



# Terms Of Business

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GBP Financial Solutions is an appointed representative of Intrinsic Mortgage Planning Limited, Wiltshire Court, Farnsby Street, Swindon, Wilts. SN1 5HA, which is authorised and regulated by the Financial Conduct Authority. Intrinsic Mortgage Planning Limited's FCA Register number is 440718

- This document sets out the terms of business between our firm (as an Appointed Representative) and its clients
- These 'Terms of Business' apply until further notice and must be read in conjunction with the 'Guide To Our Mortgage and Protection Services'. In case of any ambiguity between the documents, this 'Terms of Business' will take precedent
- Either we or you can end these terms at any time, without penalty and this will not affect any outstanding transactions being carried out on your behalf

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## CONFIRMATION OF MY ADVICE AREAS

Insurance	
<input checked="" type="checkbox"/>	I will advise and make a recommendation for you after I have assessed your needs for Life Assurance, Critical Illness, Income Protection, Accident Sickness & Unemployment, Home Insurance, and Private Medical Insurance.
<input type="checkbox"/>	You will not receive advice or a recommendation from me. I may ask some questions to narrow down the selection of products that I will provide details on. You will then need to make your own choice about how to proceed.
Mortgages	
<input checked="" type="checkbox"/>	I will advise and make a recommendation for you after I have assessed your needs.
<input type="checkbox"/>	You will not receive advice or a recommendation from me. I may ask some questions to narrow down the selection of products that I will provide details on. You will then need to make your own choice about how to proceed.

It is important to point out that not all mortgages loans and services are regulated by the Financial Conduct Authority. Some of the advice and services we provide may relate to loans which are either unregulated or have limited consumer protection.

We will confirm to you if any product we are recommending is not regulated by the FCA.

You should note that if we are arranging a "Buy-to-Let" mortgage for you, it is very important to understand that very few Buy-to-Let mortgages are regulated by the Financial Conduct Authority (FCA).

We will confirm to you if any product we are recommending is a Business Loan; a Business Buy-to-Let; or a Consumer Buy-to-let loan.

## CONFIRMATION OF WHOSE PRODUCTS I OFFER

<b>Insurance</b>	
<input type="checkbox"/>	We offer Life, Critical Illness, Private Medical Insurance, Income Protection Whole of Life and General Insurance products from a range of insurers.
<input checked="" type="checkbox"/>	We offer Private Medical Insurance products from a range of insurers.
<input checked="" type="checkbox"/>	We offer Life, Critical Illness, Income Protection and Whole of Life products from a panel of leading insurers. Ask us for a list of insurers we offer insurance from.
<input checked="" type="checkbox"/>	We offer General insurance* products from Legal & General. *If Legal & General cannot insure you for Buildings and Contents, we may use a range of other providers.
<b>Mortgages</b>	
<input checked="" type="checkbox"/>	We offer a comprehensive range of '1 <sup>st</sup> charge' mortgages from across the market, but not deals that you can only obtain by going direct to a lender. We do not provide advice on 2nd charge mortgages or bridging loans. Where customers have a need for these types of loan we will refer you to a specialist broker.
<input checked="" type="checkbox"/>	<b>Business loans; Business Buy To Let; Consumer Buy To let</b> We offer a comprehensive range of '1 <sup>st</sup> charge' mortgages from across the market, but not deals that you can only obtain by going direct to a lender. We do not provide advice on 2nd charge mortgages or bridging loans. Where customers have a need for these types of loan we will refer you to a specialist broker.
<input type="checkbox"/>	We only offer mortgages from a limited number of lenders.
<input type="checkbox"/>	We only offer mortgages from a single lender

