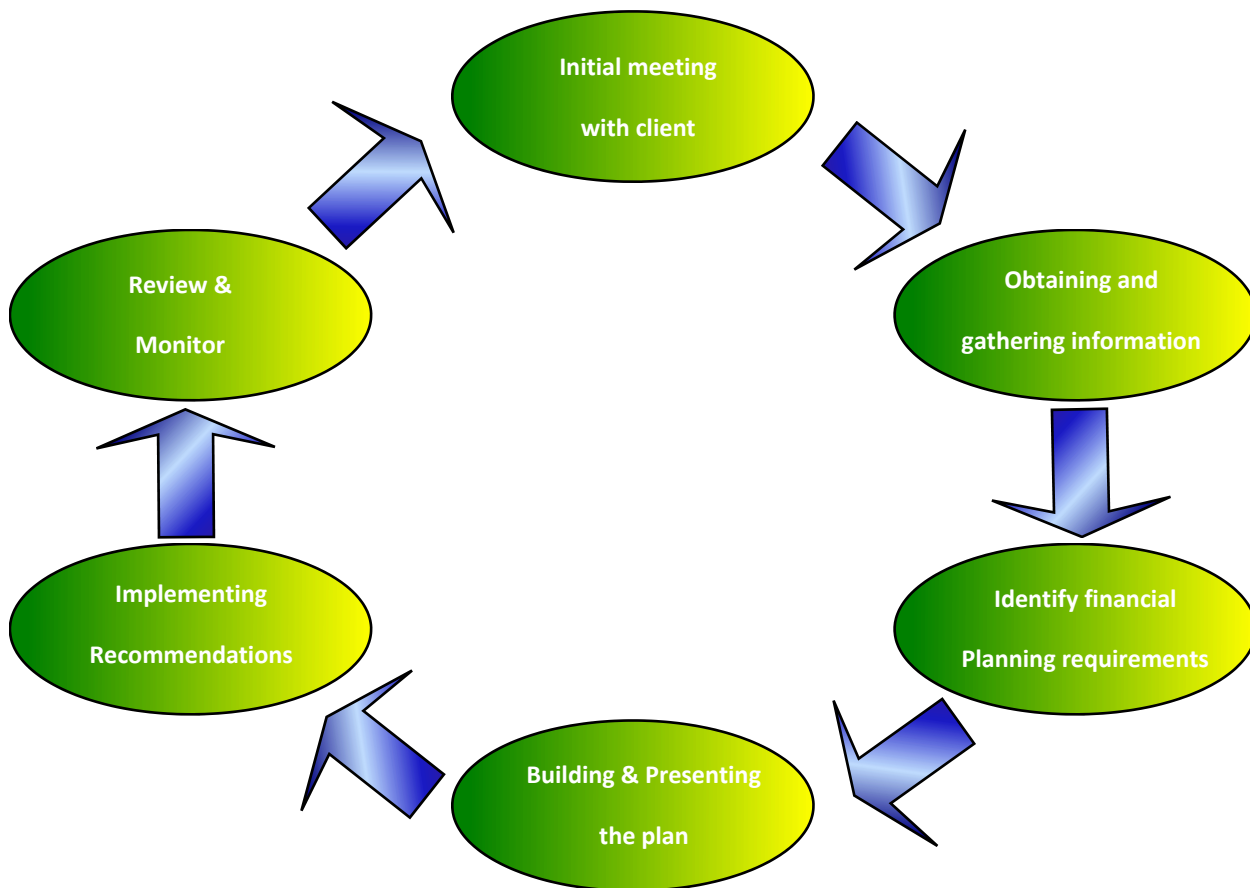
“Never put off till tomorrow what may be done today.”

English Proverb

# Financial Planning process

We believe that it is vital to establish & define a long lasting relationship with our clients. Therefore Consilium Asset Management complies with the British Standards ISO 22222.

The aim is to improve the advice process and continuing commitment to our clients. The standard sets out a six step process that our advisers will follow. These six steps are listed below.



**Step One.** To define and establish the relationship between you and ourselves. This may include information about the services offered, planner's qualifications and experience.

**Step Two.** Obtaining and gathering information relating to your financial circumstances. This part of the process covers income and spending. Assets and liabilities, goals and objectives. Additional information such as existing policy information, wills, lasting powers of attorney and your tax status may be required.

**Step Three.** Analysing your current financial situation. A personal financial review report will be produced showing weak areas of financial planning that need to be addressed.

**Step Four.** Building and Presenting the plan – We will provide a written report and recommendation based on the information collated from the previous meetings and discussions.

**Step Five.** Implementing the financial planning recommendations – We will help with the implementation if you decide to proceed with our advice.

