

## Payments

Gateway is all about serving your client in the best possible way, and they can choose the payment method that suits them best.

Depending on which they prefer, your client can pay by fee or we can take the fee from the available commission. On request at submission, we can discuss if a fixed fee could be acceptable.

More specific details on fee payment will be sent to you when you refer a case to us.

<b>All commission fees are shared following the deduction of 7% Sesame retention. There is no further personal retention charged to the introducing firm</b>			
	<b>Option 1:</b> Commission Split	<b>Option 2:</b> Fee Option	Recommendation not to proceed
Pensions (DI advisers)	50% of net* commission retained by Gateway**	Calculated on an agreed fixed percentage	No fee payable†
Pensions (non-DI advisers)	50% of net* commission paid to introducing IFA 65% of commission retained by Gateway**	Calculated on an agreed fixed percentage	No fee payable†
Equity Release	35% paid to introducing IFA  Client pays £549 at application stage‡  On completion, net* commission shared 50/50 between Gateway and introducing IFA	1.5% of the loan facility applied for (subject to a minimum of £1,549) Payable at the application stage  £549 will be retained by Gateway with the net* balance shared 50/50 between Gateway and introducing IFA  We will refund the client with any commission we receive from the lender	No fee payable
Long term care	Not applicable	Fixed fee of £2,000 plus an Introducer fee of up to £1,500 as agreed with the Introducer	No fee payable

\*Net refers to amount following deduction of 7% commission handling retention.

\*\*Subject to a minimum of £750 per report (no minimum on Personal Pension to Personal Pension transfers). A separate report will be issued for each of the following: Retirement Options, Final Salary Pension Transfer, Occupational Money Purchase Transfer, Pension & Divorce or Personal Pension Plan Transfer; e.g. if two different types of reports are issued then two charges will apply. If a report recommends an annuity then the minimum retention is £500.

† Except where an indicative 'No' report has already been issued for a final salary case, and the client is insistent on requiring the full advice process, research and full written report. The issue of a secondary full 'No' report will incur a fee of £750 plus VAT.

‡ Paid to Gateway - only payable once the client accepts the advice and wishes to proceed. £549 fee applies to Safe Home Income Plan (SHIP) schemes only. For non SHIP approved interest only plans a fee of £895 is charged.

An Introduction or referral must include the relevant fully completed fact-find, supplementary questionnaire, Attitude to Risk questionnaire, existing plans information and letters of authority in order to qualify for the above introducer payments.