

Awards: Treble Top at Finance Oscars

Winner Pensions/SIPP
IFA of the Year

Runner Up Small IFA
of the Year

Runner Up Online IFA
of the Year

30+ National and
International Awards
in 12 Years

Financial Times Business
Financial Adviser Life &
Pension Awards 2012

Inside this issue

Discounted Fee Options
Save up to 25%
*

**Face to Face Advice
v Remote Advice**
*

Money MOT Service
New Rates 1st January
*

Care Fees
Protect Your Wealth
*

New Look Websites
Sneak Preview
*

Gender Neutral Pricing
Are Men the Losers?

Money Minutes

Winner Pensions Adviser of the Year 2012

Biggest Change to Financial Services in 30 yrs - RDR

RDR - The Retail Distribution Review of financial services takes effect on 1st January 2013.

This bulletin covers the main points of RDR as well as how it affects our services, our fees and our relationship with you.

So What is Changing?

Commissions are banned. Where advice is given, an 'Adviser Charging' fee must be agreed with you.

Banks, Insurers, Investment and Financial Advisers must meet

new, higher capital requirements. In short, we must all keep more money in reserve to prevent insolvency.

Adviser Qualifications must be level 4 (equivalent of a degree) to give advice.

Restricted Advice: Advisers must be qualified across the whole market to stay independent. Many advisers will not be able to and will be restricted.

Result: Thousands of advisers are leaving the industry. Most of the top High Street banks have already closed their financial advice arms.

Our Position:

All our Advisers are Level 6 qualified (masters equivalent).

Our Capital Adequacy set aside for continuity of our service to you in difficult economic times is already 3 times the required limit.

Fees: We have always quoted clients set fees. In addition, we are launching new services to keep your costs down.

We remain fully authorised as independent financial advisers offering whole of market advice with no bias or restrictions.

Commission Banned? Not Really

'Adviser Charging' can still be paid from policy charges. It just has to be agreed with you and paid separately as a fee or deducted from the investment charges.

No Advice Bank Selling

Adviser charging is very different to non-advised sales where commission is still allowed and does not have to be agreed with you. **You can now guess why banks have closed their advice arms to launch non-advice platforms.**

Three Tiers of Advice:

1. Independent Advice: Traditional model of whole of market advice based upon agreed adviser charges rather than commission. **Level 4 qualifications required. Liability for advice is with the adviser i.e.** Full Financial Ombudsman rights in case of mis-selling or complaint.

2. Restricted Advice: Restricted advice based upon a limited range of products sold due to qualifications or the type of advice a firm wants to offer. Adviser Charge fee must still be agreed. **Level 4 qualification standard but only in the advice area. Liability for advice is with the adviser i.e.** Full Financial Ombudsman rights in case of mis-selling or a complaint. Restricted advice is comparable to solicitors where they specialise in family law or property purchase or litigation but not all three.

3. Non-Advised Sales: There is no advice. The firm does not

have to comply with RDR on qualifications. The salesperson or firm can take full commission without the need to agree a fee with you. Any commission just needs to be disclosed in the "small print". As no advice is given, usually they ask a structured set of questions and you choose from two or three policies that match your needs based upon your answers. **Fact: You choose - this is a Non-Advised Sale. There is no liability for advice as no advice was given and therefore limited Financial Ombudsman rights** if you choose the wrong policy.

Virtually all banks, insurers and online comparison sites, loan companies and mortgage companies use the no advice model for sales of mortgages, ISAs and life insurance but they still take huge commissions. Check the small print and you will see "no advice was given in connection with the sale of this product". But there will still be commission.



Beware Commission Sharks

NEW TO US? FREE CONSULTATION: Tel 020 8144 7620 or 01543 677444

To receive this bulletin and more email: registrations@needanadviser.com or register at www.needanadviser.com

Our New Discounted Fee Options - Save up to 25%

In 12 years, we have increased our main fee structure just once.

