

Defined Benefit Referrals Webinar

AVIVA

A man in a blue t-shirt and a yellow and black wheelchair is walking away from the camera on a paved path. A small dog is walking ahead of him. The path is surrounded by lush green trees and foliage. The scene is captured in a warm, golden light, suggesting late afternoon or early morning.

for advisers only. Not for use with clients.

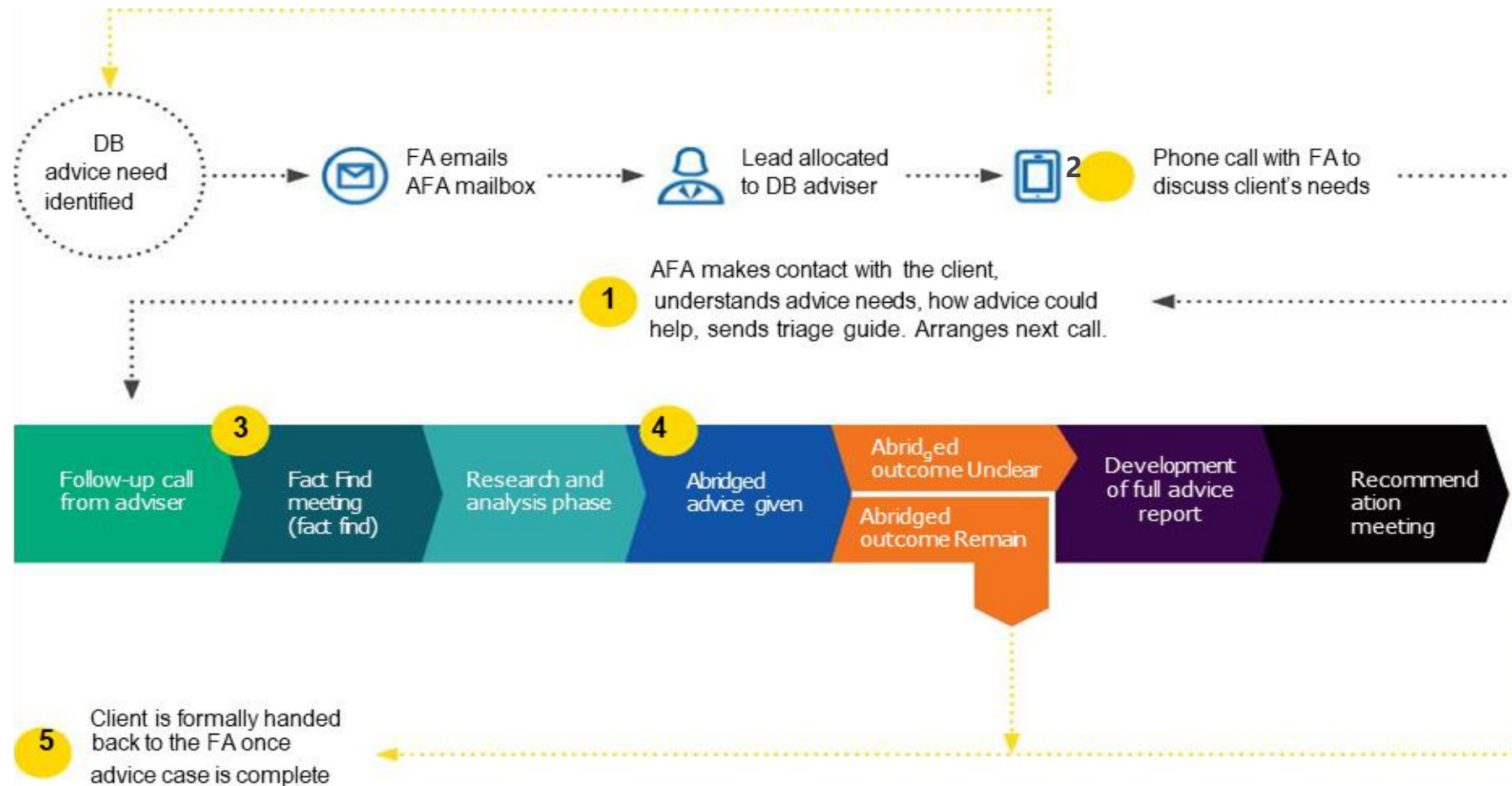
Why Aviva for Defined Benefit?

