



about the cost of our services



KESTER CUNNINGHAM JOHN
Financial Planning LLP

Kester Cunningham John Financial
Planning LLP
Chequers House
77-81 Newmarket Road
Cambridge
CB5 8EU

1. The Financial Services Authority (FSA)

The FSA is the independent regulator of financial services. It requires us to give you this document when advising on some savings and investments. You may use this information to compare value for money, to shop around and to decide which firm to use.

2. Our services

We offer an initial discussion (without charge) when we will describe our services more fully and explain our charges. If you decide to go ahead, we will:

- Gather and analyse personal information about you, your finances, your needs and objectives, issuing to you a detailed report and action plan.
- Recommend and discuss any action we think you should take and, with your agreement, arrange relevant investments for you.
- Agree the basis on which you would like us to meet to review your financial position thereafter.

3. What are your payment options?

Not all firms charge for advice in the same way. We will discuss your payment options with you and answer any questions you have. We will not charge you anything until you have agreed how we are to be paid. We have ticked the payment options we offer.

- Paying by fee.** Whether you buy a product or not, you will pay us a fee for our advice and services. If we also receive commission from the product provider when you buy a product, we will pass on the full value of that commission to you in one or more ways. For example, we could reduce our fee; or reduce your product charges; or increase your investment amount; or refund the commission to you.
- Paying by commission (or product charges).** If you buy a financial product, we will normally receive commission on the sale from the product provider. Although you pay nothing up front, that does not mean our service is free. You still pay us indirectly through product charges. Product charges pay for the product provider's own costs and any commission. These charges reduce the amount left for investment. If you buy direct, the product charges could be the same as when buying through an adviser, or they could be higher or lower. We will tell you how much the commission will be before you complete an investment, but you may ask for this information earlier.

4. How much might our services cost?

If you choose the fee option

As per our terms of business, if you instruct us to prepare a report we will charge you for this. The cost will be based on the amount of time taken to do our research and produce the report. This will be based on our hourly rate shown below.

Director	£175 - £200 per hour
Financial Services Manager	£100 - £150 per hour
Administration Staff	£36 - £92 per hour

Should you proceed with our recommendations, then the cost for our report and research will be included within our implementation charge. This will either be based on our hourly rate or a fixed percentage of the investment, dependant upon the type and complexity of the work involved.

Should you wish to review your financial position each year (or more frequently) the charge for this will be dependant upon the level of service you require.

You may ask us for an estimate of how much in total we might charge. You may also ask us not to exceed a given amount without checking with you first. Sometimes VAT may be chargeable.

5. Further information

If you need any more help or information

- ask your adviser; or
- visit www.fsa.gov.uk/consumer.