

**Statement of Fees for, John Greene t/a Leinster Financial Services
(Hereinafter called, “The Firm”), of,
131 Elton Court, Leixlip, Co. Kildare.**

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FEES:

- My fees are based on the time required to provide a service. Fees paid by commission will vary due to percentages offered by the product producer. Fees paid by commission may be more than my set fees as advised in this terms of business document. Where fees paid by commission are less than my stated fees then I will charge the balance as a direct fee to you. You have the option of paying my fees directly instead of by way of commission in whole or in part.
- A summary of the details of all arrangements for any fee, commission other reward or remuneration paid or provided to the firm which have been agreed with product providers is available in my office or on my website – www.leinsterfinancial.ie - The firm has no special or individual arrangement with any product providers at this time.
- The Firm receives commission from product producers where a transaction has been completed. As an Insurance Intermediary, summary details of these payments will be included in a product disclosure document before a proposal for a product is completed by you and full details will be provided at policy issue stage. Where the firm receives recurring commission, this forms part of the remuneration for initial advice. This recurring commission also covers administration in relation to the applicable product such as receiving and filing correspondence and communication in relation to the product. The recurring commission does not cover policy reviews, additional advice and extended / detailed product reports. You have the option to pay the fees in full or part, directly to The Firm, instead of by way of commission.
- For Protection Products, life assurance, illness, income protection, etc., The Firm charges a fee of whatever commission is payable by the product producer subject to a minimum fee/commission of €600, other than (a) whole of life/lifelong life assurance where the minimum fee is €800 and (b) where an extended or full analysis of the market is requested the minimum fee is €900. If the advice and transaction takes longer than 9 hours then an additional fee of €100 per hour would apply. This may or may not be covered by commission. Where there is a shortfall between the commission payable and the fee due, then you are liable for the balance. You have the option to pay the fee in full or part, directly to The Firm, instead of paying by way of commission. Where advice only applies, The Firm charges a fee of €100 per hour which is payable directly to The Firm.
- For Insurance Based Investment Products and pension/retirement planning products and related products, The Firm charges a fee of whatever standard commission is payable by the product producer subject to a minimum fee/commission of €1,200, other than (a) Pension Annuities where the minimum fee is €1,500 and (b) where an extended analysis of the market is requested the minimum fee is €2,000. If the advice and transaction for any of the above takes longer than 15 hours then an additional fee of €100 per hour would apply. This may or may not be covered by commission. Where there is a shortfall between the commission payable and the fee due, then you are liable for the balance. You have the option to pay the fee in full or part, directly to The Firm, instead of paying by way of commission. Where various commission options/amounts apply to investment/pension products then The Firm will endeavour to avoid excessive charges. This will be discussed where applicable. Where advice only applies, The Firm charges a fee of €100 per hour which is payable directly to The Firm.
- The Firm charges a fee of €100 per hour for it's time spent on consultation / administration / any other service. This fee may be covered if you transact a product through the firm for which the firm is paid commission by the provider. However, if there is a shortfall between the fee and the commission received, you will then be invoiced for the difference, which could be the full amount.



- Where a fee is paid directly to The Firm instead of or in addition to commission for a product transaction and/or there is no or insufficient recurring commission, then an additional annual fee will be charged for ongoing administration such as, but not limited to, receiving and filing correspondence, standard enquiries, etc. This annual fee will be charged as 1 hours work per annum at the then applicable rate, as advised, currently €100 per hour. Where there is extended work such as reviews / research / financial planning / any other service, then this will be charged in addition to the annual administration fee at the standard hourly rate of €100, or the rate then applicable, for the duration of the service.
- Travel will be included as time, for distances greater than a 30 mile return journey.
- The minimum fee for all services is €65.
- The above fee of €100 per hour also applies where the Firm carries out a financial planning review / product review / research or any service where commission does not apply. In this case there would be no commission offset. Where reviews / planning are carried out they may require ongoing reviews. These ongoing reviews are charged separately at the fee applicable at the time and advised in my 'terms of business' applicable at that time.
- Where "execution only" transactions are effected through an agency of the Firm the normal fees / commission, as above, will apply, other than the minimum initial fee being €600 for all products with the additional fee applying after 6 hours.

BUSINESS ENHANCEMENT & PROMOTIONS:

The firm is regularly invited to product providers' seminars which are educational and promotional. Food and/or stationery are often provided at the seminars. Webinars are also provided for educational purposes. From time to time the firm receives items such as office stationery from product providers which are usually promotional and do provide free office resources. Automated calculators/Systems for quotations etc. are available from product providers for use on my computer system and/or my website. These benefits are not part of any arrangement (other than permission & terms of use for systems) with any product provider and are not in any way part of any remuneration for business transacted and/or for business volumes.

DEFAULT:

The Firm will, if necessary, exercise its legal rights to receive any payments due to it from customers for business services provided by the Firm. Details of the effect of any default on payments due under any products arranged for your benefit will be included in the product producers' relevant policy terms and conditions. Product producers may withdraw benefits or cover in the event of default on payments due under policies of insurance or other products arranged for you.

This Statement of Fees is effective from 31st March 2020 and apply until further notice, in writing.

John Greene t/a Leinster Financial Services, is regulated by the Central Bank of Ireland.