



## SensInvest

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### 1. The Financial Conduct Authority (FCA)

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The FCA is the independent watchdog that regulates financial services. This document is designed by the FCA 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.

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### 2. Whose products do we offer?

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#### Investment

**Independent advice** – We will advise and make a recommendation for you after we have assessed your needs. Our recommendation will be based on a comprehensive and fair analysis of the market.

#### Insurance

We offer products from a range of insurers for non-investment insurance contracts covering pure protection such as term assurance, income protection and critical illness cover.

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### 3. Which service will we provide you with?

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#### Investment

**Independent advice** – We offer an Independent advice service. We will recommend investments based on a comprehensive and fair analysis of the market. We will place no restrictions on the Investment Markets we will consider before providing investment recommendations, unless you instruct us otherwise. We will however only make a recommendation when we know it is suitable for you.

#### Insurance

- Non-investment protection contracts** - we offer non-investment protection products e.g. term assurance, income protection and critical illness from a range of insurers.

You will not receive advice or a recommendation from us for non-investment insurance contracts. 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.



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

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You will pay for our services on the basis of an adviser charge. This charge is based on a percentage of the amount you invest. 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.

##### **The cost of our valued service proposition**

We provide you with an initial consultation free of charge. This helps us to understand your financial objectives and will confirm how we can support you in working towards these. We will also discuss the cost, and levels, of our services both initially and throughout our relationship with you.

##### **Financial Review and Recommendation**

This can be a continuation from the initial discussion, where agreed, or a further appointment. This process covers the:

- understanding your situation by gathering information about your existing financial arrangements and full personal circumstances;
- understanding of your investment knowledge and attitude and tolerance towards investment risk;
- recommendation of an asset allocation model that matches your investment risk profile and the subsequent assessment and suitability of any existing investments;
- analysis and design of your investment strategy
- presentation of your recommendation;

##### **Arranging and Setting up your Investment– Lump Sum Investments or Transfers**

Should you instruct us to proceed with any of our recommendations we will act for you in the following ways:

- Facilitate and deal with all fund and contract administration on your behalf;
- Communicate regularly keeping you informed of progress;
- Provide you with all documentation ASAP in line with your expectations;

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- Provide you with confirmation of the actions taken on your behalf in writing.

You will only pay a fee if you have agreed to proceed with our recommendations.

### Your Payment Options

Our charge for this service is based on a percentage of the amount you invest and/or transfer. These charges are applied as follows but are subject to a minimum of **£950**.

- **Up to £50,000 – 3%**
- **£50,000 to £100,000 – 2%**
- **£100,000 to £500,000 – 0.50%**
- **£500,000 and above 0%**

This payment can either be taken from your investment upon receipt by the provider or paid directly by you.

Example 1; if we arrange an investment on your behalf for £30,000 our implementation fee would be £900. As this is less than the minimum implementation/recommendation fee of £950 we would charge you £50 as the balance.

Example 2; if we arrange investments on your behalf totalling £50,000 our implementation fee would be £1500.00 As this exceeds the minimum implementation/recommendation fee of £950 no other charges would be applied.

### Arranging and Setting up your Investment– Regular Premium Investments

Our charge for setting up a regular premium investment plan is 50% of the first year's premium subject to a minimum 'financial review & recommendation fee' of **£500**. You can pay this under either of the two options listed below:

#### Your Payment Options

##### *Option 1*

You can pay this directly on commencement of the plan. On receipt of this payment we will waive our 'financial review and recommendation' fee by the same amount with any balance falling due at the same time.

Example 1; if your monthly contribution is £20 our setting up fee would be £120. As this is less than the 'financial review and recommendation' fee of £500 we would charge you £380 as the balance.

Example 2; if your monthly contribution is £200 our implementation fee would be £1200. As this exceeds the 'financial review and recommendation' fee no other charges would be applied.

