



Client Proposition



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Who we are

CMD Financial Solutions Ltd was originally established in 2001 to provide advice to individual and corporate clients across the UK from our offices in Carlisle.

We pride ourselves on providing the highest level of customer service and building long term customer relationships. This approach allows us to fully understand our clients' needs, goals and aspirations.

Our team of professional advisers have a wealth of experience across all aspects of the financial services industry and hold the appropriate qualifications required to provide retail investment advice. We believe that by working together we have the greatest chance of achieving your financial goals.

This brochure deals specifically with investment and retirement planning.

What we do

Our aim is to build a clear understanding of your individual circumstances, needs and wider financial goals. This personalised approach is the cornerstone of sound financial planning.

At our initial meeting we'll talk about your needs and objectives and how these could be met. We will also give you a clear understanding of how we are paid - should you choose to proceed.

Once you've appointed us to work on your behalf, we'll gain a thorough understanding of your financial and personal circumstances, helping us ensure our advice meets your needs, goals and preferences.

This information will help us give you detailed recommendations which will explain the benefits and risks associated with the approach we've suggested. We'll make sure you fully understand the advice we've given and will be on hand to answer any questions you may have.

If you're happy with our recommendations, we'll help you complete the relevant paperwork to put your financial plans in place.

About Openwork

Openwork is a well-established financial services distribution company supporting hundreds of firms, like ours, around the UK.

Being part of Openwork gives our business the support we need to do what we do best – giving you high quality professional financial advice.

Openwork provides us with the following:

- Access to the pension, investment, mortgage and protection products from some of the UK's biggest brands
- Payment administration and reconciliation services
- IT
- Regulatory support

**Stage 1
Your goals**

We establish your life goals, personal circumstances, aspirations and concerns.

—
*Page 6
Understanding
and Analysis*

**Stage 6
Regular reviews**

If you choose, we'll meet on an ongoing basis to assess your strategy and implement the next steps in your plan.

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*Page 7
Ongoing Service*

**Stage 2
Your information**

We collect all relevant personal and financial data and establish your perceived risks.

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*Page 6
Understanding
and Analysis*

**The process
we follow**

**Stage 5
Implementation**

We agree the plan to implement the strategy to help you achieve your objectives over a given period of time.

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*Page 7
Advice and Implementation*

**Stage 3
Analysis**

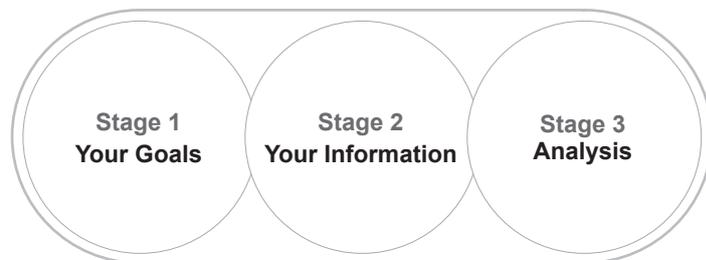
We assess your current position and how you have arrived there, with the intention of making a recommendation on the type of products that will best suit your needs.

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*Page 6
Understanding
and Analysis*

**Stage 4
Design your strategy**

Having completed the preparatory work, we will prepare a personal report and recommendations, then set out different strategies which can be used to get you where you want to be.

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*Page 7
Advice and
Implementation*



Consultation

- Introduction
- Agree how we work together
- Agree remuneration method

Fees

At our expense

We will introduce ourselves and provide information about our business, how we would like to work with you, the intermediary services we can provide and the costs of those services.

A key part of the financial advice process is deciding what services you would like and to agree how you would like to pay for them.

At this stage of the process, we will agree with you your priorities and the appropriate fees prior to commencing any work.

We cannot charge you a fee for work completed without your prior agreement.

Please ensure you are clear about the services you want and how you will pay for them before we proceed with any work that may incur a charge. We will not exceed a specified budget limit without first consulting with you and receiving your written commitment to proceed further.

Understanding and Analysis

- Identify goals and objectives
- Information gathering
- Assess objectives
- Review existing plans
- Research

Fees *exempt from VAT*

A fee of £1250 offset against implementation

Once we have decided to work together, we gather personal and financial information from you and we will talk to you about your financial goals, so we can work out our recommendations and advice including which products would be most suitable for your needs. We also gather detailed information about your current financial plans, policies and any commitments.

Where we are considering your investment needs we will assess your attitude to investment risk, this will help us to understand how much investment risk you are willing to take with your money.

It's important that you provide us with full and accurate information so that we can complete a suitability assessment and only recommend products or services that are suitable for you.

