HARMONY WEALTH MANAGEMENT
INDEPENDENT FINANCIAL ADVICE

keyfacts®

about our services and costs

Harmony Wealth Management Ltd

Thompson House
Thompson Close
Chesterfield
S41 9AZ

1. The Financial Services Authority (FSA)

The FSA is the independent watchdog that regulates financial services. This document has been designed by the FSA to be given to consumers considering buying certain financial products. You need to read this important document. It explains the service you are being offered and how you will pay for it.

2. Whose products do we offer?

Investment

☑ We offer products from the whole market.

☐ We only offer products from a limited number of companies.

☐ We only offer products from a single group of companies.

Insurance

☑ We offer products from a range of insurers for private medical insurance, pure protection policies such as Accident sickness & Unemployment cover (ASU), term assurance, critical illness and permanent health insurance.

☐ We only offer products from a limited number of insurers.

☐ We only offer products from a single insurer.

Mortgages

We offer mortgages from the whole market.

☐ We only offer mortgages from a limited number of lenders.

☐ We only offer mortgages from a single lender.

3. Which service will we provide you with?

Investment

☑ We will advise and make a recommendation for you after we have assessed your needs.

☐ You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.

☐ We will provide basic advice on a limited range of stakeholder products and in order to do this we will ask some questions about your income, savings and other circumstances but we will not:

- Conduct a full assessment of your needs;
- Offer advice on whether a non-stakeholder product may be more suitable

Insurance

☑ We will advise and make a recommendation for you after we have assessed your needs private medical insurance, pure protection policies such as Accident sickness & Unemployment cover (ASU), term assurance, critical illness and permanent health insurance.

☐ You will not receive advice or a recommendation from us for term assurance, critical illness, medical or permanent health insurance. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.

Mortgages

We will advise and make a recommendation for you after we have assessed your needs.
You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of mortgages that we will provide details on. You will then need to make your own choice about how to proceed.

4. What will you have to pay us for our services?

Investment

You will pay for our services on the basis of commission only, fee only, or a combination of both fee and commission. We will discuss your 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.

Paying by fee

Whether you buy a product or not, you will pay us a fee for our advice and services, which will become payable on completion of the work. 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.

Hourly Rate

Our typical charges are:

Technical Pensions	£150 per hour
Financial Adviser	£120 per hour
Administration	£ 40 per hour

We will confirm the rate we will charge in writing before beginning work and we will tell you if you have to pay VAT. You may ask us for an estimate of how much in total we might charge. You may also ask us not to exceed a given amount without consulting with you first.

Ongoing Charge

In addition, we may receive a maximum of 1% per year of the value of any investments that we give advice on. We will confirm what the ongoing charge will be in writing before beginning work.

Paying by commission (through product charges)

If you buy a financial product we will normally receive commission on the sale from the product provider. Although you pay nothing to us 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 from a provider the product charges could be the same as when buying through an adviser, or they could be higher or lower.

The amount of commission we will receive will vary depending on the product, the amount you invest and sometimes how long you invest and your age. For example:

- If you invest a lump sum of £10000 in a pension, unit trust or investment bond we would receive commission of up to 4% of the amount invested (up to £400) and up to 0.75% of the value of your fund (roughly £75 every year).
- If you invest £100 per month in an ISA or unit trust we would receive commission of up to £4 of each monthly payment and up to 0.75% of the value of your fund (roughly £12 in year 2, £18 in year 3 and so on).
- If you invest in or buy a regular premium policy we would typically receive commission of up to 135% of the first year's premiums

We will tell you how much commission we will be paid before you complete an investment but you may ask for this information earlier.

The commission we receive includes payment for ongoing services and financial reviews.

Paying by a combination of fee and commission (through product charges)

We will charge you a combination of fees and commission. The fee will not exceed the rates shown above in this document. We will agree the rate to be charged before beginning work and we will tell you if you have to pay VAT. The fee will become payable on completion of our work. You may ask us for an estimate of how much in total we might charge. You may also ask us not to exceed a given amount without checking with you first.

We will tell you how much commission we will be paid before you complete an investment (usually on a product illustration) but you may ask for this information earlier.

For details on what commission may also be taken please refer to the section above "Paying by Commission"

The commission we receive can include payment for ongoing services and financial reviews.

Insurance

☐ A fee.

☑ No fee for advising on and arranging private medical insurance, pure protection policies such as Accident sickness & Unemployment cover (ASU), term assurance, critical illness and permanent health insurance.

You will receive a quotation which will tell you about any other fees relating to any particular insurance policy.

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Mortgages

- ☐ **No fee**. We will be paid by commission from the lender.
- ☐ **Combination of fee and commission**. A fee of £ will be payable at the outset and £ payable when you apply for the mortgage. In addition we will be paid by commission from the lender upon completion of the loan
- ☐ **A pure fee** of £ will be payable at the outset and £ payable when you apply for the mortgage,. We will refund to you any commission paid by the Lender

You will receive a key facts illustration when considering a particular mortgage which will tell you about any fees relating to it.

Refund of fees

If we charge you a fee and your mortgage does not go ahead, you will receive:

- ☐ A full refund if the lender rejects your application due to no fault of your own and you have disclosed all information accurately on the application
- ☐ No refund if we make a recommendation to go back to your original Lender, if you decide not to proceed with the mortgage or if you disclose inaccurate information on your application
- ☐ No refund if you decide not to proceed

5. Who regulates us?

Harmony Wealth Management is an appointed representative of Charles James Financial Planning who is authorised and regulated by the Financial Services Authority. Our FSA Register number is 509643 and Charles James Financial Planning is 135205.
Harmony Wealth Management permitted business is advising and arranging investments, non-investment insurance a.
Harmony Wealth Management is regulated in the United Kingdom.
You can check this on the FSA's Register by visiting the FSA's website www.fsa.gov.uk/register or by contacting the FSA on 0845 606 1234

6. What to do if you have a complaint

If you wish to register a complaint, please contact us:
…in writing to :Dean Thorpe,
Charles James Financial Planning. Thorpe House, 9 School Lane Dronfield, S18 1RY …
...by phone:
01246 296060.

If you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service.

7. Are we covered by the Financial Services Compensation Scheme (FSCS)?

We are covered by the FSCS. You may be entitled to compensation from the scheme if we cannot meet our obligations. This depends on the type of business and the circumstances of the claim.

Investment

Most types of investment business are covered up to a maximum limit of £50,000.

Insurance

Insurance advising and arranging is covered for 90% of claim, without any upper limit.

Mortgages

Mortgage advising and arranging is covered up to a maximum limit of £50,000

Further information about compensation scheme arrangements is available from the FSCS.