

O&M Transfer Adviser

Transfer Adviser is a regulated service from O&M that provides in depth analysis and advice to deferred members of occupational schemes including:

- Final salary schemes
- Money purchase schemes
- Executive pension plans
- Section 32 arrangements

The majority of advisers are not authorised by the FCA to offer transfer advice for these plans; some are yet to take the necessary exams, whilst others prefer not to become involved in this area of advice.

Whatever your situation, Transfer Adviser could be an important source of income for you and a valuable service for your clients.

Why introduce clients to O&M?

- No responsibility or liability for advice.
- No P.I. risk.
- O&M are 100% Fee Based Advisers
- Demonstrate to the FCA you are treating customers fairly.
- Client Satisfaction – Your clients will receive impartial advice from specialists.
- Client Retention – You benefit from a written no cross-sell agreement.
- Have confidence that your clients are being looked after by experienced transfer advisers.
- You have the potential to earn should a transfer proceed, either by taking the pension funds under management or providing at retirement vesting advice.
- You can track progress via our case tracking website.

Why Transfer Adviser?

The Transfer Adviser service was established by O&M for those advisers who prefer not to be involved in occupational pension transfers. It offers this specialist advice to clients without the risk of having to refer them to a potential competitor, or alternatively, neglecting to provide a service in this area.

Using O&M's expertise and knowledge in the pensions arena, our team of analysts and advisers will carry out a comprehensive analysis, report and recommendation to ensure your client is appropriately advised.

Detailed information on the Pension Protection Fund where appropriate is also included in our report. This issue alone, represents a fundamental reason to introduce the Transfer Adviser service to your client.

What do I need to do?

Register for the Service

Visit www.ompensions.co.uk and download our Transfer Adviser Registration Pack. This includes a Professional Introducers Agreement and our Terms & Conditions, which we require you to read, sign and return. Once we receive this, we will supply you with your Transfer Adviser Client Introduction Packs.



Find Your Clients

Each fact find or client review is an opportunity to find clients with deferred occupational arrangements. A search of your back office system will find more still.



Instruct O&M

Assist your client with completion of the Client Introduction Pack. This includes a formal introduction to O&M which you and the client both sign, a fee agreement and a Letter of Authority for the client to sign. There is a Pension Transfer Questionnaire which you may wish to assist the client to complete, but it must represent the client's views. You may also wish to provide any additional background info on the case to ensure we have all the information needed to provide appropriate advice. Finally, enclose a cheque payable to 'O&M Pension Advice' for the Stage 1 Adviser Charge fee of £420 (£350+vat).



Await the Outcome

Sit back and let us take the strain. You can keep abreast of your case's progress by using the 'live' Case Tracking service. Where a case is successfully transferred you will have the option to transfer the policy to your agency.

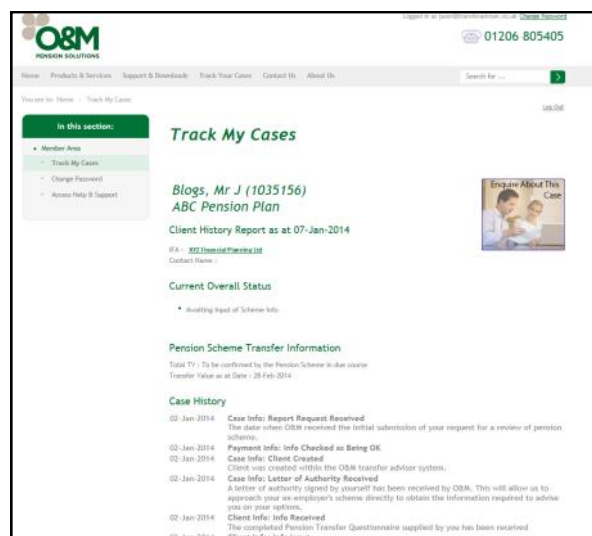
Tracking Your Cases

The transfer advice process can take anything from one to six months to complete depending on how helpful the scheme administrators are. To enable you to track the progress of a case at all times you have access to the O&M Pension Solutions website tracking service.

www.ompensions.co.uk

The Track Your Cases section provides detailed information and history regarding any active cases and those completed in the previous three months.

