## Standard Life top up only product range

## Financial adviser name:

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.
‘\% taken' means the percentage of commission your financial adviser, named above, generally takes for these products.
'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 \& Plan Max | 5\% | n/a | n/a |
| Percentage taken | 3 |  |  |
| Executive Pension Plus Max | 1\% x term (max 5\%) | 4 years | n/a |
| Percentage taken | 3 |  |  |
| Corporate Pension Series Max | 5\% | n/a | n/a |
| Percentage taken | 3 |  |  |
| Tower Pension Series Max | 5\% | n/a | n/a |
| Percentage taken | 3 |  |  |

SINGLE CONTRIBUTION PRSA

| PRSA Max | $1 \% \times$ term $(\max 5 \%)$ | 4 years | n/a |
| ---: | :---: | :---: | :---: |
| Percentage taken | $\mathbf{2 . 5}$ |  |  |

## Single contribution products continued

## APPROVED (MINIMUM) RETIREMENT FUNDS

|  | Up front <br> commission | Clawback <br> Period | Trail <br> commission |
| :---: | :---: | :---: | :---: |
| Synergy ARF Max | $3 \%$ | $\mathrm{n} / \mathrm{a}$ | $0.5 \%$ |
| Percentage taken | 3 |  | .5 |


| Synergy Portfolio ARF Max | $3 \%$ | $\mathrm{n} / \mathrm{a}$ | $0.75 \%$ |
| ---: | :---: | :---: | :---: |
| Percentage taken | $\mathbf{3}$ |  | $\mathbf{. 5}$ |

## INVESTMENT BONDS

| Synergy Investment Bond Max | $3 \%$ | $\mathrm{n} / \mathrm{a}$ | $0.5 \%$ |  |
| ---: | :---: | :---: | :---: | :---: |
| Percentage taken | $\mathbf{3}$ |  | $\mathbf{. 5}$ |  |
| Synergy Portfolio Bond Max | $3 \%$ | $\mathrm{n} / \mathrm{a}$ | $0.75 \%$ |  |
| Percentage taken | $\mathbf{3}$ |  | $\mathbf{. 5}$ |  |
| Moneyworks Bond Max | $3.5 \%$ | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ |  |
| Percentage taken | $\mathbf{3}$ |  |  |  |
| Prosperity Bond Max | $3.5 \%$ | $\mathrm{n} / \mathrm{a}$ |  |  |
| Percentage taken | $\mathbf{3}$ |  | $0.5 \%$ |  |

## Regular contribution products

REGULAR CONTRIBUTION PENSION

## Personal Pension Plus \& Plan

|  | Initial commission | Clawback Period | Renewal commission | Trail commission |
| :---: | :---: | :---: | :---: | :---: |
| A Max (pre 1997 PPPlans) | $\begin{aligned} & 3 \% \times \text { term } \\ & \text { (max 60\%) } \end{aligned}$ | n/a | 3\% | n/a |
| Percentage taken |  |  | 3 |  |
| B Max | $\begin{gathered} \text { 2.5\% x term } \\ (\max 50 \%) \end{gathered}$ | n/a | 4\% | n/a |
| Percentage taken |  |  |  |  |
| C Max | $\begin{aligned} & 2 \% \times \text { term } \\ & \text { (max 40\%) } \end{aligned}$ | n/a | 5\% | n/a |
| Percentage taken |  |  |  |  |
| D Max | $\begin{aligned} & 1.5 \% \times \text { term } \\ & (\max 30 \%) \end{aligned}$ | n/a | 6\% | n/a |
| Percentage taken |  |  |  |  |
| E Max | $\begin{aligned} & 1 \% \times \text { term } \\ & (\max 20 \%) \end{aligned}$ | n/a | 7\% | n/a |
| Percentage taken |  |  |  |  |
| F Max | 8\% | n/a | 8\% | n/a |
| Percentage taken |  |  |  |  |

## Executive Pension Plus

| A Max (level) | $5 \%$ | n/a | $5 \%$ | n/a |
| ---: | :---: | :---: | :---: | :---: |
| Percentage taken |  |  |  |  |
| B Max (initial \& level) | $1.25 \% \times$ term <br> (max 25\%) | 4 years | $3 \%$ | n/a |
| Percentage taken |  |  |  |  |
| C Max (level) | $8 \%$ | n/a | $8 \%$ | n/a |
| Percentage taken |  |  |  |  |

