

This document is for Investment Professionals only and should not be relied upon by private investors.



## Recommending our ISA and Investment Account

Supporting you in your due diligence process

**FundsNetwork™**

# Choosing the right solution for your business

Since FundsNetwork™ launched 18 years ago, we've worked very closely with advisory firms and understand the challenges of running a business. We are therefore dedicated to offering you all the products and services you require in order to meet your clients' needs in an efficient and cost-effective way. This includes providing access to tax-efficient ISAs and an Investment Account for non-tax wrapped investments.

In order to help you in your due diligence process, we have produced this document covering the reasons why you can recommend our ISA and Investment Account to your clients. Our generic due diligence document titled 'Selecting FundsNetwork as your long-term platform partner' is available on our website within the 'Help and support' section.



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# Financial strength and private ownership

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When you recommend our ISA and Investment Account to your clients, you have the reassurance of knowing that it's administered by one of the largest platforms in the UK. As a pioneer in this field, we have 18 years' experience in providing the products, infrastructure and support your firm needs to work efficiently, save time and reduce costs.

ISAs and Investment Accounts have been at the forefront of our growth since our launch in 2000 and with the introduction of our pension in 2013 we have seen assets grow significantly. In total, we are entrusted with the administration of over £77.3 billion of assets on behalf of over one million investors.

We are fortunate to be owned and backed by Fidelity International – a private and committed global asset management company which has established investment platform businesses in many markets around the world.

With such experience, scale and support, we committed to a multi-year investment programme. This has enhanced our FundsNetwork proposition, services and usability here in the UK even further. We are also passionate about delivering a best-of-breed experience to all our clients. To achieve these aims, we will continue to dedicate ourselves to developing new services that will help advisory firms achieve their business goals now and in the years ahead.

## About our ISA

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Your clients can invest in two types of tax-efficient ISAs with FundsNetwork:

- ISA
- Junior ISA

Our ISA is available for UK residents aged 18 or over. Clients can, with a few exceptions, invest in all the investments offered through the platform (please see page 7 for more details on investment choice). Clients can also hold cash within their ISA (please see below).

The Junior ISA is also available for clients aged 18 or over. It allows them to invest on behalf of a child or grandchild under the age of 18. Friends and the wider family can also make contributions.

Both ISAs are managed and administered by Financial Administration Services Limited, a Fidelity International group company.

### ISA Cash

FundsNetwork customers have the option to hold cash within an ISA.

The ISA cash options are likely to appeal to clients who:

- Want to make full use of their Stocks & Shares ISA allowance without immediately committing their money to equity or bond markets
- Want to shift some of their ISA investments into cash during times of market uncertainty.

Clients can invest in funds at the same time as investing in cash.

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<sup>1</sup> As at December 2018, Fidelity's UK platform includes all Fidelity's retail fund assets, retail assets held on Fidelity FundsNetwork and retail and institutional assets held on the Fidelity DC Investment Platform.

## **Making contributions**

The minimum lump sum investment into an ISA for most funds is £1,000 with top-ups available from £250. For regular savings plans, there is a minimum investment of £50 per application. Once a regular savings plan has been set up, a client can increase, reduce (subject to minimum levels), suspend or stop their regular investments at any time.

The maximum amount a client can invest in the 2019/20 tax year is as follows:

- £20,000 in a Stocks & Shares ISA
- £4,368 in a Junior ISA.

## **Quote and Transact service**

This easy-to-use service allows you to purchase ISAs on behalf of your clients with straight-through processing. All your clients' records are stored to enable you to view holdings and transactions. You are able to track the status of any deals you have placed with us online.

## **Bed and ISA applications**

We also offer the option for clients to fund their ISA by selling existing holdings held within an Investment Account and investing in their ISA. You can complete a Bed and ISA application on behalf of a client online.

## **ISA consolidation**

Our ISA consolidation service allows your clients to re-register or transfer their funds from other platforms and fund providers to us. This enables you to manage your clients' portfolios all in one place, while leaving us to look after the administration.

## **Our service commitment**

We know that communication is important. When you submit business, this is what you can expect from us.

**Calling you to resolve issues** - If there's a query or we receive a rejection message from the other provider, we will attempt to contact you by phone. We will not contact your client by phone. If we cannot get through to you, we'll send you a letter which will be sent to your online vault for electronic documents.

**Chasing up on your behalf** - we have a dedicated team to proactively chase up providers and manage your customers' applications. We follow up every case from the 7th business day and follow them through to completion. We'll only contact you during the process if we're unable to resolve any issues.