Introduction to the strength of the Aviva proposition:

- Gold standard service provided by one of the strongest financial services brands in the UK
- Our defined benefit (DB) advisers are all individually accredited with the Pension Transfer Gold Standard by the Personal Finance Society. Since launch in April 2019, we've helped over 900 clients review their pension and investments with a team of specialised advisers
- Non-contingent charging model with a maximum charge of £10,775 (excluding VAT) to ensure fair value for clients and a best outcome recommendation
- Abridged and full advice offerings to suit a range of client needs
- Any clients who transfer will be placed on the Aviva Platform
- Guaranteed non-competition agreement, you retain the client after advice.

Aviva Referral Process

Our process:



Key Points to be aware of

Important notes on our advice:

- Aviva offers a restricted advice service which means that we can only offer advice on Aviva products and services
- Aviva has an investment proposition focused around a strong analysis of customer needs, development of an attitude to risk (ATR), and use of the Aviva fund ranges. In taking responsibility for the full end to end DB advice process, Aviva maintains the responsibility for deciding on the final investment decisions to aim for good customer outcomes for the short, medium, and long term
- Aviva does not accommodate insistent clients
- Aviva does not accommodate cases where the client is under 53.

Abridged Fees

Aviva offers abridged advice as a standard part of our DB advice journey. This helps the client avoid the cost of full advice if it is clear at an early stage that remaining is the right recommendation.

Aviva charges £800 (plus £160 VAT) for collection of data, analysis and generation of the abridged advice report. In the case that the outcome of the abridged advice is to remain, the client will be charged this amount. We do not charge additional fees for clients with multiple schemes.

We charge for abridged advice to ensure that the cost of the abridged process isn't loaded onto clients who go into full advice, meaning that we can keep charges fair for all clients regardless of their situation. As our fees are not contingent of the outcome, you can be sure that the client will receive the recommendation that is right for them.

Full Advice Fees

Our full advice charge is made up of two elements: There's our flat report fee of £1,525 and in addition to this an advice fee of up to 2% on the transfer value.

Full advice service (ex VAT)		
Value of CETV(s) advised on	Report fee	Advice fee
First £100,000	£1,525	2.00%
Next £200,000	£1,525	1.75%
Next £200,000	£1,525	1.25%
Next £500,000	£1,525	0.25%
Amount above £1,000,000	£1,525	0%

We do not facilitate any introducer fees or charges on behalf of the introducing financial adviser.

If the client receives an unclear recommendation at the abridged advice stage and proceeds to full advice,

the £800 (plus £160 VAT) advice fee for abridged will be replaced by the full advice fee.

VAT will always be charged on remain recommendations at the abridged advice stage, and may be charged

at the full advice stage depending on the client's situation

Aviva Financial Advice: Investment Proposition

A range of investment fund solutions to meet client objectives

	Summary	Typically used in solutions for	Charges
Core	Aviva Investors multi-asset fund range managed with a passive focus designed to meet different levels of risk.	Investors with limited experience and knowledge who would prefer a passive approach.	Core Platform charge (standard terms - tiered 0.35% -0.10%) + fund charge of 0.15%
Core+	Aviva Investors multi-asset fund range managed with an active focus designed to meet different levels of risk.	Investors who want more sophistication in comparison to the core range and access to active fund management.	Core Platform charge (standard terms - tiered 0.35% -0.10%) + fund charge of 0.41%-0.43%
Choice	Morningstar Discretionary Managed Portfolio service utilising Active Managed Portfolios.	Investors who want a higher level of sophistication, in comparison to core & core+, and active, external fund	Choice Platform charge (standard terms - tiered 0.40%-0.15%), DFM charge 0.30% + fund charges from 0.34%

Quality Assurance:

- DB advice recommendations are checked prior to presentation to the client by an external 3rd party to ensure quality and independence.
- Additional supervision includes:
 - ✓ Case clinics
 - ✓ Internal 2nd line oversight
 - ✓ Client insight calls
 - ✓ Learning updates
 - ✓ Monthly and quarterly governance meetings

Please note:
Value of investments may go down as well as up. Investors could get back less than they invested

Thank you

Any questions?

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