

## OUR CHARGING STRUCTURE EXPLAINED

There are basically two kinds of Financial Adviser, those who are “INDEPENDENT” and “those who are not”.

“Those who are not”, usually have access to a limited range of products and providers. In fact, some are limited to just one provider and can therefore, only recommend the products of that company. Most are remunerated by commission paid by the provider of the chosen product. This commission is a charge imposed on the product, either increasing the premium or, in the case of an investment, decreasing the amount of money actually invested.

Most of the High Street Banks are like this.

“INDEPENDENT” advisers however, have access to the whole market and can therefore, recommend any product from any provider.

“INDEPENDENT” advisers can be remunerated by commission, but have to offer a “fee” option.

The policy of Aegis Financial Consultants Ltd. is to charge an hourly fee for any work carried out and pay any commission generated to the client. The client can then use this commission to offset any fee that has accumulated, or to increase the amount invested. This means that the amount of commission offered by a particular provider, can have no bearing on the advice or recommendation that we provide.

This “INDEPENDENT” approach results in advice that is in the clients interest, rather than the advisers.