



Applies from  
16 August 2010

# Retirement Account

## Service Charges

We've introduced new Service Charge rates for new Retirement Account customers from the 16 August 2010. This replaces the 'Reduced Service Charge' campaign terms from this date. We have simplified our approach to ensure we have a competitive pricing position across a broad range of premium values.

Total value of Retirement Account		Service Charge (Per annum)
From	To less than	
£0	£30k	0.60%
£30k	£100k	0.40%
£100k	£300k	0.35%
£300k	£500k	0.30%
£500k	£750k	0.25%
£750k	£1m	0.20%
£1m	£2m	0.15%
£2m and above		0.10%

These rates will be apply to all new business illustrations from the 16 August 2010. Existing Retirement Account policyholders will remain on the terms applicable at the start date of their policy.

### Why choose Retirement Account?

The four key areas that have made Retirement Account a superior proposition for both you and your clients are our investment, charging and commission structures and the level of service we can provide. For the fourth year running, we've achieved a five star product rating from Defaqto\* and Best Pensions Provider in 2009 Professional Adviser awards.

### Investment

- Platform for life including both pre and post retirement in one plan.
- Consolidation of Protected and Non-Protected Rights in one Account which ensures your investment advice is not constrained in any way.

- Access to a wide range of investment options including:
  - Fixed Term Cash Deposit
  - SW insured range
  - Fund supermarket
  - Discretionary Investment Management
  - Share Dealing
- No requirement to hold any money in Scottish Widows Pension Funds – so no bias in fund selection.

### Charges

- Unbundled charges provide greater transparency, helping to keep the product structure clear and simple.
- No VAT on Scottish Widows service charges.
- Tiered service charge calculated on the value of all assets held.
- Fully disclosed illustrations showing effects of charges and Reduction in Yield figures for all asset classes.

### Commission

- Initial and fund based commission are paid on the value of all assets held, not just money invested in Scottish Widows Pension Funds.
- There are two initial commission options. Our scaled option allows your client to receive 100% allocation coupled with a choice of clawback periods from 1 to 5 years. With our flexible option, the cost of advice is deducted immediately from your client's payment(s). Both options are available with or without fund based commission.
- Commission can be taken on money moved to income drawdown (Retirement Income). If money is moved from Retirement Planning during the clawback period, commission paid previously can be re-claimed.
- Fund based payable on all assets at wrapper (or platform) level which means greater certainty of ongoing income.

### Service

- Our dedicated administration team can deal with both your technical and service queries.
- Quotes issued on the day of request, including by email and available online. Online services for you and your client include access to real-time valuations and policy details.

\*Defaqto – January 2010.

For further information, speak to your Scottish Widows Account Manager.

**For professional adviser use only, not to be relied upon by any other person.**