



# WISE INVESTMENT

PLANNING FOR LIFE

## Nature of Advice Disclosure

*Nicole Harrington, December 2018*

### Introduction

EU legislation – MiFID II - that came into being in January 2018 requires us to disclose in good time and before advice is given the type of service we provide. Financial Advice firms, are able to give either ‘Restricted Advice’ or ‘Independent Advice’

### Definition of Independent Advice

For firms offering Independent Advice must assess a sufficient range of relevant products available on the market which must:

- Be sufficiently diverse with regard to their:
  - Type and
  - Issuers or product providersTo ensure that the clients investment objectives can be suitably met; and
- Not be limited to relevant products issued or provided by:
  - The firm itself or by entities having close links with the firm; \*or
  - Other entities with which the firm has such close legal or economic relationship, including contractual relationships, as to present a risk of impairing the independent basis of the advice provided

*\* Wise Investment is part of the Oak Investment Partnership as is Evenlode Investment Management and Wise Funds Limited whose funds are included in the ‘sufficient range’ but will only be recommended should it be appropriate to the client’s investment needs and that the performance of the funds warrants it to be recommended instead of another fund*

### Definition of Restricted Advice

Restricted Advice or ‘non-independent advice’ is advice that does not meet the definition above or is classed as ‘basic advice’ which is a result of asking pre-scripted questions

### Wise Investment Limited – Independent Advice and Wealth Management Firm

Wise Investment is an employee owned business and is not tied to any particular product providers. Our choice of client investment custodian ‘Pershing Securities Ltd’ allows us to offer a sufficiently diverse range of products and providers. For any products that we recommend we are not permitted to receive and retain any inducements from the providers.

Wise Investment offer holistic financial planning advice and can offer any of the following ‘Packaged Retail Investment Products’ (PRIP’s) to meet the long-term financial needs of its clients.

The table below shows the products we consider, a brief description of the product and the number of products we consider within each product type to support our disclosure of 'Independence'

Product Type	Product Description	Product Range
Life Policy	A contract between an insurer and a policyholder in which the insurer guarantees payment of a death benefit to named beneficiaries upon the death of the insured. The insurance company promises a death benefit in consideration of the payment of premium by the insured.	Whole of Market
Regulated Funds	Broadly these are Collective Investment Schemes that have been approved by the countries financial authority that it is domiciled in. This enables investors to invest alongside others in order to benefit from <ul style="list-style-type: none"> <li>• Professional Investment Managers</li> <li>• Economies of scale</li> <li>• Increase in asset diversification</li> </ul>	We select from whole of market but have a universe of funds that have been fully researched that we are happy to recommend
Stakeholder Pension Scheme	A form of defined contribution personal pension. They have low and flexible minimum contributions, capped charges and a default investment strategy.	Whole of Market
Personal Pension Scheme	A type of defined contribution pension scheme. They are individual contracts between you and the pension provider and are set up by you, the member. The pension provider is often an insurance company, although there are also a number of independent providers. All contributions that are made to your personal pension are invested and you can normally choose from a wide range of funds. There can be many different funds to choose from, although a provider can restrict the number of funds they offer you. You should also be able to switch between funds, should you wish to although there may be a charge associated with this.	Whole of Market
Structured (capital at risk) product	a product, other than a derivative, which provides an agreed level of income or growth over a specified investment period and displays the following characteristics: <p>(a) the customer is exposed to a range of outcomes in respect of the return of initial capital invested;</p> <p>(b) the return of initial capital invested at the end of the investment period is linked by a pre-set formula to the performance of an index, a combination of indices, a 'basket' of selected stocks (typically from an index or</p>	Whole of Market, although because of risk of permanent capital loss we are less likely to recommend these to meet clients financial needs

	indices), or other factor or combination of factors; and (c) if the performance in (b) is within specified limits, repayment of initial capital invested occurs but if not, the customer could lose some or all of the initial capital invested.	
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When Selecting any of the products above to meet the client needs, we take into account the clients knowledge and risk appetite as well as product cost, performance and complexity

### **Risk Warning**

Any advice or personal recommendation that we give will be based on client's personal circumstances and needs which will be recorded in a factfind. Investment into any of the products that we recommend may put your capital at risk. The financial markets go down as well as up. Therefore, you may not get back the amount of money you invested. Income is not guaranteed therefore past performance cannot be relied upon as a guide to future performance.