**Letting you know when it's completed** - an application containing multiple funds can complete at different times, depending on the automation status of the provider and underlying fund group. Therefore we'll send confirmation of transactions for each fund that is settled, with a final completion letter when all assets are received. These will be sent to your online vault for electronic documents.

## Re-registration

Clients can move their ISAs to us through re-registration (in-specie transfer). In most cases the move is made without the need to sell the underlying investments – we simply take over the administration. For certain funds, where we do not offer the same share class, we will switch the holdings into a different share class of the same fund (the client may be out of the market for up to 24 hours). For investments that cannot be reregistered, we will ask the current ISA manager to sell them and pass the proceeds to us to hold as cash within the client's ISA account.

## ISA transfers

If a client prefers to select new funds to replace those they currently hold, they can transfer their ISA funds into any of more than 3,200 clean share class funds from over 140 providers. If they choose to transfer, they will be out of the market for a short time while the transaction goes through and the value of their holdings may be affected by any market movements.

## Re-registration/transfer applications

You can complete ISA re-registrations and transfers online. The consolidation process will begin as soon as you submit the instruction online. You do not have to contact your clients' current fund providers or platforms – we look after the whole process for you.

## ISA inheritance

Your clients are able to pass on the accumulated value of their ISAs to their spouses and civil partners in the event of their death. This is through the extra ISA allowance known as the 'Additional Permitted Subscription'.

The surviving spouse/civil partner has three options available:

- Investing the inherited money in their additional ISA
- Moving investments from their own Investment Account into an ISA. This can be done once they have:
  - confirmation of how much their partner's ISA is worth at the time of death
  - applied for the allowance
- Investing in an ISA using money from their own bank account (once the additional allowance available has been confirmed and has been applied for).

# About our Investment Account

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This account is the home for all your clients' non-tax wrapped investments. It's designed for those investors who wish to invest outside an ISA or pension and require complete flexibility from their investments. With a few exceptions, the Investment Account gives access to our full range of funds and other investments. It is available to UK residents age 18 or over.

## Making contributions

Investments can be made either as a lump sum or through a regular savings plan. The minimum lump sum investment is typically £1,000 per fund (for most of Fidelity's offshore funds the minimum is £1,500). Clients can also save regularly from just £50 per application.

There is no upper limit on investment into an Investment Account – a client can contribute as much as they like.

## Quote and Transact service

This convenient service is also available for our Investment Account. It allows you to make purchases on behalf of your clients with straight-through processing. All your clients' records are stored to enable you to view holdings and transactions. You are able to track the status of any deals placed online.

## Re-registration

Clients can move their non-tax wrapped investments to us through re-registration (in-specie transfer). In most cases the move is made without the need to sell the underlying investments – we simply take over the administration. For certain funds, where we do not offer the same share class, we will switch the holdings into a different share class of the same fund (the client may be out of the market for up to 24 hours). Any investments that cannot be reregistered will remain with the current provider. If you wish to transfer these holdings, then the client must sell them and then invest the proceeds in their FundsNetwork account by way of a top up.

## Corporate investments and accounts for other organisations

We fully support UK companies and businesses who wish to make investments in OEICs and unit trusts. We also welcome investments for charities, churches, trustees and other organisations (including Jersey and Guernsey-based organisations).

A specialist FundsNetwork team can provide assistance with any questions you may have relating to this type of business. They can be reached on **0800 902 902**.

# Our ISA and Investment Account: features and options

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## Investment range

Our range provides you with extensive choice whether a client is seeking growth, income or a balance between the two:

- You can select from over 3,200 different funds from more than 140 providers covering all the major asset classes
- Our range includes a wide selection of low-cost passive and multi-asset investments
- You can also choose from the UK's most popular investment trusts and ETFs
- Cash options are also available in our ISA and Investment Accounts
- We are broadening our range to offer equities from the FTSE100, FTSE250, FTSE All-Share and FTSE AIM 100 with some shares from the ISEQ20

These options are designed for all adviser investment models whether you construct bespoke portfolios, use model portfolios, utilise a Discretionary Fund Manager or use a centralised investment proposition.

You and your clients can change investments at any time (we make no charge for fund switches<sup>2</sup>).

## Phasing option

Our phasing option lets clients make a one-off lump sum payment which is then gradually invested in equal monthly installments into their fund choices. You can specify how many months the investment is to be phased over – between 2 and 99. The client's money will be reserved in Product Cash before phasing into their selected investments. The client is free to invest the remaining cash balance into their chosen investments at any time during the phasing period should they wish to do so.

