



Searing Point

Wealth Management

Our Remuneration

We Searing Point Wealth Management act as intermediary (Broker) between you, the consumer, and the product provider with whom we place your business.

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The Background

Pursuant to provision 4.58A of the Central Bank of Ireland's September 2019 Addendum to the Consumer Protection Code, all intermediaries, must make available in their public offices, or on their website if they have one, a summary of the details of all arrangements for any fee, commission, other reward or remuneration provided to the intermediary which it has agreed with its product producers.

What is Remuneration?

Remuneration is the payment earned by the intermediary for work undertaken on behalf of both the provider and the consumer. The amount of remuneration is generally directly related to the value of the products sold.

What is Commission?

Commission is payment that may be earned by an intermediary for work undertaken for both provider and consumer.

There are different types of remuneration and different commission models:

Single commission model: where payment is made to the intermediary shortly after the sale is completed and is based on a percentage of the premium paid/amount invested/amount borrowed.

Trail/Renewal commission model: Further payments at intervals are paid throughout the life span of the product.

Indemnity Commission

Indemnity commission is the term used to describe a commission payment made before the commission is deemed to be 'earned'. Indemnity commission may be subject to a clawback (see below) if the consumer lapses or cancels the product before the commission is deemed to be earned.

Other forms of indemnity commission are advances of commission for future sales granted to intermediaries in order to assist with set up costs or business development.

Life Assurance/Investments/Pension Products

For Life Assurance products commission is divided into initial commission and renewal commission (related to premium), fund based or trail (relating to accumulated fund).

Trail commission, bullet commission, fund based, flat commission or renewal commission are all terms used for ongoing payments. Where an investment fund is being built up through an insurance-based investment product or a pension product, the increments may be based on a percentage of the value of the fund or the annual premium. For a single premium/lump sum product, the increment is generally based on the value of the fund.

Life Assurance products fall into either individual or group protection policies and Investment/Pension products would be either single or regular contribution policies. Examples of products include Life Protection, Regular Premium Life Assurance Investments, Single Premium (lump sum) Insurance-based Investments, and Single Premium Pensions.

Investments

Investment firms, which fall within the scope of the European Communities (Markets in Financial Instruments) Regulations 2007 (the MiFID Regulations), offer both standard commission and commission models involving initial and trail commission. Increments may be based on a percentage of the investment management fees, or on the value of the fund.

Credit Products/Mortgages

Commission may be earned by intermediaries for arranging credit for consumers, such as mortgages. The single, or standard, commission model is the most common commission model applied to the sale of mortgage products by mortgage credit intermediaries (Mortgage Broker).

Clawback

Clawback is an obligation on the intermediary to repay unearned commission. Commission can be paid directly after a contract is concluded but is not deemed to be 'earned' until after a specified period of time. If the consumer cancels or withdraws from the financial product within the specified time, the intermediary must return commission to the product producer.

Other Fees, Administrative Costs/ Non-Monetary Benefits

The firm may also be in receipt of other fees, administrative costs, or non-monetary benefits such as:

- Attendance at product provider seminars
- Assistance with Advertising/Branding

All adviser commissions are listed below

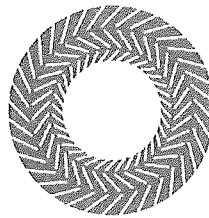


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Affinity Advisors

This document provides summary details of the commission arrangements we have in place for business placed with Affinity Advisors.

- Searing Point Wealth Management has a referral agreement in place and is paid 20% of the commission earned by Affinity Advisors for all mortgage business. Affinity Advisers list of charges can be found on their website. <http://www.affinityadv.ie/>



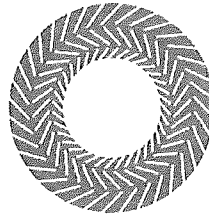
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BCP Asset Management

This document provides summary details of the commission arrangements we have in place for business placed with BCP Asset Management.