We have always tried to improve efficiency to keep costs down but maintain high standards of advice. Regulatory fees, expenses and employee costs have all risen over the years. We have also had to

pay two additional levies this year in addition to normal levies to the Financial Services Compensation Scheme for failed investment companies despite never recommending a failed investment nor having a complaint where compensation had to be paid. Inflation, poor industry practices and RDR are taking their toll.

Changes - In view of increased costs and RDR, we are taking the opportunity to offer you an even wider choice of adviser charging structures to reflect the changing needs of clients and technology. We can still deliver transparent low cost services at a competitive and fair price for all. **We can even offer up to a 25% discount.**

Face to Face Advice v Remote Pricing

To give you choice and enable you to get the best value service for your money, we now offer four pricing options, allowing you to save up to 25%:

Your Fee Options	Non Face to Face Advice (paid up front)	Non Face to Face Advice (paid on completion)	Face To Face Advice (paid up front)	Face To Face Advice (paid on completion)
Discussions & Meetings	Telephone/ Webcam/Email	Telephone/ Webcam/Email	Personal Meeting	Personal Meeting
Advice & Reports	Telephone/ Webcam/Email	Telephone/ Webcam/Email	Personal Meeting, Hard Copy + Email Copy	Personal Meeting, Hard Copy + Email Copy
Application Forms	Telephone/ Email/Post	Telephone/ Email/Post	Personal Meeting, Hard Copy + Email Copy	Personal Meeting, Hard Copy + Email Copy
Policy Documents	Post	Post	Post	Post
Discount	Saving you 25%	Saving you 15%	Saving you 10%	

Where there is the option for adviser charging fees to be paid from product/policy charges (formerly known as commission), we will still give you the option to do this. If you have already paid a fee upfront to secure a discount, we will immediately issue a refund of any balance fees overpaid to us. **The majority of clients will also see a reduction in Money MOT fees by opting for non-face to face or paying upfront or on a monthly basis.** This reduces our administration costs that we can pass back to you, saving us all money.

Money MOT Service Rates (effective 01/01/2013)

Service Options	Non Face to Face (paid up front or monthly)	Non Face to Face (paid in arrears at end of year)	Face To Face (paid upfront or monthly)	Face To Face (paid in arrears at end of year)
Bronze (Pay As You Go)	£120 per hour	£136 per hour	£144 per hour	£160 per hour
Silver Yearly (up to 2 policies/funds)	£270	£306	£324	£360
Silver Yearly (up to 4 policies/funds)	£412.50	£467.50	£495	£550
Gold Yearly (up to 1 policy/fund)	£225	£255	£270	£300
Gold Yearly (up to 3 policies/funds)	£525	£595	£630	£700
Gold Yearly (up to 6 policies/funds)	£675	£765	£810	£900
Gold Yearly (7+ policies/funds)	£1,125	£1,275	£1,350	£1,500
Platinum Quarterly (up to 6 policies/funds)	£1,125	£1,275	£1,350	£1,500
Platinum Quarterly (7+ policies/funds)	£1,875	£2,125	£2,250	£2,500
Discount	Saving you 25%	Saving you 15%	Saving you 10%	

A NEW CLIENT AGREEMENT WILL BE ISSUED TO YOU IN DECEMBER IN TIME FOR THE REGULATION CHANGES ON ADVISER CHARGING on 1st January 2013.

The Care Fees Debate - Protecting Your Wealth

Elderly care is constantly in the public eye as both government, social services, think tanks and the public come to terms with the enormity of the task in hand and the costs involved.

Means Test

Under current rules, you are means tested to assess your ability to pay for your own social care. If you have money, property or investments worth over £23,250 or you have sufficient income from pensions or savings, you will be required to fund your own care. Care fees can cost up to £5,000 per month. In fact if your savings are run down to below these figures, you may then just be left with an income of £23.50 per week for personal expenses. The rest being used to fund care.

