

# The benefits of restricted financial advice

*Research and governance you can trust*



Like many financial advice firms, our experience with clients has shown that restricted advice that offers tailored, carefully selected solutions from a researched panel of providers is a highly effective method of providing you with top-quality recommendations.

This document helps explain how our restricted advice approach, underpinned by Quilter's expert research and governance, can help you achieve your financial goals in a cost-effective way.

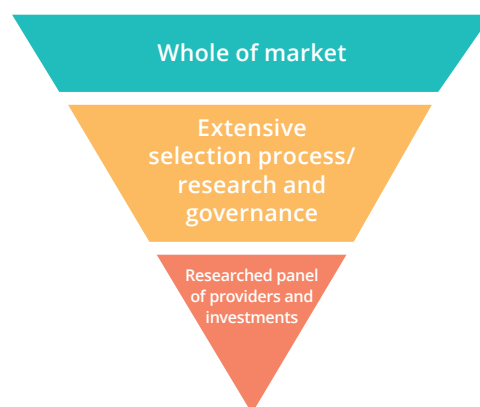
## Why do we provide restricted advice?

By leveraging Quilter's expertise, research and governance, and restricting our comprehensive advice service to a carefully chosen range of products and providers, we are able to keep costs down and focus on providing a great service.

Quilter's research starts with the whole of the market, with products and investments going through a tough selection process before arriving at a recommended panel. We only select from this panel where there is a demonstrable benefit to you.

### We believe this approach offers you the best of both worlds:

a first-class range of providers and products designed to meet the vast majority of needs at a reduced cost, with the capability to look more widely should the need arise.



## So, how do you benefit from our restricted advice?



**Reduced costs / fees** – As we use the in-depth market research and analysis carried out by Quilter, we do not need to conduct this ourselves, allowing us to reduce our costs and give you better value when determining our fees.



**Better value solutions** – Quilter is able to use its scale and buying power to drive down the costs with the selected providers, helping you to benefit from lower costs and great value products.



**Reassurance from third party experts** – By offering advice from a researched panel of solutions from the whole of the market, you can be confident that our recommendations have already been vetted by experts.



**Flexibility if you need it** – you get all the benefits of a restricted model but with the flexibility to still have a solution from the wider market if the researched panel of solutions don't exactly match your needs.

## Is restricted advice different to independent advice?

You may be thinking, why not offer independent financial advice, as on the face of it, that sounds much better? Well, to reassure you, the research carried out by Quilter starts with the whole of the market, and we only select from this recommended panel where there is a demonstrable benefit to you.

### Restricted and independent advisers

- ✓ are equally qualified
- ✓ offer the same quality of advice
- ✓ analyse client needs in the same way



## How does Quilter's research and governance process work?

Quilter's governance framework, and the processes the experts follow when selecting products and investments, are regularly reviewed so you can be sure of high quality solutions for your needs.

### Quilter's three tier approach to investment research and governance:

#### 1. Oversight:

The Investment Oversight Committee meets quarterly to oversee risk and customer outcomes, ensuring that the investment panel's decisions are aligned with customer interests.

#### 2. Management:

The Advice Investment Proposition Forum oversees the day-to-day management of the investment panel, taking insights from independent industry experts at Square Mile, Morning Star, Defaqto, and Moody's Analytics to inform its decisions.

#### 3. Monitoring:

Continuous monitoring of the investment panel ensures the funds meet customer needs and performance expectations, with the Advice Investment Proposition Forum being kept informed if any fund moves outside its pre-set parameters.

**Both the Investment Oversight Committee and the Advice Investment Proposition Forum have representatives that are independent of Quilter. This robust process delivers research and governance you can trust, giving you confidence in the integrity and quality of solutions recommended to you.**