Our fees explained

Our fees reflect a number of factors including our expertise, qualifications, experience, time spent, business costs, the assets we provide advice on, the value we add and the need to make a profit. Initially our fees are measured in £s but we hope over time you measure our advice by some of the more intangible benefits of financial planning such as the clarity it brings to your finances, the peace of mind that you can live the life you want and the opportunities it can present.

Our initial fees (new clients)

Your initial engagement with Old Mill will involve the following steps:

1. An initial meeting to get to know each other and consider whether there is any value in working together. This may involve gathering sufficient information to allow us to start the financial planning process
2. The information gathered at the initial meeting will be used to undertake a cashflow modelling exercise
3. The cashflow model will be presented to you and our initial advice and ongoing service discussed
4. Subject to both parties agreeing to you coming on board as an Old Mill client our initial advice will be issued, and any recommendations implemented.

The cost for the cashflow analysis, onboarding and our initial advice is detailed in the table below:

Scope of advice	Old Mill fee**
Advice on assets up to £500,000 and up to 4 products to review*	£5,000
Advice on assets up to £750,000 and up to 4 products to review*	£7,500
Advice on assets over £750,000	Bespoke charging to be agreed in advance depending on the complexity

*Additional products will be charged at £500 per product

If, however, you do not wish to proceed having received the cashflow model no charge will be made.

To add some context to the above amounts the FCA published a report in December 2020 which detailed the findings of their latest research into adviser charging. This showed an average initial advice fee across the industry of 2.4%.

The table below provides a couple of examples of a typical Old Mill fee and the average fee detailed in the FCA report.

Investment amount	Old Mill fee	Fee based on FCA report
£300,000	£5,000	£7,200
£600,000	£7,500	£14,400

This charging structure is possibly different to that of our competitors (and to that you may read about in the financial press) as it is designed to ensure the best possible outcome for you. Other financial planning firms charge on a percentage basis where the fee is linked to the switching or investing of funds. Without a switch or investment the firm does not get paid. This creates an immediate conflict between you and the firm as what if the best advice is to do nothing; the firm does not get paid.

Our fee pays for the provision of the advice irrespective of the outcome i.e., we may recommend you buy, sell or hold an asset and our fee is not therefore dependent on the sale of a product.

Our initial fees (existing clients)

Initial fees may apply in relation to subsequent business for existing clients.

Please refer to the Ongoing Fees section below for when subsequent advice is not included in our ongoing fee and an initial fee may be payable.

The level of fee will depend on the nature, size and complexity of the advice required and will always be agreed with you in advance before any work is undertaken.

Please note the fair treatment of our clients is of paramount importance to Old Mill and we actively seek to ensure all of our clients are treated fairly and consistently. For this reason our fees are set centrally, and our financial planners only have very limited discretion when it comes to the fees you are charged.

Our ongoing fees

Our ongoing financial planning fee is set at 1% of funds under our advice.

The Wealth Management Service is available to those paying in excess of £3,000 per annum.

Full details of our Wealth Management Service can be found in the link below.

Old Mill Wealth Management Proposition

In order to ensure we are as transparent as possible in terms of our charging structure we have also detailed below what our 1% ongoing fee does not cover.

Our ongoing fee of 1% covers all of the benefits detailed in the link above, but it does not include the following:

1. The cost of advice in relation to investing further funds
2. Any advice in relation to a product you hold that is not included in our funds under advice
3. Any specific project advice
4. Any services provided by other parties in Old Mill.

To add some context to the above amount and referring back to the FCA report published in 2020. Our average annual cost including platform, fund and advice costs is 1.45%. This compares with an average as shown in the FCA report of 1.9%.

The benefits of working with a Financial Planner at Old Mill

At Old Mill we believe the service we offer sets us apart from the competition both in terms of the depth of financial planning offered and the benefits you as a client will receive.

The link below takes you to a document which explains the benefits of working with a Financial Planner at Old Mill.

The benefits of working with an Old Mill Financial Planner

We will gladly run through an example with you of how this works in practice.

Other fees

In addition to the charges covered earlier in this document the following specific product charges may apply.

ADVICE AREA	INITIAL FEE
BR / VCT / EIS	3%
Flexi-Access Drawdown from existing plan	£750
Beneficiary drawdown	£1,000
Protection	Commission
Annuities	1.5% standard annuities 2% enhanced / later life
Cash Management	£500 or £1,000

Other services available

Other services may be available for clients looking for more simplified / basic financial advice or for those looking for one off transactional pieces of advice.

Further details are available on request.