This function is available to Investment Accounts moved to our new administration platform

## Income options

Clients can take an income from their investments in the following ways\*:

- Through interest and dividend income payments (natural income) from their investment holdings (income share classes should be selected rather than accumulation share classes)
- Taking regular withdrawals (you can find out more about our Regular Withdrawal Plan below)
- Selling all or part of their investment.

\* Please note an income cannot be taken from a Junior ISA until the child it has been opened for reaches the age of 18. All income must be reinvested on their behalf or remain in Product Cash within the Junior ISA.

### Regular Withdrawal Plan

For clients who require a regular income, we offer a Regular Withdrawal Plan facility. They can choose to draw a set amount of money from their investments either monthly, quarterly, half-yearly or annually. They also have a choice of four payment dates per month into their bank account. Where there is insufficient cash within the client's account, we will sell investments on their behalf and pay the proceeds within seven business days of the withdrawal date. Setup, amendment and cancellation of regular withdrawals can all be processed online.

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<sup>2</sup>There may be an additional bid-offer spread for dual priced funds and fund managers may levy buy and sell charges. Dealing charges apply to Exchange Traded Investments.



## Selling an investment

Your clients can sell an investment at any time\* (you can also place instructions on their behalf). Funds are normally priced daily. Any deal will normally go through at the price that applies at the next daily pricing point after the instruction has been received.

Sell instructions for Exchange Traded Investments are placed through our dealing partner Platform Securities Ltd and are aggregated and placed at set times of the day.

\* A Junior ISA cannot be sold until the child it has been opened for reaches the age of 18.

## Bulk switching

Our bulk switching service for ISAs and Investment Accounts is designed to support your business and make it easier to manage your clients on FundsNetwork. The service automatically identifies clients (by product and fund) and allows you to switch these clients from a single fund to a maximum of three other funds.

Our bulk switching service supports the process of running a panel of funds and allows you to quickly react to events such as corporate actions, changes in fund management and fund objectives. It also reduces the overheads of administration and tracking and supports your compliance and audit procedures.

## Charging structure

Our low-cost charging structure is designed to be as simple and transparent as possible:

- No initial charges on any funds and no switching charges when clients make changes to their investments<sup>3</sup>
- A service fee of just 0.25% (charged monthly in arrears)
- An investor fee of £45 a year, with £22.50 collected every six months<sup>4</sup> (this is charged for both single and joint accounts)
- No charges for transferring out.

All charges are taken from cash in the first instance, either Product Cash within an account or the Cash Management Account. If there is insufficient money within the account, we will sell units from either a nominated fund or from the largest fund holding by value – firstly from within the client's Investment Account and then from their ISA. Below is a table explaining how charges are taken:

Fee type	Default for deduction	Other options
<b>Service Fee</b>	<ul style="list-style-type: none"><li>• Product Cash in the account generating the fee first</li><li>• Any shortfall is taken from the largest fund, next largest fund etc. then largest exchange traded investment and so on</li></ul>	<ul style="list-style-type: none"><li>• Any shortfall after using Product Cash can come from a nominated asset</li></ul>
<b>Sole Investor Fee</b>	<ul style="list-style-type: none"><li>• CMA first</li><li>• Any shortfall is taken from the largest fund, next largest fund etc. then largest exchange traded investment and so on</li></ul>	<ul style="list-style-type: none"><li>• Any specified sole account the client holds</li><li>• Any shortfall after using Product Cash can come from a nominated asset</li></ul>
<b>Joint Investor Fee</b>	<ul style="list-style-type: none"><li>• Product Cash in the largest joint Investment Account first, then the largest fund, next largest fund etc. then largest exchange traded investment and so on</li></ul>	<ul style="list-style-type: none"><li>• Any specified joint account held by those clients</li><li>• Any shortfall after using Product Cash can come from a nominated asset</li></ul>

<sup>3</sup>There may be an additional bid-offer spread for dual priced funds and fund managers may levy buy and sell charges. Dealing charges apply to Exchange Traded Investments.

<sup>4</sup>The investor fee is not applicable if a client is already paying this on another sole account held on the platform.



## Transaction charges

- Dealing fees for the buying and selling of Exchange Traded Investments are charged by Platform Securities Ltd (PSL). For PSL the charge is a fixed amount per transaction deducted from the amount to be invested or sold.