Are there ways to protect wealth? Yes.

The Charges for Residential Accommodation Guide (CRAG) sets out what local authorities are allowed to use for a means test.

What is not means tested?

- Most assets and income are means tested.
- Certain types of insurance bonds are not means tested.
- Certain types of trust are not means tested.
- Case Law, i.e. legal cases over the last 20 years or so have also established where certain assets or actions cannot be unravelled and assessed as part of the means test.

We can help with estate planning, Will writing and simple financial planning to enable you to plan for protecting your wealth whilst also planning for care.

The New Care Fees Cap ... Eventually

The Dilnot Commission published a report on the way forward for costs of an ageing population and the need for elderly care.

The report suggested a cap on fees to be paid by the consumer at £35,000 with the social costs for accommodation and food

still to be met on top of this by the public themselves.

Speaking in October at the Conservative Party Conference, Health Secretary Jeremy Hunt suggested that Government would look to implement the social care fees cap "as soon as we are able".

Do not 'hold your breath' waiting for the fees cap. Whilst the commission's report is welcome, it is just too big a job to be implemented by the current or indeed the next government. Unless new rules are implemented for example to extend capped/flexible pension drawdown to allow access to your pension or be earmarked say as an early care fees deposit, we cannot see the country being able to afford to implement this. Indeed, as part of a government infrastructure spending program, new care homes could be built to manage these costs rather than leaving most of the burden in the private sector where a free market reigns and care fees costs spiral out of control as demand exceeds supply.

New Websites Sneak Preview

The image displays four screenshots of the needanadviser.com website. The top-left screenshot shows the 'Watch & Listen ... Latest Video Blogs' section with a video player and a list of video titles. The top-right screenshot shows the 'Trail Commission' section with a video player and text about the commission's findings. The bottom-left screenshot shows the 'green investment' section with a list of ethical and green investment options. The bottom-right screenshot shows the 'International' section with a grid of links to various international financial services.

Coming Soon Across All Websites

We have given all of our websites a complete makeover. Not just in look but to also make them easier to use and find the information that you need quickly.

The new sites will also include the existing mobile and sight impaired versions of our websites to provide access for all and enable you to access your financial information from your desktop, mobile phone or tablet anywhere in the world.

Our new server framework will enable us to add features more quickly. In the New Year, we will also make all your policy updates, advice reports, values and fund switching recommendations available on line.

NEW TO US? FREE CONSULTATION: Tel 020 8144 7620 or 01543 677444

To receive this bulletin and more email: registrations@needanadviser.com or register at www.needanadviser.com

Midlands & North
Prosperity House
Water Street
Burntwood
Staffordshire
WS7 1AN

London & South
Gainsborough House
Sheen Road
Richmond
Surrey
TW9 1AE

Tel: 01543 677444 Tel: 020 8144 7620

MAKE Money - SAVE Money - PAY LESS Tax

Online 24 - 7
www.needanadviser.com



Email: info@needanadviser.com

30+ Industry Awards since 2002 and 'in the frame' every year for 10 years, winning IFA of the Year, Online IFA of the Year, Pensions IFA of the Year, Protection IFA of the Year and many more.