	Initial Commission (% of Investment Amount)	Clawback Period	Trail Commission
Structured Products	Max 2%*	n/a	n/a
Property Value Add Fund	Max 3%	Na.	0% or 0.5% per annum
Pension/A(M)RFs	n/a	n/a	Min 0% to Max 0.75% per annum taken in increments of 0.05%

*Any Commission % rate can be selected up to the max amount



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Blackbee

This document provides summary details of the commission arrangements we have in place for business placed with Blackbee.

Product	Initial Commission	Clawback Period	Trail Commission
Structured Retail Products	Max 3%	n/a	n/a
Alternative/Real Asset Bonds	Max 3%	n/a	n/a
Blackbee Healthcare Fund	Max 3%	n/a	0.5%p.a



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Cantor Fitzgerald

This document provides summary details of the commission arrangements we have in place for business placed with Cantor Fitzgerald.

- Stock Trade accounts: Cantor Fitzgerald pays Searing Point Wealth Management 50% of their commission on trades taken on behalf of clients.
- Structured Products: Cantor Fitzgerald pay a max of 2.5% commission on these products.

Cantor Fitzgerald comply with their obligations as a MiFID regulated firm and provide all clients with an annual statement of Cost & Charges which includes any commissions paid to intermediaries on products and/or services provided to their client.



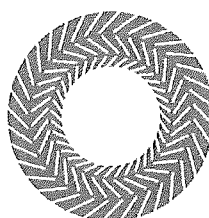
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Davy Select

This document provides summary details of the commission arrangements we have in place for business placed with Davy Select.

Davy Select remunerate Searing Point Wealth Management a maximum of 1.5% on all net new funds introduced, regardless of account type.

Trail of 0.5% is payable from month 25 onwards.



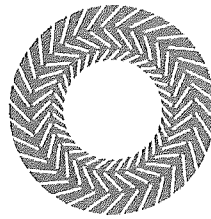
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Irish Life

This document provides summary details of the commission arrangements we have in place for unit-linked and protection business with Irish Life.

Product			Initial Commission (year 1)	Trail Commission	Renewal Commission	Other Commission
Unit Linked Pension Products Pre-Retirement (PP, PRSA, CP & PRB)	Annual Premium	Max	17.5% (1 st Bullet)	0.5% trail	5% 17.5% (Bullets X 3)	N/A
	Single Premium	Max	5%	0.75%	N/A	N/A
Unit Linked Pension products Post Retirement (ARF / AMRF)	Single Premium	Max	5%	0.75%	N/A	N/A
Guaranteed Annuity	Single Premium	Max	3%			
Investment Bonds	Single Premium	Max	3%	0.5%	N/A	N/A
Investment Only	Single Premium	Max	5%	0.5%	N/A	N/A
Savings Products	Annual Premium	Max	5.5% (1 st Bullet)	0.25% trail to year 8, 0.5% trail from year 9	5.5% Bullets X 3	N/A

		Yr1	Additional (annual)	Renewal (annual)
Protection	Option 1	100%	From Year 2 - 5: 20%	From Year 6: 3% level
				From Year 6: 6% indexed
	Option 2	25% level	From Year 2 - 10: 25%	From Year 11: 10% level
		28% indexed	From Year 2 - 10: 28%	From Year 11: 13% indexed
	Option 3	20% level		From Year 2: 20% level
		23% indexed		From Year 2: 23% indexed
	Option 4	80% Level		From Year 2: 12% level
		80% Indexed		From Year 2: 15% indexed
Default Profile				



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Irish Life

		Yr1	Additional	Renewal (annual)
Income Protection	Max	120%	Year 3 & Year 6: 30%	From Year 7: 3% level
				From Year 7: 6% indexed

Group Protection

	Renewal commission
Life	
Max	6%
Income protection	
Max	12.5%
Serious Illness Cover	
Max	12.5%



