



## Fee and Commission Summary Document

*We, Guardian Financial Advisors(GFA), act as intermediary (Broker) between you, the consumer, and the product provider with whom we place your business.*

### **The background**

Pursuant to provision 4.58A of the Central Bank of Ireland's September 2019 Addendum to the Consumer Protection Code, all intermediaries, must make available in their public offices, or on their website if they have one, a summary of the details of all arrangements for any fee, commission, other reward or remuneration provided to the intermediary which it has agreed with its product producers.

### **What is commission?**

For the purpose of this document, commission is the payment earned by the intermediary for work undertaken on behalf of both the provider and the consumer. The amount of commission is generally directly related to the quantity or value of the products sold.

There are different types of commission models:

**Single commission model:** where payment is made to the intermediary shortly after the sale is completed and is based on a percentage of the premium paid/amount invested/amount borrowed.

**Trail/Renewal commission model:** Further payments at intervals are paid throughout the life span of the product.

### **Indemnity commission**

Indemnity commission is the term used to describe a commission payment made before the commission is deemed to be 'earned'. Indemnity commission may be subject to a clawback (see below) if the consumer lapses or cancels the product before the commission is deemed to be earned.

Other forms of indemnity commission are advances of commission for future sales granted to intermediaries in order to assist with set up costs or business development.

### **Profit Share arrangements**

In some cases, the intermediary may be a party to a profit-share arrangement with a product provider and will earn additional commission. Any business arranged with these product providers on a client's behalf will be placed with the product provider because that product provider is at the time of placement, the most suitable to meet the client's requirements, taking all the client's relevant information, demands and needs into account.

### **Life Assurance/Investments/Pension products**

For Life Assurance products commission is divided into initial commission and renewal commission (related to premium), fund based or trail relating to accumulated fund.

Trail commission, bullet commission, fund based or renewal commission are all terms used for ongoing payments. Where an investment fund is being built up through an insurance-based investment product or a pension product, the increments may be based on a percentage of the value of the fund or the annual premium. For a single premium/lump sum product, the increment is generally based on the value of the fund.

Examples of products include Life Protection, Regular Premium Life Assurance Investments, Single Premium (lump sum) Insurance-based Investments, and Single Premium Pensions.

### **Investments**

Investment firms, which fall within the scope of the European Communities (Markets in Financial Instruments) Regulations 2007 (the MiFID Regulations), offer both standard commission and

commission models involving initial and trail commission. Increments may be based on a percentage of the investment management fees, or on the value of the fund.

#### **Clawback**

Clawback is an obligation on the intermediary to repay unearned commission. Commission can be paid directly after a contract is concluded but is not deemed to be 'earned' until after a specified period of time. If the consumer cancels or withdraws from the financial product within the specified time, the intermediary must return commission to the product producer.

#### **Other Fees, Administrative Costs/ Non-Monetary Benefits**

The firm may also be in receipt of non-monetary benefits such as:

Attendance at product provider seminars / Assistance with Advertising/Branding / CPD Training

#### **Fees**

In certain circumstances, it will be necessary to charge a fee for services provided. These are listed below for life, pensions & investments, and Standard PRSAs. In other circumstances where fees are chargeable or where you choose to pay in full for our service by fee, we will notify you in writing in advance and agree the scale of fees to be charged if different from fees outlined below.

If we receive commission from a product provider, this may/will be offset against the fee which we will charge you. Where the commission is greater than the fee due, the commission may become the amount payable to the firm unless an arrangement to the contrary is made.

*Life, Pensions & Life-wrapped Investment Fees* - We shall be paid based on our standard schedule of fees and charges unless separately agreed. We will charge an initial set-up fee based on a percentage of funds you place under advisement with GFA. We may also charge an ongoing fee for continuing service, ad-hoc advice and periodic reviews as set out [here](#).

*Personal Retirement Savings Accounts (PRSAs)* – Where advice is requested for PRSAs, the following hourly fees will apply: Advisor fees: €175 per hour / Admin: €55 per hour.

In some circumstances we may recommend, or you may prefer to deal with us on an hourly fee basis. These fees are as follows, and will be agreed in advance: Director €250 per hour / Administrative Support (where required):€75 per hour.

The firm may also be remunerated by fee rather than commission by a product producer such as arrangement fees for certain investment products or in the case of investment platforms advisory fees which will be agreed and stipulated in a pre-implementation statement of suitability.

#### **Other Fees, Administrative Costs/ Non-Monetary Benefits**

We have summarized below a list of the providers our firm has arranged business with on behalf of our existing clients. Also disclosed [here](#) is a summary of the current maximum commission terms they offer for business transacted as required by provision 4.58A.

#### **Life Insurance Providers(click on each provider to view their maximum commission rates)**

[Aviva Life and Pensions Ireland Limited](#)

[The Royal London Mutual Insurance Society Limited](#)

[Irish Life Assurance PLC](#)

[New Ireland Assurance Company PLC](#)

[Standard Life Assurance Limited](#)

[Zurich Life Assurance Company of Ireland Limited](#)

#### **MIFID Providers (click on each provider to view their maximum commission rates**

[Conexim Advisors](#)

[Greenman Investments](#)

[Wealth Options](#)

***We appreciate that every client is unique and has different requirements– please talk to us about an advice package tailored to match your specific circumstances.***

**E. & O.E**

*Guardian Financial Services Ltd. T/A Guardian Financial Advisors is regulated by the Central Bank of Ireland.*