

TERMS OF BUSINESS

REGULATOR'S STATEMENT

Those who advise on life assurance, pensions, or unit trust products are:-
EITHER independent advisers **OR representatives** of one company

Cameron Financial Services is INDEPENDENT AND WILL ACT ON YOUR BEHALF in advising you on life assurance, pensions or unit trust products. Because we are independent we can advise you on the products of different companies.

1. Introduction

Cameron Financial Services is regulated by the Financial Services Authority (FSA).

Cameron Financial Services is authorised to offer independent advice on Life assurance, Pensions, Unit Trusts and Individual Savings Accounts and to arrange the purchase or sale of readily realisable securities.

2. Personal Interest in Business

We offer you independent advice but, if we are aware that either ourselves or one of our other customers has a material interest in business, which we are transacting for you, we will advise you in writing of that interest and obtain your consent before proceeding.

3. Locum Arrangements

In the event of the absence, illness, disability or death of David Glenn then, unless alternative arrangements have already been made (in which case you will be advised of them) Wilmot Lynne & Co, 58 Poplar Drive, Alsager, Stoke On Trent, Staffordshire, ST7 2RW will ensure that urgent transactions are carried out and unfinished transactions are completed.

4. Authority to Act

In order to avoid possible disputes, written instructions will normally be required before we will act for you. We will however, accept oral instructions provided that they are confirmed in writing. Either party may terminate our authority to act on your behalf at any time, without penalty and without prejudice to the completion of any transaction already initiated on your behalf, by giving written notice of termination.

5. Remuneration

You have three choices as to how you would like us to work for you. Please tick the option that you prefer:

- i) Commission. If you require us to work on a commission basis we will need to ensure that our costs are covered by the commission generated from any plan that you take out. This means that if you choose the commission option the charges within your policies are likely to be higher than for policies that do not pay commission. The minimum charge for organising a product is £300 and we will normally seek to arrange policies paying at least this much in commission so that we do not have to charge you an additional fee. By taking this option you should be aware that we will not normally consider policies paying little or no commission even though they may have lower charges. We will inform you of the amount of commission payable to us prior to arranging any transaction.
- ii) Fee basis - hourly rate. This is done at an hourly rate of £100 per hour charged in 5-minute intervals. We will keep a record of all time spent and you are welcome to inspect this at any time. We will bill you quarterly unless the amount concerned is too small to be of consequence. All initial commissions for investment products will, wherever possible, have commission reinvested back into the plans. If this is not possible then, as is normally the case with protection contracts, the commission will be used to offset any fees due. All renewal commission will be retained as a servicing fee.
- iii) Fee basis - Fixed Price. We have agreed a fee of £ per annum for all your work. Should we feel that we are doing appreciably more work on your behalf than originally envisaged then we reserve the right to charge you more. However, this is on the understanding that you agree to any increase in fees in advance of being billed for any work. A standing order mandate will be set up for £ per month. I will forward my account details upon acceptance of these terms. All initial commissions for investment products will, wherever possible, have commission reinvested back into the plans. If this is not possible then, as is normally the case with protection contracts, the commission will be used to offset any fees due. All renewal commission will be retained as a servicing fee.