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Irish Life

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Product			Initial Commission (year 1)	Trail Commission	Renewal Commission	Other Commission
Unit Linked Pension Products Pre-Retirement (PP, PRSA, CP & PRB)	Annual Premium	Max	17.5% (1 st Bullet)	0.5% trail	5% 17.5% (Bullets X 3)	N/A
	Single Premium	Max	5%	0.75%	N/A	N/A
Unit Linked Pension products Post Retirement (ARF / AMRF)	Single Premium	Max	5%	0.75%	N/A	N/A
Guaranteed Annuity	Single Premium	Max	3%			
Investment Bonds	Single Premium	Max	3%	0.5%	N/A	N/A
Investment Only	Single Premium	Max	5%	0.5%	N/A	N/A
Savings Products	Annual Premium	Max	5.5% (1 st Bullet)	0.25% trail to year 8, 0.5% trail from year 9	5.5% Bullets X 3	N/A

		Yr1	Additional (annual)	Renewal (annual)
Protection	Option 1	100%	From Year 2 - 5: 20%	From Year 6: 3% level
				From Year 6: 6% indexed
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		28% indexed	From Year 2 - 10: 28%	From Year 11: 13% indexed
	Option 3	20% level		From Year 2: 20% level
		23% indexed		From Year 2: 23% indexed
	Option 4	80% Level		From Year 2: 12% level
		80% Indexed		From Year 2: 15% indexed
Default Profile				



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Irish Life

		Yr1	Additional	Renewal (annual)
Income Protection	Max	120%	Year 3 & Year 6: 30%	From Year 7: 3% level
				From Year 7: 6% indexed

Group Protection

	Renewal commission
Life	
Max	6%
Income protection	
Max	12.5%
Serious Illness Cover	
Max	12.5%



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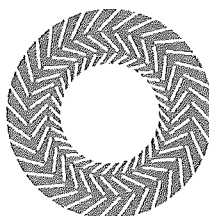
Independent Trustee Company (ITC)

This document provides summary details of the commission arrangements we have in place for business placed with Independent Trustee Company (ITC).

Combined Transfer In & Initial Contribution Total		ITC PRSA 1			ITC PRSA 2			ITC PRSA 3		
From	To	ITC Fee %	Broker Fee %	Total Fee %	ITC Fee %	Broker Fee %	Total Fee %	ITC Fee %	Broker Fee %	Total Fee %
€ 0	€50,000.00	2.00	0.00	2.00	2.00	0.00	2.00	2.00	0.00	2.00
€50,000.00	€99,999.99	1.25	0.25	1.50	1.25	0.25	1.50	1.25	0.25	1.50
€100,000.00	€499,999.99	0.75	0.25	1.00	0.75	0.25	1.00	0.75	0.25	1.00
€500,000.00	€999,999.99	0.75	0.25	1.00	0.35	0.15	0.50	0.35	0.35	0.70
€1,000,000.00	*	0.5625	0.1875	0.75	0.30	0.10	0.40	0.30	0.30	0.60
All transfers / contributions regardless of amount		ITC PRSA 1 - LEAP			ITC PRSA 2 - LEAP			ITC PRSA 3 - LEAP		
		LEAP Fee %	Broker Fee %	Total Fee %	LEAP Fee %	Broker Fee %	Total Fee %	LEAP Fee %	Broker Fee %	Total Fee %
		0.50	1.00	1.50	0.50	0.75	1.25	0.50	0.50	1.00

Below is an outline of the pension products available with ITC that are governed by the CPC. The fees payable are divided between fixed percentage fees and fees that are variable and agreed by you with the client at the time the pension scheme is being established:

CPC Related Pension Product	Implementation Fee	Annual Management Charge
ITC PRSA 1	0%	Variable
ITC PRSA 2	0%	Variable
ITC PRSA 3	0%	Variable
LEAP PRSA 1	0% - 3%	1%
LEAP PRSA 2	0% - 3%	0.75%
LEAP PRSA 3	0% - 3%	0.5%



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Independent Trustee Company (ITC)

In addition ITC provides a range of products and services that are not covered by the CPC. For the sake of completeness we have provided details of the fees that are agreed with you by the client, but where payment is facilitated by ITC.