We cannot guarantee that we can meet all your objectives and financial goals but we can work with you to help you work towards them.

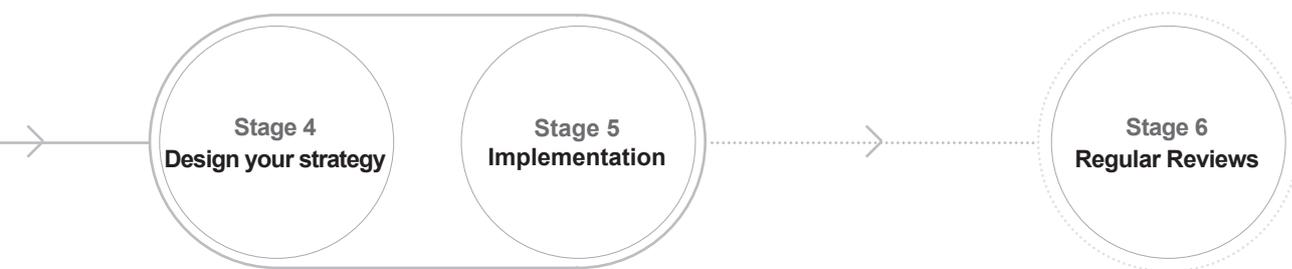
Please be aware that if you do not move to stages 4 and 5 (Advice and Implementation) our fee for Understanding and Analysis still applies.

NB. If you decide to appoint us as your Adviser(s) and the work required to assess your circumstances and provide you with advice is outside of our standard charging structure, we reserve the right to apply a chargeable fee of £300 per hour for advice and £150 per hour for administration.

If this applies, we will advise you in writing before undertaking such work and give you an estimate of the total cost involved.

i An example of our hourly rates

If you had particularly complex affairs or multiple arrangements that required analysis and this was to take five hours' administration time and five hours' advice time, the total charge would be £2,250.



Advice and Implementation

- Devise investment strategy
- Select investment provider *if applicable*
- Complete documentation
- Process applications

Fees *exempt from VAT*

Lump Sum

5% of the sum invested

Regular Premium

An amount equal to 50% of the first 12 months contribution.

Once we've gathered all the necessary information, we will provide you with tailored financial recommendations on the areas you wanted to review. The reason we undertake this suitability assessment is so that we can act in your best interests.

We will then agree the recommendations you want us to implement, in order to meet your needs and objectives. This may also include any broader or more complex planning such as trust work. Where relevant, our services and charges for referring clients to discretionary fund managers will be disclosed to you separately.

We will help you complete the relevant application(s) and any additional information required. It is vitally important you check all the information you have provided is correct before you sign any documents. We will then monitor your application(s) through to product issue and make sure you receive the related product documentation. Where you choose to make regular contributions, our fee may be spread over a longer period dependent on our agreement.

- i An example of an Advice & Implementation charge**
If you invested £100,000 and the agreed charges were 5% this means £5,000 excluding VAT would be immediately deducted from your investment or paid to us direct.

An example of a Regular Premium charge

For example, if you invested £100 a month and the agreed charge was 50% of the first 12 months contribution, the total charge would be £600. If you choose to pay this in instalments, £50 would be deducted from each of the first 12 months contributions.

Ongoing Service *optional*

For example, we will:

- Review your financial plans
- Provide you with regular valuations
- Invite you to regular meetings

Fees¹

A percentage of funds under management, dependent on ongoing service.

Please see overleaf for details

We aim to build long-lasting trusted business relationships with all of our clients. An essential part of this is to continually review your arrangements to ensure that they continue to match your goals and objectives and remain suitable at any given period throughout your financial planning lifetime.

We can provide you with ongoing support and servicing options to suit your specific needs in areas which you have identified as being important to you.

If you elect to receive an Ongoing Service, we will charge you a percentage of your investments based upon the level of service you've chosen. This will be deducted from your investments, of which 0.12 per cent goes to Openwork on an ongoing basis. This charge pays for ongoing technology and administrative support for investment products provided to my firm by Openwork to help maintain the quality and delivery of our Ongoing Service to you. In addition, my firm also pays a percentage of the total fees to Openwork for the advice support services that they provide.

For example, if you invest £100,000 at a maximum agreed ongoing service charge of 1.25%, you will pay £1,250, per annum excluding VAT. The ongoing service charge may increase as the fund grows.

Ongoing Service is optional. If you choose to take it you can cancel at any time.

¹Exempt from VAT if incorporated within the same fee agreement as Advice and Implementation. Otherwise subject to VAT.

Ongoing service options plus associated fees are as follows

Premier Service¹

Ideal if you...