## WHAT YOU WILL PAY FOR MY SERVICES

<b>Insurance</b>	
<input type="checkbox"/>	A fee.
<input checked="" type="checkbox"/>	No fee for Life Assurance, Critical Illness, Income Protection, Accident Sickness & Unemployment, Home Insurance, and Private Medical Insurance. We will be paid by commission from the company.
You will receive a quotation which will tell you about any other fees relating to any particular insurance policy.	
<b>Mortgages</b>	
<input type="checkbox"/>	<p>No fee. We will be paid by commission from the lender. Or you could choose a fee only option where you will pay a fee of 2% of the loan amount, and we will pass on any commission paid by the lender to you.</p> <p><b>Should you wish you can request to view the commission rates from each of the lenders we have considered at the time that we make our recommendation to you.</b></p> <p><b>NB- The amount of commission will vary depending on individual circumstances; the lender and product. The exact amount of the commission will be explained to you before you apply for a loan.</b></p>
<input checked="" type="checkbox"/>	<p><b>For Residential Mortgages –</b></p> <p>A fee of £499 payable at the point of submitting an Application, and a fee of up to 1% payable at the point of your Mortgage completion. (For example, at Completion, if the loan amount is £100,000 then we may charge a fee of up to 1% which is £1000). This fee is for advice, research, recommendation, implementation (e.g. application, administration of arranging the loan). We will also be paid by commission from the lender.</p> <p>Or you could choose a fee only option where you will pay a fee of 2% of the loan amount, and we will pass on any commission paid by the lender to you.</p> <p><b>Should you wish you can request to view the commission rates from each of the lenders we have considered at the time that we make our recommendation to you.</b></p> <p><b>NB- The amount of commission will vary depending on individual circumstances; the lender and product. The exact amount of the commission will be explained to you before you apply for a loan.</b></p>
<input checked="" type="checkbox"/>	<p><b>For Consumer Buy to Let / Business Buy to Let –</b></p> <p>For Buy-to-Let Mortgages - A fee of £499 payable at the point of submitting an Application, and a fee of up to 1% payable at the point of your Mortgage completion. (For example, at Completion, if the loan amount is £100,000 then we may charge a fee of up to 1% which is £1000). This fee is for advice, research, recommendation, implementation (e.g. application, administration of arranging the loan). We will also be paid by commission from the lender.</p> <p>Or you could choose a fee only option where you will pay a fee of 2% and we will pass on any commission paid by the lender to you.</p>

	<p><b>Should you wish you can request to view the commission rates from each of the lenders we have considered at the time that we make our recommendation to you.</b></p> <p><b>NB- The amount of commission will vary depending on individual circumstances; the lender and product. The exact amount of the commission will be explained to you before you apply for a loan.</b></p>
<input checked="" type="checkbox"/>	<p>If you ask us to refer you to a specialist broker for 2<sup>nd</sup> charge lending and/or bridging loans we will receive a payment from the broker if they arrange a loan for you. The amount of the payment will vary according to circumstances, but will typically be 0.5% of the loan value, for example, if the loan is £100,000, then we would typically receive £500.</p>
<p>You will receive a key facts illustration+ or ESIS when considering a particular mortgage, which will tell you about any fees relating to it.</p>	
<p><b>Refund of mortgage fees</b></p>	
<p>If we charge you a fee, and your mortgage does not go to offer stage, you will receive:</p>	
<input type="checkbox"/>	<p>A full refund if the lender rejects your application.</p>
<input type="checkbox"/>	<p>A refund if your application falls through.</p>
<input checked="" type="checkbox"/>	<p>No refund if you decide not to proceed.</p>

### Minimum Fees & VAT

The fees outlined above are NOT be subject to VAT.

Any variation to this amount will be confirmed in writing to you before proceeding further. This may be for example for larger or more complex loans, or where your personal situation is more complex regarding income sources, taxation, residence and credit rating.

### Existing client discount:

We are committed to treating clients fairly. Our research has shown that the time it takes to work with a new client is longer than an existing client, mainly related to getting to know them to advise them comprehensively.

To reflect that and to reward the loyalty of our existing clients, we offer the following:

Discounts on advice, research, recommendation, & implementation Fees of 15%

An existing client is defined as:

A client who has implemented mortgage business with your adviser in the last 3 years, or a non-mortgage client who has effected a plan where we had received ongoing income via renewal / trail commission, or fee, in the previous 12 months.