Pension Arrangement	Implementation Fee	Annual Management Charge
ITC SSAS (Small Self-Administered Scheme)	Variable	Variable
ITC Buy out Bond (BOB)	Variable	Variable
ITC ARF (Approved Retirement Fund)	Variable	Variable
ITC AMRF (Approved Minimum Retirement Fund)	Variable	Variable
LEAP Small Self-Administered Scheme (SSAS)	Variable	Variable
LEAP Buy out Bond (BOB)	Variable	Variable
LEAP Approved Retirement Fund (ARF)	Variable	Variable
LEAP Approved Minimum Retirement Fund (AMRF)	Variable	Variable



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New Ireland

This document provides summary details of the commission arrangements we have in place for unit-linked and protection business with New Ireland.

Single Contribution Products

	Initial Commission	Clawback Period	Trail commission per annum (p.a.)
Single Contribution Pension			
Max	5%	5 years	1% p.a
Single Premium PRSA			
Max	7%	5 years	0.5% p.a
Approved (Minimum) Retirement Funds			
Max	5%	n/a	1% p.a
Annuities			
Max	3%	n/a	n/a
Single Premium Investment Policies			
Max	4%	3 years	1% p.a

Regular Contribution Products

	Initial commission	Clawback Period	Renewal/Flat commission	Trail commission per annum (p.a)
Regular Contribution Pension				
Max	25%	5 years	8% p.a.	1% p.a
Regular Contribution PRSA				
Max	25%	5 years	6% p.a	0.5% p.a
Regular Premium Investment Policies				
Max	10%	5 years	2.5% p.a	0.5 % p.a

Individual Protection

Year	1	2	3	4	5	6	7	8	9+
Max	225%	50%	20%	20%	20%	12.5%	12.5%	12.5%	12.5%
Clawback Period	5 years								



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New Ireland

Group Protection

	Death In Service	Permanent Health Insurance
Year	1+	1+
Max	15%	20%
Clawback Period	1 year	1 year



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Royal London

This document provides summary details of the commission arrangements we have in place for protection business with Royal London.

Life Cover & Serious Illness

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6 +
Max Commission Available	200%	40%	40%	40%	40%	22.5%

Income Protection

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6 +
Max Commission Available	220%	44%	44%	44%	44%	25%



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Standard Life

This document provides summary details of the commission arrangements we have in place for unit-linked business with Standard Life.

Standard Life Synergy product range new policies and top-ups from 3 April 2019

Standard Life has a range of commission options for customers and advisers to choose from.

- 'Max' means the maximum commission Standard Life makes available under each product.
- 'Clawback period' is a timeframe where Standard Life can take a proportion of the commission paid back from an adviser if the premium / contributions ceases, reduces, or the product is closed.

Single Contribution Products

	Up Front Commission	Clawback Period	Trail Commission
Single Contribution Pension Max	5%	n/a	1%
Single Contribution PRSA Max	5%	n/a	0.5%
Approved (Minimum) Retirement Funds Max	4%	n/a	1%
Annuities	2%	n/a	n/a
Investment Bonds Max	4%	n/a	1%

Regular Contribution Pension

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Max (Front Loaded)	1.25%x term (max 25%)	5 years*	2%	1%
Max (Level)	5%	n/a	5%	1%

Regular Contribution PRSA

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Max	5%	n/a	5%	0.5%

Savings Plan

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Funded Initial Commission* Max	0%-15%, payable as a lump sum after the first premium is paid	5 years*	n/a	1%
Premium Based **	0%-15%	n/a	n/a	1%

* If the initial contributions are not maintained for 5 years, a proportion of the initial commission paid will be claimed back from your intermediary account. **For every 1% taken there is a corresponding plan charge of 0.04% per annum. Commission is paid to you after the first premium is paid. FIC is subject to commission clawback



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Standard Life

Standard Life top up only product range

Standard Life has a range of commission options for customers and advisers to choose from.

- 'Max' means the maximum commission Standard Life makes available under each product.
- 'Clawback period' is a timeframe where Standard Life can take a proportion of the commission paid back from an adviser if the premium / contributions ceases, reduces, or the product is closed.

