GRS Financial Consultants Ltd

Client Proposition

GRS Financial Consultants

Thank you for your interest in GRS. Your interest is very much appreciated whether you are a prospective client or one of our many existing clients.

We pride ourselves on making your financial investments, pensions and retirement options clear and simple, so you can be confident that you are making the right choice. We aim to add value through the services we provide to all of our clients.

GRS provides a personal service, tailored to meet your needs. We listen and we give unbiased advice to help you manage your money better. We take the worry out of your finances, allowing you to relax and enjoy life.

Our advisers work with you to help you make the right investment choices for now and your future.

About Us

We are a team of financial advisers based in South Woodham Ferrers. We specialise in providing advice on investments, pensions and retirement options to individual and corporate clients.

We are an adaptable, progressive company. It's not easy to weather two major economic downturns in a little over a decade. Nonetheless, we have increased our client base throughout the recent difficult times. This is mainly down to having built long term relationships with our clients and the sound financial advice we have offered.

Our relationship with you doesn't stop once you've made an investment. We keep you up-to-date with the performance of your investments and we keep in touch to ensure that any changes to your lifestyle or financial goals are reflected in your portfolio.

Our Website

Find us at: www.grsfinancial.co.uk

Our Service

We can provide you with advice in the following areas:

- ✓ **Investment.** We will establish an investment proposition tailored to your needs and financial objectives. We will create the right solution for you whether you want to save regularly or have existing investments for review. Alternatively, if you want to invest on behalf of your children or grandchildren, or via a trust, we can arrange that for you too.

- ✓ **Personal Pensions.** If you are just starting out in your career, we'll help you decide which type of pension is right for you and work out how much you can afford to invest on a regular basis. If you have moved jobs a few times already and have several different pension plans with different providers, we can review how well your pensions are performing and determine if they will in fact meet your needs. If your pension isn't meeting expectations or you have a number of small pension pots, we'll find out whether a pension consolidation exercise would be suitable for you.
If you are nearing retirement, we'll review how your pension funds are invested and look at the choices available to you when you retire.

- ✓ **Retirement Planning.** We are on hand to help you make the right decision when you are nearing retirement. We can offer advice on annuities and pension drawdown plans to help you maximise your finances in retirement.

- ✓ **Estate Planning.** No matter what your net worth, it's important to have a basic estate plan in place. Such a plan ensures that your family and financial goals are met after you die. When assessing your assets we include your investments, retirement savings, insurance policies, and property or business interests. We can also refer you to a specialist will writing service.

- ✓ **Corporate Services.** If you need advice for your business, contact us to discuss group pensions, employee benefits, and personal and corporate services for company directors. Furthermore, consideration should be given to keyperson, partnership and shareholder insurance for partnerships and limited companies. Our advisers will discuss your needs directly with you to ensure you're adequately covered.

- ✓ **Protection.** Whether you are reviewing your life insurance provision or considering taking out critical illness cover, we can help you find the right cover for you and your family to suit your needs and your budget.

- ✓ **Tax-Efficient Savings.** When we assess your overall financial position, one of the key elements of our planning will be to ensure that your arrangements are tax efficient. Our advice will take into account capital gains tax, income tax and inheritance tax.

- ✓ **Mortgages.** Whilst we are authorised to give you mortgage advice we tend to refer any mortgage queries to a specialist mortgage broker.

- ✓ **Healthcare.** As with mortgage advice we will refer you to a specialist healthcare adviser

Our Advice Process

At GRS, we have a wealth of experience and market knowledge to help you get the most from your finances. We use a tried and tested approach to ensure that we manage all of our clients' financial affairs efficiently, responsibly and ethically:

Initial "Discovery" Consultation

- No obligation
- An initial discussion to understand your needs, financial goals, and priorities at no cost

Our Charging System

- A transparent and fair charging system for the advice and service we give
- We agree with you, in advance, how much you will pay for the research we undertake on your behalf, for any investment you make, and for the ongoing advice we give and service we provide
- See our Service Level Agreement towards the rear of this document for full details

Initial Review or Needs Analysis

- We begin our research once you instruct us to act on your behalf
- We will review:
- Your current financial circumstances
- What money you have coming in, your average expenditure and what you need to keep in reserve
- Personal details about you and your family, your tax position and financial needs, your future plans and your investment goals
- If you need to take an income from your investments?
- If you want to achieve capital growth?
- We can review your existing investments to make sure they are still suitable

Risk Assessment and Risk Profiling

- Completion of a risk profile questionnaire
- A conversation about risk
- Reach agreement on an the amount of investment risk you are happy to accept

Suitability Assessment

- A report confirming our recommendations to you, why they are suitable and what the associated risks and costs are.