- Are looking for your adviser to provide regular feedback on your investments and ensure that the strategy matches the degree of risk and volatility you are prepared to tolerate.
- Are looking for a holistic approach to financial planning and wish to engage with a professional adviser on an ongoing basis to establish and achieve your goals and objectives.
- Require an ongoing review process to map progress and respond to changing circumstances
- Are looking for your adviser to proactively introduce new ideas and opportunities

Service Portfolio

- We will invite you to an annual review where we will discuss:
 - your objectives and goals;
 - your attitude to risk;
 - any changes in circumstance;
 - market updates and performance of your investments; and
 - any impacts on your financial planning.Any changes to your investment(s) required as a result of the review are also included.
- A Financial Planning report or summary, as appropriate, including portfolio updates and valuations on an annual basis
- Specialist financial analysis and reporting
- Portfolio review and rebalancing in line with your attitude to risk and investment objectives
- Use of our investment platform via your adviser
- Consultation with your other professional advisers at your request ie. solicitor / accountant
- Access to your adviser to discuss further areas of your financial planning
- Full access to Practice staff
- Trustee & Executor briefing service
- Client Newsletter on a quarterly basis
- Economic and market updates
- Complimentary financial review for one family member
- Unlimited telephone support
- Client record keeping and file maintenance, for example:
 - Policy surrenders or partial surrenders
 - Administration such as changes of address
 - Replacement and copy documents

What will it cost

1.25% of the funds under management

Standard Service²

Ideal if you...

- Only want to engage with a professional adviser to build and review your plan where you feel it is necessary
- Are looking for high quality specialist advice in a particular area of your financial planning with no ongoing advice
- Wish to take control of your financial planning

Service Portfolio

- A Financial Planning report or summary, as appropriate, including portfolio updates and valuations on an annual basis
- Use of our investment platform via your adviser
- Access to your adviser to discuss further areas of your financial planning
- Full access to Practice staff
- Unlimited telephone support
- Client record keeping and file maintenance, for example:
 - Policy surrenders or partial surrenders
 - Administration such as changes of address
 - Replacement and copy documents

What will it cost

0.75% of the funds under management

Transactional Service³

Ideal if you...

- Wish to manage your own financial plan

What will it cost

- All ad hoc work will be carried out on an hourly rate basis, with a minimum charge of 1 hour's work



¹ An example of our ongoing charges for our Premier Service

If you invest £100,000 and the agreed ongoing service charge is 1.25%, you will pay £1,250 per annum excluding VAT, payable on a monthly basis from the first month after you invest. The ongoing service charge may increase as the fund grows.



² An example of our ongoing charges for our Standard Service

If you invest £100,000 and the agreed ongoing service charge is 0.75%, you will pay £750 per annum excluding VAT, payable on a monthly basis from the first month after you invest. The ongoing service charge may increase as the fund grows.



³ An example of our Transactional Service charges

If, for example, you required a review of your financial circumstances and this took one hour of administration time and three hours of advice time, the total charge would be £1,050, based on our hourly rate stated on page 6.

Or if, for example, you required administration of your portfolio, or assistance with third parties, and this took two hours of administration time, the total charge would be £300, based on our hourly rate stated on page 6.

How will you pay us for our services?

Prior to commencing any aspect of our work we need to agree with you the services you would like us to deliver and how you will pay for them. The following outlines how we are paid. We won't charge a fee until we've agreed it with you. You may ask us for an estimate if you'd like to pay an hourly rate and we won't exceed the estimate without your authority.

If we charge a fee for Understanding and Analysis, whether you buy a product or not, you will pay us a fee for our advice and services, which will become payable on completion of our work. You will be sent an invoice on completion of the work for any fees due.

Lump Sum Investments

Paying by a percentage of the amount invested

If you decide to appoint us as your Adviser(s) the fees for Advice and Implementation may be deducted from your investment by the provider, or you may pay us direct.

If you elect to receive an ongoing service, we will charge you a percentage of your investments based upon the level of service you've chosen. This will be deducted from your investments.

Paying by fixed fee

Where we charge a fixed fee amount for initial or ongoing services, this may be deducted from your investment, or you may pay us direct.

Paying by hourly rate

If the work required to assess your circumstances and provide you with advice is outside our standard charging structure, we reserve the right to apply an hourly rate as stated earlier.

If this applies we will advise you in writing in advance of undertaking any such work and give you an estimate of the total cost involved. This may be deducted from your investment or you may pay us direct.

Regular Premium Investments

If you decide to appoint us as your Adviser(s) the fees for Advice and Implementation may be deducted from your contributions by the provider, or you may pay us direct. As with Lump Sum Investments if you elect for an ongoing service, the cost of this will be deducted from your investment on an ongoing basis.