Single Contribution Products

Single Contribution Pension

	Up Front Commission	Clawback Period	Trail Commission
Personal Pension Plus and Plan Max	5%	n/a	n/a
Executive Pension Plus Max	1% ^x term (max 5%)	4 years	n/a
Corporate Pension Series Max	5%	n/a	n/a
Tower Pension Series Max	5%	n/a	n/a

Single Contribution PRSA

	Up Front Commission	Clawback Period	Trail Commission
PRSA Max	1% ^x term (max 5%)	4 years	n/a

Approved (Minimum) Retirement Funds

	Up Front Commission	Clawback Period	Trail Commission
Synergy ARF Max	3%	n/a	0.5%
Synergy Portfolio ARF Max	3%	n/a	0.75%

Investment Bond

	Up Front Commission	Clawback Period	Trail Commission
Synergy Investment Bond Max	3%	n/a	0.5%
Synergy Portfolio Bond Max	3%	n/a	0.75%
Moneyworks Bond Max	3.5%	n/a	n/a
Prosperity Bond Max	3.5%	n/a	0.5%



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Regular Contribution Products

Regular Contribution Pension

Personal Pension Plus & Plan

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
A Max (pre 1997 PPPlans)	3% x term (max 60%)	n/a	3%	n/a
B Max	2.5% x term (max 50%)	n/a	4%	n/a
C Max	2% x term (max 40%)	n/a	5%	n/a
D Max	1.5% x term (max 30%)	n/a	6%	n/a
E Max	1% x term (max 20%)	n/a	7%	n/a
F Max	8%	n/a	8%	n/a

Executive Pension Plus

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
A Max	5%	n/a	5%	n/a
B Max	1.25% x term (max 25%)	4 years	3%	n/a
C Max	8%	n/a	8%	n/a

Corporate Pension Series

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
B Max	2.5% x term (max 50%)	n/a	4%	n/a
C Max	2% x term (max 40%)	n/a	5%	n/a
D Max	1.5% x term (max 30%)	n/a	5%	n/a
E Max	1% x term (max 20%)	n/a	7%	n/a
F Max	8%	n/a	8%	n/a

Tower Pension Series

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Member joining on or after 1 September 2019 (regardless of plan start date)	1.25% x term (max 25%)	n/a	2%	n/a



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Standard Life

Members who joined before 1 September 2019 on 1997+ plans	2.5% x term (max 50%)	n/a	4%	n/a
Members who joined before 1 September 2019 on 1994-1996 plans	3% x term (max 60%)	n/a	3%	n/a
Members who joined before 1 September 2019 on pre 1994 plans	2.5% x term (max 60%)	n/a	2.5%	n/a

Regular Contribution PRSA

Personal Retirements Savings Account (PRF)

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Max (Front Loaded)	1.25% x term (max 25%)	4 years	3%	n/a
Max (Level)	5%	n/a	5%	n/a

Personal Retirement Savings Account (PRS)

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Max (Front Loaded)	0.63% x term (max 12.6%)	n/a	3%	n/a
Max (Level)	4%	n/a	4%	n/a

Personal Retirement Savings Account (PRN)

	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
	None	None	None	None

Savings Plan

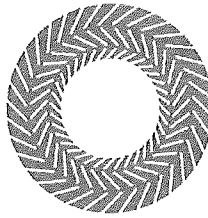
	Initial Commission	Clawback Period	Renewal Commission	Trail Commission
Moneyworks Plan	2.5% x term (max 50%)	n/a	4%	n/a
Capital Savings Plan Mortgage Plan Flexible Life Plan	2.5% x term (max 50%)	n/a	4%	n/a
Capital Savings Plan Mortgage Plan Flexible Life Plan (pre 1997 plans)	3% x term (max 60%)	n/a	3%	n/a
Universal Life Plan (pre 1994 plans)	(4% x 10) + 2.5% x (term - 10) (max 90%)	n/a	2.5%	n/a



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Standard Life

Universal Life Plan (1994 plans)	3% x term (max 60%)	n/a	4%	n/a
Universal Life Plan (1994 protection plans)	3% x term (max 90%)	n/a	3%	n/a



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Wealth Options

This document provides summary details of the commission arrangements we have in place for business placed with Wealth Options.