Implementation

- When we have agreed how to proceed we will implement the plan on your behalf

Ongoing Review (see *Service Level Agreement* for full details)

- Continued access to an adviser
- Regular portfolio reviews
- A comprehensive review of your financial strategy
- We will keep in touch to make sure that any changes to your lifestyle or financial goals are reflected in your portfolio.

Our Promises to our Clients

We value the reputation that we have earned over the years and we adhere to our code of ethics to maintain our full compliance, professional standards and integrity at all times. This is confirmed in our pledges:

Qualifications

All GRS advisers hold the required qualifications to provide you with appropriate advice and undergo a continuous process of professional development.

All advisers have received a Statement of Professional Standing from one of the FSA's accredited bodies - the Chartered Insurance Institute.

Service

GRS will always endeavour to provide you with the highest level of service possible.

Personal recommendations

A GRS adviser will always recommend a course of action based on your specific circumstances and the needs that have been identified.

Adviser Charges

Initial advice

Amount to be invested	Transactional Service	GRS Client Care Service
Up to £100,000	4% Minimum fee of £500 applies	3% minimum fee of £500 applies
Between £100,001 and £1,000,000	3% Minimum fee of £500 applies	1% Minimum fee of £500 applies
More than £1,000,000	Upon agreement	Upon agreement
Putting policies into trust	Up to £1,000 but to be agreed individually	Up to £1,000 but to be agreed individually
Dealing with a death claim	Up to £1,000 but to be agreed individually	Up to £1,000 but to be agreed individually
One off research projects	Fee to be agreed individually	Fee to be agreed individually
Review meetings	£500 per meeting	As per Ongoing Service Agreement

If it is determined that a regular premium pension or investment policy is appropriate for you we will charge up to 50% of the first year's premium.

All fees will be agreed with you and confirmed in writing before we proceed.

Please note that for protection business, we will continue to receive commission from the insurance company as payment for our advice.

Contingent Fees
We reserve the right to charge a contingent fee in the following circumstances:-

- Where we make a recommendation, but you do not proceed with our recommendations or alternatively you decide to cool off, from the transaction. In this instance we will charge you for the time spent on formulating our recommendations to you up to a maximum of £1,500.

- For protection products where you choose to pay our fees by commission generated from the product and subsequently cancel the product we may be obliged to refund some or all of any commission that has been paid to us. This is known as a "claw back" and it can apply for up to four years, known as the "claw back period". Where commission is recovered, we may charge you the amount we have repaid. The maximum amount you will have to repay will not exceed £1,500,

  The amount that may be clawed back will depend on when in the four-year period premiums cease, and will not necessarily be proportionate. If you are considering stopping the premiums, please get in touch to see if we can assist you with the reason prompting your decision. We can also advise you of the likely amount of claw back you will have to pay.

  If we exercise this right, you agree to pay us on demand. This does not affect your right to cancel the contract during the "cooling off period".

We believe that it is vital that we offer clients levels of service that are appropriate to their needs.

The GRS Client Care Service is appropriate for clients who want to take an active role in reviewing their financial position.

However, we do have a service offering for clients who require a one-off piece of advice from us. The Transactional Advice Service is likely to be suitable for one off investment cases such as utilising your annual ISA allowance or annuity cases. No ongoing service will be offered after the implementation of the initial advice and the client will be responsible for ensuring that they are dealing with their financial matters themselves.

However, the transactional client can always contact the firm for further on either a transactional or an ongoing basis.

For further details of what each level of ongoing service provides and the respective charges, please see details below:-

Ongoing Service Proposition

Service	GRS Transactional Service	GRS Client Care Service
Who would this be suitable for?	This would be suitable for anyone who would like one off financial advice to help meet your financial objectives, whether it be investments, retirement planning, or taking retirement benefits and meeting protection needs.	This would be appropriate for those clients who want a proactive service with regular contact from their adviser.
Fees	There is no ongoing fee applied for this level of service - only initial fees apply as no ongoing support is provided. Should you wish to have advice at a later date you will be charged in line with our fee schedule applicable at that time.	Ongoing fees are on a scalable basis:- £0 - £2,000,000 – **0.5%** Above £2,000,001 – **negotiable**
Annual Face to face review meetings		✓
Investment Valuations		✓
Second Opinion Service		✓
Witness Certification Service		✓
Liaison with other professionals		✓
Telephone/email assistance via the office		✓
Telephone/email direct access to adviser		✓
Client file retention and maintenance		✓
Forward provider correspondence		✓
Ad hoc meetings		✓
Enhanced client contact		✓

Contact Us

Our Team

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