## Investment services

We offer a broad range of investment services to support whichever investment proposition you run within your business.

### Model Portfolios

Our Model Portfolio Centre allows you to create bespoke portfolios of up to 30 funds, which can be designed to deliver a specific risk profile and income preferences. The portfolios can be set up for your entire firm to use or can be tailored for individual adviser or client requirements.

A rebalancing tool is also available which can be used on all client accounts once they are assigned to a portfolio. This allows you to re-adjust client portfolios online in a timely manner in order to meet changing needs or goals or to react to market volatility. You have the option of rebalancing individual client accounts or bulk rebalancing.

### Discretionary Fund Management service

This service allows you to use model portfolios defined and managed by a Discretionary Fund Manager (DFM). Once you have chosen the DFM you wish to use, we can arrange for them to manage their model portfolios via our website. This allows them to update their portfolios and rebalance your clients' accounts as required. You can use the DFM's model portfolios when your client adopts the DFM service for the first time and in topping up and setting up regular savings plans.

## Adviser Fees service

Our Adviser Fees service has a number of different options to suit your business. You can take:

- Initial fees on single and regular contributions and transfers as a percentage or fixed monetary amount
- Ongoing fees as a percentage or fixed monetary amount
- Specified (one-off) fees as a fixed monetary amount only.

Fees are raised in the following way:

- Initial fees for lump sums – these are added to the initial investment (if £10,000 is being invested and your fee is £300, the total payment to us from the client would be £10,300)
- Initial fees for regular savings – these are taken out of the amount collected from the client (£300 collected with a 1% initial fee, will pay an initial fee of £3 and invest the remaining £297.

Ongoing and specified fees – these are normally deducted from cash, either the Product Cash within an account or the Cash Management Account. If there is a shortfall to meet the amount required, we will sell units/shares from a nominated fund or the largest fund holding first and then the largest Exchange Traded Investment holding (this is to prevent additional dealing charges for the client). We collect your fees on your behalf and make a consolidated payment to your bank account once a month.

# Business management

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## Management information

Our reporting services facility enables you to find data and client information quickly through a simple online process. Each report is designed to help you manage your business more efficiently.

Reports include:

- Holdings – full reporting of all client holdings
- Transactions – details of recent transactions to enable you to check, for example, charges and fees
- Adviser Fee payments – to support the payment and reconciliation of your fees
- Adviser Fee rates – lists all client accounts set up with an ongoing fee, at what rate and where the deductions will come from
- Portfolio valuations and ISA allowances – an overview of your total client holdings and remaining ISA allowances
- ISA contributions – details clients who have not opened an ISA or utilised their full allowance in the current tax year
- Income distributions – details any income distributions on your clients' non-tax wrapped accounts during the period
- ISA income – lists any income distributions within clients' ISA accounts during the chosen period
- Client list – details all current clients and the number of active accounts held
- Fund availability – lists all funds currently available on FundsNetwork
- Agency list – details all branches that are linked to a unique adviser number (UAN)
- Web access – enables you to keep track of users set up under an agency number and ensure that they have the correct permissions
- Regular savings plan – allows you to track how many payments have been made, the current amount and when the next payment is due.

You can specify which reports you receive and their frequency. They are compatible with most database and spreadsheet programs. The reports are held on a secure site to ensure your clients' data remains confidential.

## Back office integration

FundsNetwork can be integrated into a range of software systems. This allows firms to download holdings and valuations – either in bulk or for individual clients – straight into their own office systems. In addition, some software packages allow remuneration information to be imported and payments from FundsNetwork to be automatically reconciled.

For more details on our management information reports, please download our 'Reporting services' user guide from:

[adviserservices.fidelity.co.uk/our-services/reporting-services/](https://adviserservices.fidelity.co.uk/our-services/reporting-services/)

You can find a list of the software systems that can be integrated with the FundsNetwork service at: [adviserservices.fidelity.co.uk/our-services/back-office-integration/](https://adviserservices.fidelity.co.uk/our-services/back-office-integration/)

## Platform integration

Our ISA and Investment Account are fully integrated into our platform. This means you can save both time and money by using all the platform's features and tools when administering your clients' accounts. For example, you can conduct all the following tasks online:

- Produce pre-sale and post-sale illustrations
- Buy and switch investments whenever you wish
- View clients' ISA and Investment Account holdings alongside other investments such as their pensions
- See transaction details for all fund holdings
- Create your own model portfolios through our Model Portfolio Centre
- Rebalance client accounts so that they stay in line with client goals
- Analyse client holdings with Portfolio X-Ray™
- Set up Regular Withdrawal Plans online
- Consolidate investments from other providers and platforms online.

