

# Trustee Investment Plan | Personal Pension Investment Plan

## Remuneration options – flexibility as standard

For use by qualified financial advisers only.

We offer a range of remuneration options designed to give you the flexibility to meet the financial needs of your business.

### Initial Remuneration

Both Funded and Non Funded Initial remuneration are available.

Total initial remuneration available	5%
Of which, the maximum Funded available	3%
Remainder must be taken as Non Funded	2%
Additional adviser remuneration charge for Funded Initial taken	0.2% for each 1% taken

The additional adviser remuneration charge will be levied for a period of 6 years (72 months).

### Non Funded Initial

Non Funded Initial remuneration of up to 5% is available and is payable as a single lump sum when an investment is made into the plan. The agreed amount of remuneration will be deducted from the gross investment with the balance allocated to buy units in the chosen fund(s).

### Funded Initial

Funded Initial remuneration of up to 3% is available and is payable as a single lump sum when an investment is made into the plan. A further 2% is available as Non Funded.

If Funded Initial is selected, the full gross investment amount is used to buy units in the chosen fund(s) at 100% allocation. However, for each 1% of Funded Initial required, an additional charge of 0.2% is made by cancelling units from the plan. This additional charge will be levied for a period of 6 years (72 months), and is levied quarterly. At the end of each 6 year period the management charge reverts to the normal 'base' level.

Amount of Funded Initial required	Additional adviser remuneration charge for 6 years
1%	0.2%
2%	0.4%
3%	0.6%

Where Funded Initial remuneration is taken the adviser remuneration charge levied is in addition to our minimum plan charge of £750 per annum (£500 for existing clients who have taken out a TIP/PPIP before 1 January 2008).

Designed for performance



## Withdrawal charge

Where a plan is fully or partially encashed within the 6 year period of the investment start date, and Funded Initial remuneration has been taken, we will apply a withdrawal charge. The charge will be levied against the fund value of the plan.

The amount and shape of remuneration taken on each investment can be different and where Funded Initial is selected, each investment will have its own 6 year additional charge period.

In order to determine the number of monthly Funded Initial charges remaining, the withdrawal charge will be based on the principle of 'first investment in, first investment out'. If the amount for withdrawal is greater than that from the earliest investment made then that 'investment tranche' will be reduced to zero and the balance drawn from the next available 'investment tranche'.

Example:

Amount invested	£100,000
Amount of Funded Initial taken	2%
Additional charge for Funded Initial	0.4% (0.2% per 1% Funded)
Period investment held for (before partial encashment)	4 years, 1 month
Number of Funded Initial charges remaining	23 months (72 months – 49 months = 23 months)
Amount of partial encashment	£50,000
Withdrawal charge	£383.33 (23/12 x 0.4% x £50,000)

## Fund Based Renewal

Up to 0.5% per annum Fund Based Renewal remuneration is available, which will be paid for by cancelling units from the plan. This can be selected instead of or in addition to initial remuneration.

For each 0.1% of Fund Based remuneration selected, units to the value of 0.1% will be cancelled.

## Further Information?

If you would like additional details on the remuneration options available, or any other aspect of the product or proposition, please speak to your Standard Life Account Manager.