Need An Adviser Timeline

- 2000** - Trading starts from a converted farm outbuilding.
- 2001** - Pioneered fee based financial advice with fixed cost quotes for all.
- 2002** - Need An Adviser.com goes live online - 1st Awards: Winner IFA Firm of the Year and Winner Best Use of New Media.
- 2003** - Treasury invites us for talks on our unique advice model.
- 2004** - Expansion and new head office in Burntwood acquired. Represented now in London, Midlands, Scotland, Northern Ireland, France and Spain.
- 2005, 2006, 2007** - Finance mentors to BBC TV program. Named in first ever Chartered Financial Planner listing and pioneered 'EU Passport' financial advice service to British expatriates in Spain.
- 2007** - Need An Adviser.com redesign and launch for blind, deaf, colour blind and dyslexic access.
- 2008** - 'EU Passport' financial advice service to British Expatriates in all 25 EU States.
- 2009/10** - New Associate Consultants recruited in Scotland, Northern Ireland, Spain and France + 4 more awards Winning IFA Firm of the Year and Online IFA of the Year.
- 2011** - Treasury Select Committee Lobby Group **Advisers United** launched by us to help lobby for fee based financial advice across the whole financial services industry. Need An Adviser for Mobile & Tablets goes live across all websites - Winner Online IFA of the Year and Runner-up IFA Firm of the Year.
- 2012** - Winner Pensions IFA of the Year + 2 other Awards. 5 New Websites Launched: AnnuityRatesAdvice.com, DivorceandPensions.com, ExpatAdvice.com, EquityRelease-Advice.com, PensionTransferAdvice.com with OnlineWillsShop.com going live Nov 2012. Full Website Rebuild.

Gender Neutral Pricing 21st December 2012 - Are Men the Losers?

On 21st December 2012, the amount you pay for financial products will dramatically change with the EU Gender Directive coming into force in the UK. In short, it will be illegal for men and women to pay different rates for insurance policies.

Insurance is Professional Gambling

Firstly, it is helpful to have an understanding of how insurance risk and premiums are set. Insurance companies are basically just like bookmakers. At the betting office, 'bookies' balance the odds with risks and betting income on the 'favourite' set against the wider odds and lower risk bets of the 'outsiders'. They balance their odds and their books so that they make some money, even when the favourite wins. This is why they are called bookmakers. The same principle applies to

insurance, the lower risks are balanced against the higher risks and premiums are set. Men are more likely to have an accident driving a car, so they pay more. Women have more complicated bodies and go through tougher changes such as pregnancy and menopause, so sickness insurance is more expensive. Men do not live as long as women or are more likely to have more dangerous pursuits so life insurance is more expensive as there is more likelihood of a claim but they get bigger pension annuities at retirement as they do not live as long receiving their pension income. **But the days of insurance 'bookmaking' come to an end on 21st December.**

Battle of the Sexes – Who Wins?

Men: Life insurance rates may reduce, pension annuity rates may fall; motor insurance rates may fall but sickness insurance rates may rise. Therefore, men should consider postponing applying for life insurance and motor insurance although not having motor insurance is illegal so you cannot just postpone it. However, men can also take advantage by sorting out their pension annuities today as well as buying sickness insurance before rates rise in December.

Women: The exact reverse is true for women. Women may wish to postpone their retirement until after 21st December but buy life insurance now. Women should also look at purchasing sickness insurance later but motor insurance now before rates go up.

So on balance nearly a tie but men lose, only just!

	Men	Women
Life Insurance	Buy Later	Buy Now
Sickness Insurance	Buy Now	Buy Later
Motor Insurance	Buy Later (but you can't)	Buy Now
Pension Annuity	Buy Now	Buy Later

IMPORTANT REMINDER: This newsletter is for general information only and is not intended to be advice to any specific person. We recommend you seek competent professional advice from us before taking or refraining from any action based upon the contents of this newsletter. The Financial Services Authority does not regulate our tax advice or Will writing or other estate planning services, so they are outside the investment protection rules of the Financial Services and Markets Act and the Financial Services Compensation Scheme. However, the non-regulated activities of this firm are insured under our professional indemnity insurance policy.

Issued by and copyright Roberts Clark Independent Financial Solutions Limited. Need An Adviser.com is a trading style of Roberts Clark Independent Financial Solutions Limited. Roberts Clark 'passports' its financial advice services throughout European under the Insurance Mediation Directive. Registered at Prosperity House, Water Street, Burntwood, Staffordshire WS7 1AN, United Kingdom. Registered in England No 3981121. VAT No. 748 2866 87. Authorised and Regulated by the Financial Services Authority.