### Family member discount:

Retaining your wealth and ensuring it is passed on as ethically as possible to the right people at the right time is key for all our clients. To help facilitate that it is beneficial to

know as much about your family unit that is appropriate to your circumstances so that we can help at that critical time. To assist with this we also offer:

Discounts on advice, research, recommendation, & implementation Fees of 15%

A family member includes a person's parents, spouses, siblings, children, grandparents and grandchildren, whether connected by birth, adoption, guardianship, marriage, civil partnership or cohabitation

## **ONGOING SERVICES & FEES**

Set out below are the details for the ongoing service that we deliver to our clients. You can if you wish to, add or enhance levels of service with your adviser if you feel appropriate (usually for an agreed fee).

There is no fee for the following level of service, as we will have been paid commission from the mortgage lender or insurance provider at inception of your mortgage or protection plans.

1. Communication - In order to provide you with a high quality service we may want to contact you regarding items we consider are of interest to you, or to make you aware of new opportunities. If this happens, we would like to contact you
2. Protection - It is important to ensure your current protection plans and provisions remain in line with your objectives. If you wish, we can review this once a year with you.
3. Mortgages - If we do not review your borrowing, you may end up paying more than you need to for your loans. We aim to contact you before any special terms of your mortgage expire. Ideally this will be 6 months beforehand. We encourage you to contact us should your financial circumstances change in the meantime.

We will make reasonable endeavours to contact you. Please be aware that should we not be able to review your mortgage before the end of any special term, this may result in you paying considerably more for your loan.

## OTHER IMPORTANT INFORMATION WE FEEL YOU OUGHT TO KNOW

### **If You Are Not Happy With Our Service**

If you wish to register a complaint, please contact us:

By phone: Telephone 01793 647400.

In writing: Complaints Department, Intrinsic Financial Services Limited,  
Wiltshire Court, Farnsby Street, Swindon, Wilts. SN1 5HA.

If you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service (e.g. if we arranged insurance or a regulated mortgage product).

You should note that if your Buy-to-Let Mortgage is not regulated by the FCA, you will NOT be entitled to refer the complaint to the Financial Ombudsman Service.

### **Our Regulator - The Financial Conduct Authority**

We are an appointed representative of Intrinsic Financial Planning Limited (FCA Register number 440703) & Intrinsic Mortgage Planning Limited (FCA Register number 440718) which are authorised and regulated by the Financial Conduct Authority. Registered Office: Wiltshire Court, Farnsby Street, Swindon, Wilts. SN1 5HA.

The permitted business of Intrinsic Financial Planning limited and Intrinsic Mortgage Planning Limited is advising on and arranging pensions, investments, mortgages, life assurance and general insurance.

You can check this on the FCA's Register by visiting the FCA's website [www.FCA.org.uk/register](http://www.FCA.org.uk/register) or by contacting the FCA on 0800 111 6768.

### **Client Classification Levels For Your Protection**

The FCA has rules which affect the rights you have as a client. We classify all our individual clients as 'retail' clients. As a retail client you have rights under the Financial Ombudsman Service (FOS) and the Financial Services Compensation Scheme (FSCS).

There are other classifications of client that don't have these rights. These are "professional" clients - such as listed companies, local authorities and larger partnerships or trusts. Also "eligible counterparties" (e.g. national governments and other state bodies, banks or regulated financial services firms).

If you have any questions regarding your classification (e.g. if you are a large company), please write to Intrinsic Financial Services Ltd Compliance Department, Wiltshire Court, Farnsby Street, Swindon, Wilts. SN1 5HA or to the Financial Ombudsman Service and FSCS.

## **Client Money Peace Of Mind**

We do not handle Client Money. We never handle cash and will only accept a cheque made out to us in settlement of Advice and Service Charges. Our preferred method of payment is via bank transfer.