You also have access to comprehensive management information (please see page 10 for more details).

## Support for practitioners

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### Literature and sales materials

A full range of supporting literature is available for the FundsNetwork ISA, Investment Account and our wider platform service. The following items, for example, are available for download from our website:

- Adviser guide to FundsNetwork – how our platform supports you and your business
- Client guide to FundsNetwork – explaining how clients can use the service to reach their investment goals
- Guides to charges and fees – detailing all you and your clients need to know about our adviser fee service and other changes that may apply
- Application forms – where online services are not available
- ISA and Junior ISA guides (for clients) – explaining the benefits of tax-efficient investing and how much clients can put away each year
- FundsNetwork Trusts – a comprehensive range of guides and factsheets on our trust range
- Investment Trust guide (for clients) – an introduction to Investment Trusts and how they work.

We also provide suggested wording for letters to clients in order to support your marketing campaigns. These paragraphs summarise the benefits of saving within an ISA and Investment Account as well as highlighting the many compelling features of our platform. You can find these paragraphs in the appendix of this document.

Many of the opposite items are also available in printed form. To download our support material, simply visit: [adviserservices.fidelity.co.uk/resource-centre/literature-library/](https://adviserservices.fidelity.co.uk/resource-centre/literature-library/)

## Technical support

Our website provides an array of materials to help advisers navigate the more technical aspects of financial planning. For example, our **Technical matters** hub covers the more intricate areas of retirement and tax planning. Materials include insightful videos and factsheets that keep advisers and paraplanners on top of ever-changing regulation. There's also a comprehensive range of videos to support anyone in your firm studying for pension exams or wanting to build their pension knowledge.

### Tax and trust planning

Our range of multi-asset trusts can be used to assist with client tax planning requirements, especially Inheritance Tax mitigation. They can hold a combination of income-producing and non-income-producing assets. To support you in this area, we have a comprehensive range of factsheets and guides on the trusts we offer, including details on their taxation.

We also offer technical advice for our range of retirement and tax planning products through a dedicated telephone team. The FundsNetwork Retirement Solutions team can be reached on **0800 902 902**.

## Events and seminars

Our practitioner support also embraces a nationwide event programme covering issues such as tax and pension planning. We are an endorsed CPD provider and advisers attending our seminars will receive structured CPD accreditation.

## Other support

At FundsNetwork our focus is on providing first-class customer service. We always aim to be within easy reach and we want to make sure you get the support you need quickly and easily.

Our professional, highly-qualified team includes:

- **Regional Sales Managers and Sales Executives** – supporting key relationships with their day-to-day requirements and client servicing needs
- **Paul Kennedy, Head of Tax and Trust Planning** – Paul has over 20 years' experience in the financial services industry. He joined FundsNetwork in 2007 from the Prudential, where he spent three years as Taxation and Trusts Manager. Paul spent three years at Norwich Union International as Head of Technical Support, and prior to this held various positions within a number of advisory firms. Paul holds an Honours degree in Law from the University of East Anglia, Norwich School of Law and is a non-practising qualified barrister
- **Paul Squirrell, National Pensions Sales Manager** – Paul joined FundsNetwork in December 2007 from Scottish Widows where he was a Sales Manager working mainly in the employee benefits sector. Previous to this he worked as an Independent Financial Adviser in the Suffolk area. Paul has over 28 years' experience working in UK Financial Services and is qualified to QCF level 6
- **FundsNetwork's Retirement Solutions team (available on 0800 902 902 between 8.30am and 6pm on any business day)** – a dedicated telephone team providing technical expertise for our comprehensive range of retirement and tax planning products
- **FundsNetwork's AdviserLine (available on 0800 41 41 81 between 8.30am and 6pm on any business day)** – our Customer Account Executives will be pleased to assist you with any queries relating to your client accounts, general web support and any client-related questions where you are unable to find the answer online.

You can find all these materials at: [adviserservices.fidelity.co.uk/resource-centre/technical-matters/](https://adviserservices.fidelity.co.uk/resource-centre/technical-matters/)

Simply visit the following page to view and download all our trust literature: [adviserservices.fidelity.co.uk/resource-centre/literature-library/](https://adviserservices.fidelity.co.uk/resource-centre/literature-library/)

# Appendix

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## **Create a marketing letter to be used with our ISA and Investment Account literature.**

To help you create your own prospecting letters for clients, you can make use of the sample wording below. This can be used in conjunction with our literature. We have highlighted the benefits of investing in an ISA, Junior ISA and Investment Account from a client perspective, but please remember any recommendation to invest remains with you.