This website is updated on a daily basis and contains strong security measures to ensure confidentiality.



How will each case be handled?

Case Submission and Client Confirmation

You send O&M the completed Case Submission form, Letter of Authority, Pension Transfer Questionnaire and payment for the Stage 1 Adviser Charge. Upon receipt of these completed forms O&M will issue a letter to the client enclosing the Terms of Business, confirming receipt of payment and detailing the next steps.

Stage 1: Initial Review

O&M will review the client's completed Pension Transfer Questionnaire and related information to decide whether we think a transfer is likely to be in the client's best interest. We will then generate a brief letter to the client confirming our initial view with the option for them to proceed no further.

Stage 2.1: Transfer Analysis

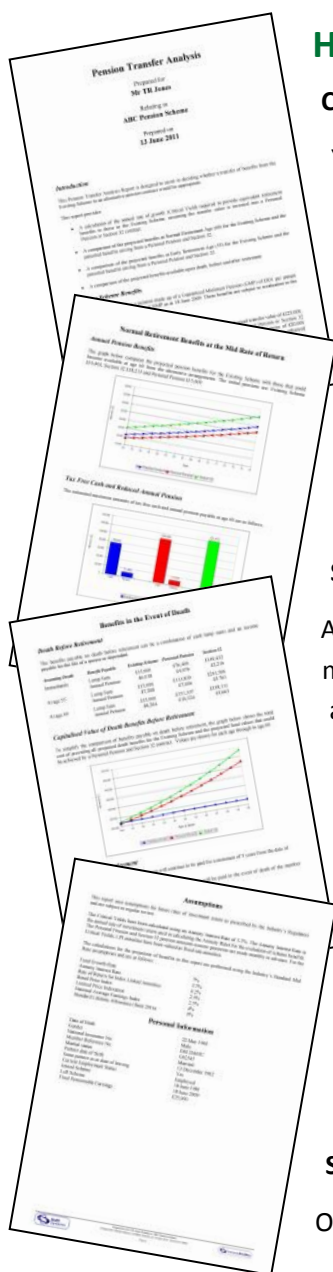
A full examination of the scheme data is now conducted. Benefit statements from the vast majority of occupational schemes do not provide enough information for a comprehensive analysis. Our experienced analysts will handle all discussions with the scheme and ensure the analysis is complete and accurate.

Stage 2.2: Fully Regulated Advice

Once the analysis has been completed, the recommendation is produced and based on a number of key areas including; the client's attitude to risk and priorities, critical yield, tax free cash, prospects for early retirement, spouse's benefits, control and flexibility and potential compensation from the Pension Protection Fund. The recommendation package is sent to the client and, if appropriate, the product justification. Transfer Adviser is primarily a telephone and postal service. However, for larger, more complex cases, it may be appropriate for us to visit clients.

Stage 3: Implementation

O&M organise and oversee the transfer if agreed with the client.





O&M's Credentials

The Transfer Adviser service is provided by 2 O&M entities:

- (1) The research and gathering of information from the pension scheme is provided by O&M Pension Solutions, a trading style of O&M Pension Solutions Ltd. This company also liaises with the introducer and is responsible for the monthly introducer retainer fees .
- (2) The client facing advice is provided by O&M Pension Advice, a trading style of Aspire Financial Management Ltd, which is an appointed representative of TenetConnect Ltd, which is authorised and regulated by the Financial Conduct Authority with pension transfer specialist permissions.

O&M:

- Designed the industry standard Pension Transfer Questionnaire. The latest version of this is used to establish the client's attitude towards their existing benefits and forms the basis for the recommendation that is given.
- Produce the Transvas Profiler system, which is the leading TVAS system amongst financial advisers and is widely used by product providers. This system is used by O&M's Transfer Bureau.
- Operate a Transfer Bureau which produces thousands of reports for financial adviser firms who prefer to outsource the evaluation of occupational scheme benefits to a specialist.
- The Transfer Bureau is used to produce the TVAS reports for Transfer Adviser clients.

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