**Step Six.** Review & monitor. We will contact you to arrange regular reviews to ensure you meet your goals & objectives. The frequency of the reviews (for instance annually) will be agreed with you at the outset. A report will be produced to cover the plans progress.

# Personal Financial Planning

Whether you are looking for advice on Life Assurance, Investments, Retirement Planning or Mortgages our advisers can help you to achieve your financial goals.

We believe in developing long term relationships with our clients as your financial needs and objectives will change over time.

The Financial Planning Journey below shows the different stages of life and the range of advice we offer as your needs change.

Every journey begins with a single step. Make your first step with a free initial no obligation meeting with ourselves



“An investment in knowledge pays the best interest. “

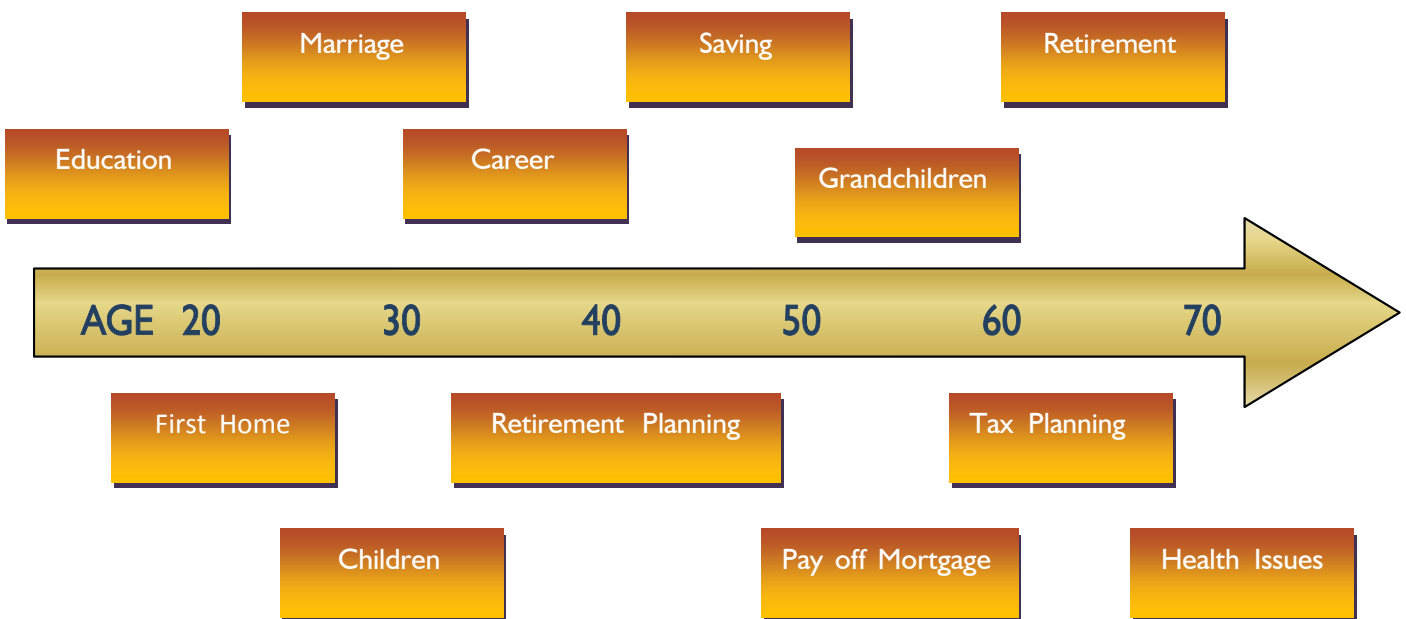
Benjamin Franklin

## Other Services

We also offer the following additional financial planning options:

- Tax Planning
- Wills & Powers of Attorney
- Online portfolio review service
- Client newsletters

## Financial Planning Journey



“Coming together is the beginning. Keeping together is progress. Working together is success.”

Henry Ford 1863 - 1947

# Business Financial Planning

Running your own business as we know can take up most of your time. The pressures of running a business are sometimes difficult to manage, let alone finding extra time to review and plan for the potential financial pitfalls that could have a detrimental impact on your business.

As Independent Financial Advisers we provide financial advice to small and large businesses alike. We can help you to develop your business from a financial perspective and to help it to grow.



# Business Customer Commitment

As advisers to your business our aims would be to:

- **Reduce the risk to your business**

For most industries the most important part of any business are not the fixed goods or assets, but the owners and their key employees. Our financial advisers can provide advice on how to protect your business against financial loss on the death or critical illness of a business owner or key employee.

- **Improve benefits**

Are you a Shareholding director? If so you may be able to enhance your benefits by reviewing and possibly restructuring your pensions, insurance and other protection.

- **Help you to Recruit and retain Staff**

With our help we can advise you how to recruit and retain quality staff by offering additional employee benefits at minimal cost to you.