Approved (Minimum) Retirement Fund (A(M)RF)

Fund Value	Max WOL Annual Fee	Max Broker Annual Fee
€0-€1.25m	0.50%*	At Brokers Discretion
€1.25m-€2.5m	0.40%	At Brokers Discretion
€2.5m - €3.75m	0.35%	At Brokers Discretion
€3.75m +	0.25%	At Brokers Discretion

*Subject to a minimum annual fee of €500

Personal Retirement Bond (PRB)

Max WOL Annual Fee	0.50%
Max Broker Annual Fee	At Brokers Discretion

*Subject to a minimum annual fee of €500

Personal Retirement Savings Account (PRSA)

Fund Value	Max WOL Annual Fee	Max Broker Annual Fee
<€50k	2.50%	0%
€50k - €99,999	1.15%	0.25%
€100k - €499,999	0.70%	0.30%
€500k - €1,499,999	0.35%	0.15%
€1.5m+	0.30%	0.10%

Small Self-Administered Pension (SSAP)

Fund Value	Max WOL Annual Fee	Max Broker Annual Fee
€0-€1.25m	0.5%*+VAT	At Brokers Discretion
€1.25m-€2.5m	0.4% +VAT	At Brokers Discretion
€2.5m - €3.75m	0.35%+VAT	At Brokers Discretion
€3.75m +	0.25%+VAT	At Brokers Discretion

*Subject to fee with a minimum fee of €750+VAT

We can charge an upfront fee, at our discretion, on any of the pension structures (with the exception of PRSA's) above. The upfront fee will be subject to VAT.



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Zurich Life Assurance

This document provides summary details of the commission arrangements we have in place for unit-linked and protection business with Zurich Life Assurance plc.

Single contribution products (Pensions, Investments)

	Up front commission	Trail commission
Single Contribution Pension		
Max	5.50%	0.50%
Single Contribution PRSA (Standard)		
Max	5.50%	0.00%
Single Contribution PRSA (Non-Standard)		
Max	5.0%	0.50%
Approved (Minimum) Retirement Funds		
Max	5.0%	0.50%
Annuities		
Max	3.0%	N/A
Investment Bonds		
Max	5.0%	0.50%
Trustee Investment Plans		
Max	5.0%	0.50%

Commission clawback:

Commission clawback typically does not apply on single contribution products

Regular contribution products (Pensions, Savings)

	Initial commission	Renewal / Bullet Commission	Trail commission
Regular Contribution Pension			
Max	20.0%	3.0% renewal	0.50%
Regular Contribution PRSA (Standard)			
Max	5.0%	5.0% renewal	0.0%
Regular Contribution PRSA (Non-Standard)			
Max	5.0%	5.0% renewal	0.50%
Savings Plan			
Max	10.0%%	1.0% renewal	0.50%

Commission clawback:

Commission clawback applies over a 4 year period for all initial commission.

Commission clawback also applies over a 4 year period for any bullet commission noted.



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Zurich Life Assurance

Individual Protection

Guaranteed Term Protection & Guaranteed Mortgage Protection

	Yr1	2 – 10	11+
Max	100%	12%	3%

Commission clawback:

Commission paid in year 1 is earned over a 12 month period.

Guaranteed Whole of Life

	Yr1	2 – 5	6+
Max	90%	18%	3%

Commission clawback:

Commission paid in year 1 is earned over a 12 month period.

Group Protection

Group Life Cover

	Yr1	2	3
Max	6.0%	6.0%	6.0%

Commission clawback:

Does not apply. Commission is paid as premiums are received.

Group Permanent Health Insurance & Group Serious Illness Cover

	Yr1	2	3
Default			
Max	12.5%	12.5%	12.5%

Commission clawback:

Does not apply. Commission is paid as premiums are received.