##### *Option 2*

You can pay the setting up fee through your plan. The payment will be deducted proportionally from each monthly contribution during the first year. Where we receive such payments we will waive our

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'financial review and recommendation' fee by the same amount and any balance due at the end of the first year will be payable by the same monthly instalments until settled in full.

Example 1; if your monthly contribution is £20 our setting up fee would be £120. This will be collected by deducting £10 from each monthly contribution for the first 12 months. As this is less than the 'financial review and recommendation' fee of £500, at the end of the first year the balance of £380 will be collected by the same monthly deductions until settled in full.

Example 2; if your monthly contribution is £200 our implementation fee would be £1200. This will be collected by deducting £100 from each monthly contribution for the first 12 months. As this exceeds the 'financial review and recommendation' fee no other charges would be applied.

Should you decide to pay this charge through your plan and payments to the plan subsequently cease, we will calculate the total payments received to date and charge you the balance against the 'financial review and recommendation' fee.

For example, if you invest £100pm our total charge will be £600. We will deduct £50 from each monthly contribution until paid in full. Should payments cease after month 6 (and £300 has been collected) the difference between this and 'financial review and recommendation' fee of £500 would be charged i.e. £200.

### **Ongoing Service and Reviews**

We will discuss the full range of our on-going valued service proposition during our initial consultation. These services include, but are not limited to, providing you with:

- Structured reviews;
- An assessment of your circumstances and any changes to your plans that are needed;
- Regular updates and information regarding your investments;
- A choice of differing levels of support depending on your needs;
- Ongoing support with correspondence and administration issues.

### **Your Payment Options**

Details of these different levels of services are contained in our Valued Service Proposition document. We will agree separately the level of on-going services at the time of, or prior to, making our recommendation(s) to you. Typically, our costs range from 0.5% to 1% per annum and are based on the value of your investment(s) at each 12-month anniversary, and are paid pro-rata in arrears.

The charges listed above can be deducted from your investments or paid directly by you.

Example 1; if your investments are valued at £50,000 and you have selected Level 3 (0.5%) the ongoing management adviser charge we would receive is £250.

Example 2; if your investments are valued at £120,000 and you have selected Level 2 (0.75%) the ongoing management adviser charge we would receive is £900.

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## Other benefits we may receive

We advise on a range of products from a variety of firms; we may receive certain non-monetary benefits from these firms, which are used to enhance the quality of service we provide to you. Benefits we may receive include access to technical services, information technology support or the supply of product literature.

## Our General Insurance and Protection Services and Costs

Similar to our investment services above, we will provide you with a personal and financial review prior to making our recommendation(s) to you. Should you accept our recommendation(s) we will arrange the implementation of this/these for you. The reasons for our recommendations will also be provided to you in a written report.

We do not charge a fee for our General Insurance and Protection services as we will normally receive commission from the product provider. You will not be subject to VAT for this service.

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

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## 5. Who regulates us?

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**Fortune Wealth Limited** is authorised and regulated by the Financial Conduct Authority. Our FCA Register number is **714408**.

**SensInvest** is a trading style of Fortune Wealth Limited.

You can check our authorisation and the permitted activities on the FCA's Register by visiting the FCA's website [www.FCA.gov.uk/register/home.do](http://www.FCA.gov.uk/register/home.do) or by contacting the FCA on 0800 111 6768.

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## 6. What to do if you have a complaint

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If you wish to register a complaint, please write to:

*Compliance Officer*  
**Fortune Wealth Limited**  
Newburn Riverside, Gateway West  
Newcastle upon Tyne  
NE15 8NX

A summary of our internal complaints handling procedures for the reasonable and prompt handling of complaints is available on request and if you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service.

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

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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. Most types of investment business are covered up to a maximum limit of £50,000, whereas insurance business is covered for 90% of the claim, without any upper limit.

Further information about the compensation scheme arrangement is available from the FSCS at <http://www.fscs.org.uk/what-we-cover/products>