# Expertise and Advice

Whether you are looking to protect Key personnel or looking to attract new employees to your business we can help .

We can also give guidance and financial advice to employees on retirement planning.

In addition we can also ensure that your business complies with current pension scheme legislation.

# How we are paid for the advice we provide

There are several ways IFA's can be paid for the advice they give to clients. The main options are:

## Commission only advice

Traditionally, many financial advisers have opted to be paid commission from product providers. The product charges cover the cost of setting up the product and also the amount of commission that is paid to the adviser.

The advantage to the client is that they do not have directly to pay the financial adviser for the work carried out.

The disadvantage is that it is not always clear how much the adviser is being paid. This can sometimes be a substantial amount.

IFA's are now forced to disclose the amount of commission they receive, but this can still potentially lead to confusion for the client, where the amounts involved are not made clear.

## Fees only

Some IFA's work purely on a fee basis, charging either by the hour or a fixed fee for the work carried out. No commission is received from the product provider. The product charges would usually be less in comparison to the same product where commission is paid.

The advantage to the client is that the cost of the advice can be easily assessed. Some clients may feel concerned about fees as the costs are more transparent, especially if they are being charged by the hour.

All IFA's are required to give their clients the fee paying option, as an alternative to the commission route.

## Combination of commission and fees

Some IFA's also give clients the option to pay for the advice using a combination of fees and commission. In this situation the IFA should offset the commission against the fee that is charged. If the commission paid exceeds the fee then the balance is used to improve the terms of the recommended product.

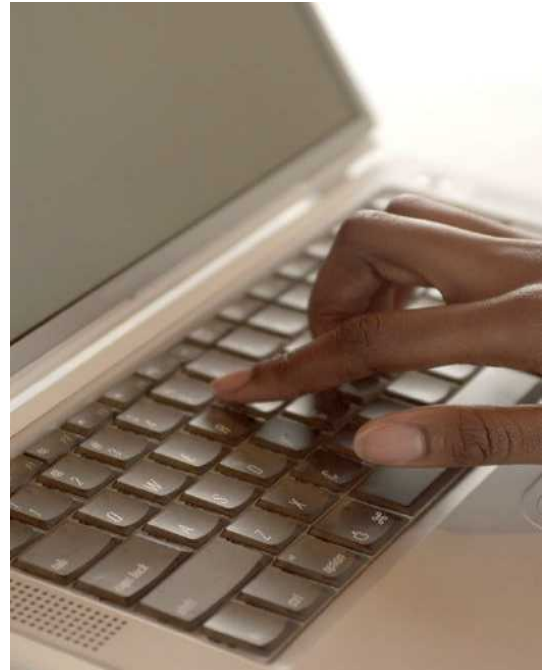
If the commission is less than the fee charged then the client would have physically to pay the outstanding balance. As a consequence many IFA's are starting to change the way they are paid for the advice they provide.



## Our Approach

The Financial Services Authority (FSA) have given the financial Services Industry a clear indication how they would like IFA's to deal with their clients. The FSA believe a simplified approach will make clients aware of the cost of advice before any work that is carried out. We believe that this approach will help clients to understand the cost of advice and simplify how the advice is paid for.

We have for some time used the recommended approach with our clients. All costs for the advice provided are agreed in advance before we carry out any work for you. After the initial meeting, we will be able to assess any specific aspects of your finances that need to be reviewed.



We work on a fixed charge basis for the advice you may require. This means you know exactly the costs for the advice. The cost of the work is based on the time it will take and the complexity involved. You can then decide whether to pay the fee direct to us or alternatively deduct the cost of advice from the recommended product if appropriate.

We have developed differing levels of service, giving you the option to choose the type of ongoing support you would like from us. We also appreciate that some clients would prefer us to conduct work on a one off basis and this is easily accommodated.

## Individual Service

This service is primarily for clients that usually require advice on one specific aspect of financial planning, for example arranging a mortgage or life cover. It would usually relate to an one off transaction with no requirement for regular meetings or reviews.

## Premier Investment Service

This service is designed for clients that have investment or retirement planning needs. A full list of the services included are provided in our services agreement.