Please also note that it is down to each individual adviser firm to ensure that correct disclosure material has been provided to the client and that the final letter adheres to the regulations/guidelines laid down by the Financial Conduct Authority.

### **ISAs and Junior ISAs**

#### **1. Long-term investing can be very rewarding**

History has shown that investing over the long term is, more often than not, a rewarding strategy. Indeed, research has shown that the longer you remain invested, the higher chance there is that you will make money. What's more, your returns can be boosted if you invest in a tax-efficient way. For this reason, we believe it's important that you utilise your valuable annual ISA allowance when you make an investment. ISAs are a very flexible way to invest as, for instance, you can withdraw your money whenever you wish (although they should ideally be held for a period of at least five years or more).

Of course, there always remains the chance you could lose money invested in an ISA no matter how long you invest for. Please remember past performance is not a guide to the future and the value of investments can go down as well as up. You may get back less than you invest.

#### **2. A tax-efficient way to invest for your future**

When you invest in an ISA, you don't have to pay tax on your investment returns. Over the years, your returns could be considerably boosted through these tax savings.

The value of tax savings and eligibility to invest in an ISA depends on personal circumstances and all tax rules may change.

#### **3. A generous allowance from the taxman**

Your annual ISA allowance is very generous. You can invest up to £20,000 in an ISA – in shares, bonds or cash – in the current 2019/20 tax year. That's a total of £40,000 for a couple, all protected from the clutches of the taxman.

The earlier you take advantage of your allowance, the sooner your investments will be shielded from tax. But, if you've not yet invested in an ISA this year, don't worry as it's not too late. What's most important is that you fully utilise your allowance where possible, as once the ISA deadline passes on 5<sup>th</sup> April you lose any unused allowance forever.

#### **4. The option to make your mind up later**

If you don't want to make a decision immediately about where to invest, but equally don't want to lose your ISA allowance for this tax year, some providers offer you another option. Placing your investment in cash allows you to secure your allowance until you are ready to choose your fund(s).

## 5. Invest for your child's future

You may also be aware of Junior ISAs, which allow you to tax-efficiently save on behalf of your children and grandchildren. The key difference is that they are exclusively for under 18's who are resident in the UK (only a parent or guardian can open a Junior ISA). The account is held in the child's name, but they can't access the money until they turn 18. You and other family members and friends can invest up to £4,368 in this tax year for each eligible child. For further information about Junior ISAs, please read the enclosed Junior ISA guide.

## Investment Account

### 6. A flexible way to invest outside of an ISA

While ISAs provide a tax-efficient way to invest, the amount you can contribute each year is restricted to the annual allowance. An Investment Account could therefore be a good option if you want to invest more than the current ISA allowance of £20,000 (although your returns will be subject to tax). An Investment Account offers you complete flexibility. There is no restriction on how much you can invest, you can choose from a vast range of different investments and change your fund choices whenever you wish. You can also make withdrawals at any time.

## FundsNetwork

### 7. FundsNetwork for your ISA and Investment Account

FundsNetwork™ is one of the UK's leading investment platforms. Currently, individuals trust them to look after over £77.3 billion in assets (as at December 2018). They offer over 3,200 investment options from more than 140 leading investment companies. This means you can hold funds from more than one company in the same account – making it easier for us both to monitor your portfolio, switch funds and make additional investments.

## Your recommended funds

< paragraph for use if you are recommending your own selection of funds >

### 8. Choosing your funds

#### A selection of funds for your ISA/Investment Account

Selecting funds that suits your investment needs can sometimes be daunting, especially given the choice available. I have therefore selected the following funds which I feel you may wish to consider for your ISA/Investment Account:

- Fund A
- Fund B
- Fund C
- Fund D

Contained within the enclosed literature is everything you need to know about investing including all the fund profiles, important information you must read before you invest and application forms.

### 9. Further information

I hope you find this information useful. Please take a look at the enclosed literature which explains more about the options available to you. If you have any questions before we meet again, then please contact me.

**Need further  
information on our  
ISA and Investment  
Account?**

Simply visit  
**[fundsnetwork.co.uk](https://fundsnetwork.co.uk)**

**FundsNetwork™**