## Regular contribution products continued

## REGULAR CONTRIBUTION PENSION

## Corporate Pension Series

|  | Initial <br> commission | Clawback <br> Period | Renewal <br> commission | Trail <br> commission |
| ---: | :---: | :---: | :---: | :---: |
| B Max | $2.5 \% \times$ term <br> $(\max 50 \%)$ | $\mathrm{n} / \mathrm{a}$ | $4 \%$ | $\mathrm{n} / \mathrm{a}$ |
| Percentage taken |  |  |  |  |


| C Max | $2 \% \times$ term <br> $(\max 40 \%)$ | n/a | $5 \%$ | n/a |
| ---: | ---: | :--- | :--- | :--- | :--- |
| Percentage taken |  |  |  |  |


| D Max | $1.5 \% \times$ term <br> $(\operatorname{max~30\% )}$ | $\mathrm{n} / \mathrm{a}$ | $6 \%$ | n/a |
| ---: | :---: | :---: | :---: | :---: |
| Percentage taken |  |  |  |  |


| E Max | $1 \% \times$ term <br> $(\max 20 \%)$ | n/a | 7\% | n/a |
| ---: | ---: | ---: | ---: | ---: |
| Percentage taken |  |  |  |  |


| F Max | $8 \%$ | n/a | $8 \%$ | n/a |
| ---: | :---: | :---: | :---: | :---: |
| Percentage taken |  |  |  |  |

## Tower Pension Series

Members joining on or after
1 September 2019
(regardless of plan start date) Max
Percentage taken

Members who joined before
1 September 2019
on 1997+ plans
Max
Percentage taken

Members who joined before
1 September 2019
on 1994-1996 plans
Max
Percentage taken

Members who joined before
1 September 2019
on pre 1994 plans

| Max | $\begin{gathered} \text { 2.5\% x term } \\ (\max 50 \%) \end{gathered}$ | $\mathrm{n} / \mathrm{a}$ | 4\% | $\mathrm{n} / \mathrm{a}$ |
| :---: | :---: | :---: | :---: | :---: |
| Percentage taken |  |  |  |  |
|  | $\begin{aligned} & 3 \% \times \text { term } \\ & (\max 60 \%) \end{aligned}$ | $\mathrm{n} / \mathrm{a}$ | 3\% | $\mathrm{n} / \mathrm{a}$ |
| Max |  |  |  |  |
| Percentage taken |  |  |  |  |
|  | $\begin{gathered} 2.5 \% \times \text { term } \\ \text { (max 60\%) } \end{gathered}$ | $\mathrm{n} / \mathrm{a}$ | 2.5\% | n/a |
| Max |  |  |  |  |
| Percentage taken |  |  |  |  |

## Regular contribution products continued

REGULAR CONTRIBUTION PRSA


## Regular contribution products continued

SAVINGS PLAN

|  |  | Initial commission | Clawback Period | Renewal commission | Trail commission |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Moneyworks Plan | Max | $\begin{gathered} 2.5 \% \times \text { term } \\ (\max 50 \%) \end{gathered}$ | n/a | 4\% | n/a |
|  | Percentage taken |  |  |  |  |
| Capital Savings Plan Mortgage Plan Flexible Life Plan (post 1997 plans) | Max | $\begin{gathered} 2.5 \% \times \text { term } \\ (\max 50 \%) \end{gathered}$ | n/a | 4\% | n/a |
|  | Percentage taken |  |  |  |  |

Capital Savings Plan
Mortgage Plan
Flexible Life Plan
(pre 1997 plans)

Universal Life Plan
(pre 1994 plans)

Universal Life Plan (1994 plans)

## Universal Life Plan

(1994 protection plans)

Max
Percentage taken

| $3 \% \times$ term |  |  |  |
| :--- | :--- | :--- | :--- |
| $(\max 60 \%)$ | $\mathrm{n} / \mathrm{a}$ | $3 \%$ | $\mathrm{n} / \mathrm{a}$ |

Max
Percentage taken
Max

Percentage taken

Max
Percentage taken

| $(4 \% \times 10)+$ | n/a | $2.5 \%$ |  | n/a |
| :--- | :--- | :--- | :--- | :--- |
| $2.5 \% \times($ term - |  |  |  |  |
| 10$)(\max 90 \%)$ |  |  |  |  |
|  |  |  |  |  |


| $\begin{aligned} & 3 \% \times \text { term } \\ & \text { (max 60\%) } \end{aligned}$ | n/a | 4\% | n/a |
| :---: | :---: | :---: | :---: |


| $3 \% \times$ term | n/a | $3 \%$ |
| :--- | :--- | :--- |
| $(\max 90 \%)$ |  |  | (max 90\%) $\square$