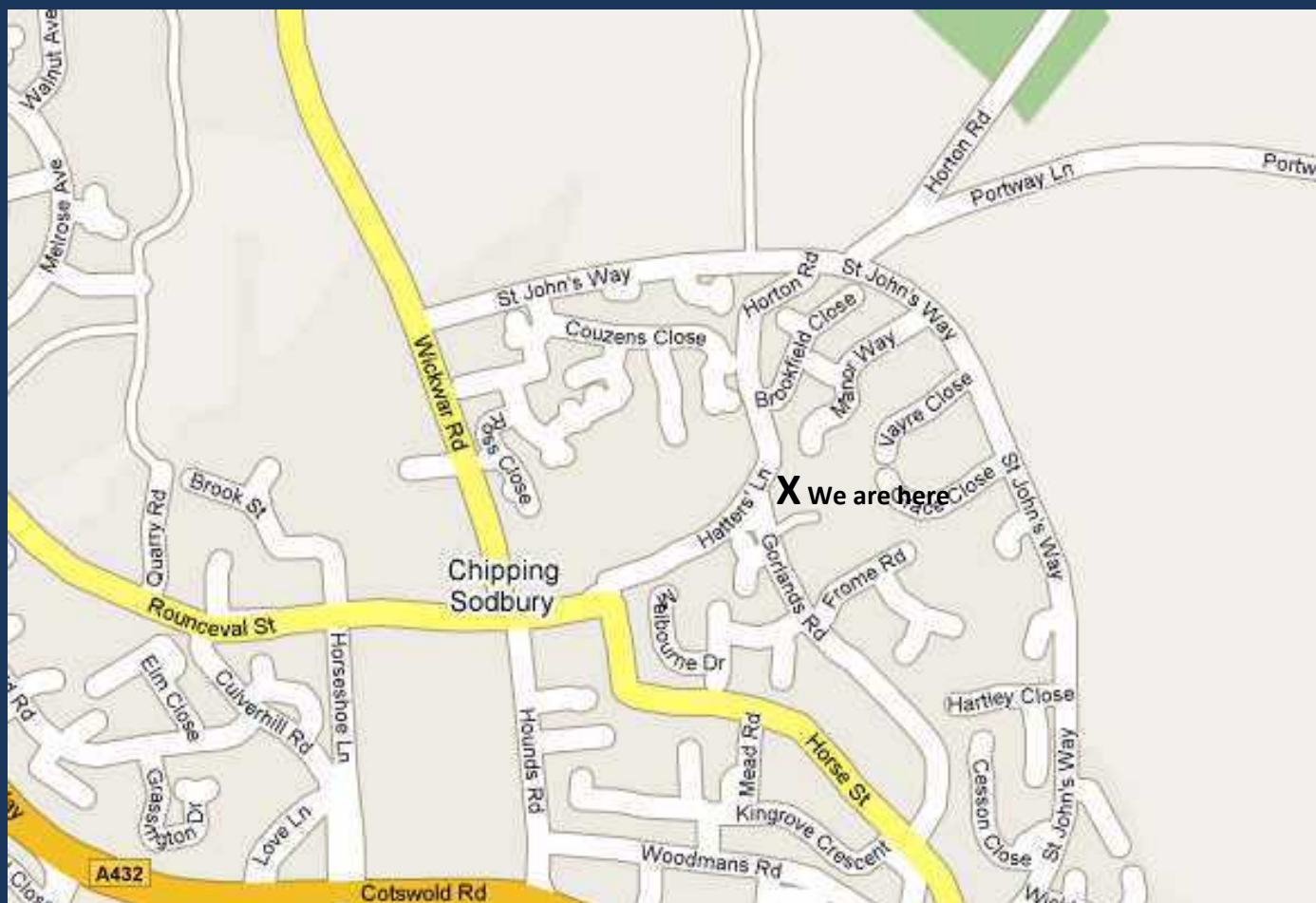
## Premier Corporate Service

This service is specifically designed for business owners looking for financial planning. We provide an in depth service for employees, directors and company owners.

A list of the services we provide are available on request.

We do not believe in notice or minimum contract periods and as a client you are free to amend the service you receive from us at any time.

# How to find us



## From Chipping Sodbury town centre

- Proceed down Rounceval St past the Wickwar Rd Junction towards the bottom of the street.
- At the bottom of the main street there is a war memorial just before Hatters Lane.
- Proceed down Hatters Lane and through the industrial estate.
- About 100 yards past the industrial estate the road bends to the left
- Vayre House is on the right hand side of the road
- There is a driveway at the right hand side up to the rear of the property for parking.

## Telephone number 01454 321511

Consilium Asset Management Limited Registered office: Vayre House, Hatters Lane, Chipping Sodbury, BS37 6AA. Registered in England and Wales Number 4838547.

Consilium Asset Management Ltd is Authorised and Regulated by the Financial Services Authority.

Consilium Asset Management Ltd is entered on the FSA register ( <http://www.fsa.gov.uk> ) under reference number 469507.

The Financial Services Authority does not regulate Will Writing, Taxation Advice, Estate Planning, Offshore Investments, Deposit Accounts, Bank Accounts, Credit Cards and some forms of Mortgages and Loans.

A typical fee for Mortgage advice is 0.5% of the Mortgage amount

**THINK CAREFULLY BEFORE SECURING OTHER DEBTS AGAINST YOUR HOME. YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE.**