## **Your Duty of Disclosure**

Any financial advice we provide will be based on your personal financial circumstances and objectives. It is important that the information you give us is both accurate and a true reflection of your current circumstances.

It is your responsibility to provide complete and accurate information to a provider (a provider being for example, an organisation that provides insurance, mortgage, or investment related plans).

It is important that all statements made on any proposal form, or on any additional documentation are full and accurate.

Please be aware that if you fail to disclose any relevant information, or any change of circumstances to a provider, then the terms of your desired plan may be invalidated (e.g. an insurance claim may not be paid). We strongly recommend that the information you provide is checked thoroughly prior to submission.

## **Paying For Advised Services**

Full details of the final Advice and any future Service fee will be provided in the Suitability Advice Report prepared for you by your Adviser. You will also be asked to sign and return a copy of our '**Authority to Proceed**' document to confirm your understanding and acceptance of the arrangements.

## **VAT**

The service we provide is described as an 'intermediation' service. This means we provide advice with the intention of recommending a product. If we did not do this we would be liable for VAT on the fees charged. VAT is not applicable on the fees we charge for intermediation services. In arranging the sale of retail financial products an adviser charge made for advice, even if you decide not to proceed with the purchase of the recommended product, will remain VAT free where the adviser has provided you with full advice services up to that point, including all relevant documentation.

In the event that the advice services we provide become ancillary to our intermediation services, VAT may become chargeable (e.g. we review your entire financial circumstances but make no or limited recommendations). Should this change in the future, and where VAT becomes due, we will notify you before conducting any further work. In any case, where VAT is payable on our services it will be charged in addition to the agreed fee.

## **Declaration of Other Interests**

Intrinsic has a number of payment arrangements with various product providers to facilitate adviser learning and enhance the outcomes for our clients. Further details are available on request.

## **Our Loans and Ownership**

Intrinsic Financial Services Limited owns 100% of the share capital of Intrinsic Wealth Limited and Intrinsic Mortgage Planning Limited. Old Mutual Wealth Life Assurance Limited owns 100% of the share capital of Intrinsic Financial Services Limited.

## **Addressing Financial Crime**

All transactions relating to the services provided by us are covered by Money Laundering Regulations 2007 and the Proceeds of Crime Act 2002. The FCA also requires that we have appropriate measures in place to prevent the furtherance of financial crime.

Our responsibilities include but are not limited to verifying the identity and address of our clients and any third party making payments on their behalf. If required you must supply proof of your identity in accordance of the above Regulations. Identity verification checks may include electronic searches of the electoral roll and the use of credit reference agencies, which will result in a soft 'foot-print' on your credit records. This foot-print is not visible to other financial service providers and does not affect your credit rating in anyway. In accordance with the Data Protection Act 1998 acceptance of these terms and conditions represents your permission for us to access this information.

## **Financial Services Compensation Scheme (FSCS) Current limits**

We are covered by the FSCS. You may be entitled to compensation from the scheme if we cannot meet our obligations. This depends on the type of business and the circumstances of the claim. i.e. it differs for investments, insurance, mortgages and bank accounts.

- Insurance: Insurance advising and arranging is covered for 90% of the claim, without any upper limit.
- Mortgages: Mortgage advising and arranging is covered up to a limit of £50,000.
- Investment: Most types of investment business are covered up to a limit of £50,000.

Further information about compensation scheme arrangements is available from the FSCS.

## **The Law that we operate under**

All of our agreements provided are governed and construed in accordance with the laws of England and Wales. In relation to any dispute, for your protection you agree to submit to the non-exclusive jurisdiction of the English courts.

## **The Data Protection Act 1998**

The personal information you provide will assist your financial adviser in offering you the best advice as required by the Financial Services and Markets Act 2000. The personal data you provide will be used and stored in accordance with the Data Protection Act 1998. To understand exactly what data we hold, why we hold it and your rights under the Data Protection Act 1998 our Fair Processing Notice can be viewed at [www.intrinsicfs.com](http://www.intrinsicfs.com).

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