Additional points to note

Omnis Investments and Openwork Wealth Services Limited

Some of the investment products we offer have access to funds provided by Omnis Investments Ltd. This includes the Omnis Managed Portfolio Service, provided by Openwork Wealth Services Limited (OWSL), which utilises the Omnis funds. Omnis and OWSL are companies within the Openwork Group controlled by Openwork Holdings Limited.

As the Authorised Corporate Director of the funds, Omnis Investments Limited is paid an annual management charge from the funds. This is not an additional cost to you, but is paid out of the Ongoing Charges Figure disclosed in the Key Investor Information Document.

For the Omnis Managed Portfolio Service, OWSL charges a fee based on a percentage of the value of the portfolio. This fee will be disclosed separately to you and is in addition to the underlying Omnis fund management fees.

Other interests

Openwork may receive information and documentation from the product providers it works with to support the provision of their products and services to you. Occasionally product providers may provide training to our advisers, or be invited to participate in business meetings and training events that cover the features and benefits of their product or service, or on the wider investment and pensions market. This may involve the provider contributing a reasonable and proportionate amount to the cost of the event, which may include the provision of food and drink.

Pure Protection Products

We arrange the policy with the insurer on your behalf, you do not pay us a fee for doing this. We receive commission from the insurer which is a percentage of the total annual premium. This means that if you purchase one of these products we will receive commission in addition to any adviser charges / fees you may have been or will be paying Openwork for investment-related services. The amount of commission will be disclosed separately should you purchase one of these protection products. You will receive a quotation which will tell you about any other fees relating to any particular insurance policy.

Our services and products

Investment and Pensions

We provide restricted advice and will make a recommendation after we have assessed your needs. Our advice will be based on products from a limited number of companies that Openwork has carefully selected, potentially including funds from Omnis Investments Limited and risk-rated model portfolios actively managed by Openwork Wealth Services Limited, both sister companies within the Openwork group.

Insurance

We are an insurance intermediary representing you, not any insurer. We can only offer products from a limited number of insurers for life assurance, critical illness cover, income protection, household insurance, accident, sickness and unemployment insurance and cash lump sum accident protection.

We will provide you with a personal recommendation after we have assessed your needs, limited to the insurance products available to us.

Please see the Proposition Summary for details of the providers we offer investment, pension and insurance products from.



What to do if you have a complaint

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

...in writing

Write to: Complaints Management Team,
Openwork Limited, Washington House, Lydiard
Fields, Swindon, SN5 8UB.

...by phone

Telephone 01793 567800

Information about our internal complaints handling procedures is available free of charge, on request from the Complaints Management Team.

If you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service. Ask us for a leaflet or contact the Financial Ombudsman Service at:

The Financial Ombudsman Service
Exchange Tower
Harbour Exchange Square
London E14 9SR

Material Interests

If any material interest or conflict of interest may or does arise between us or any of our other clients and you, we will inform you and obtain your consent before carrying out any instructions. There may be occasions when we will be unable to act for one of the parties.

Client categorisation

In providing the Services to you, we will categorise you as a "retail client". This means that you will have the highest level of protections available under the regulatory system.

Financial Services Compensation Scheme

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.

Investment

Most types of investment business are covered up to a maximum limit of £50,000.

Insurance

Insurance advising and arranging is covered for 90% of the claim, without any upper limit.

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

Best execution

Under the FCA rules we are obliged to comply with the obligation to act in accordance with the best interests of our clients when transmitting orders to other entities for execution. For most of the Financial Products we arrange there is only one execution venue and the price paid will be that stated by the product provider. We will review our order execution arrangements annually.

Further important provisions

- We may provide you with information about particular Financial Products for marketing purposes. For some Financial Products, you will have a right to withdraw or cancel the contract within a certain period. Details of such rights are usually set out in the product literature and/or we may notify you separately of your rights.
- The value of investments can fall as well as rise and you may not get back the full amount invested. Specific risks associated with particular products will be included in the product documentation.

Who regulates us?

We are an appointed representative of Openwork Limited, Washington House, Lydiard Fields, Swindon, SN5 8UB, which is authorised and regulated by the Financial Conduct Authority, 12 Endeavour Square, London, E20 1JN. Openwork Limited's Financial Services Register number is 408285.

Openwork Limited's permitted business is advising on and arranging mortgages, general and pure protection insurance and life insurance, pensions and investments.

You can check this on the Financial Services Register by visiting the FCA's website www.fca.org.uk/firms/systems-reporting/register or by contacting the FCA on 0800 111 6768.

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