

PARTNER INFORMATION PACK

**Do your clients need advice
on whether to retain or
transfer their pensions?**

With deep expertise and full permissions to advise on all types of pensions – including final salary and safeguarded arrangements – PX Pension Exchange is here to help you and your clients.

PX PENSION
EXCHANGE®

About PX Pension Exchange

PX Pension Exchange was founded in 2002 via Xpat Ltd (under the brand, Prism Xpat) by a team of experienced Actuaries and Financial Advisers. We provide highly specialised pension transfer advice to UK locals, expats and emigrants.

Operating predominantly via a partnership model, we collaborate with advisers like you – to provide end-clients with the best possible advice and retirement outcomes.



An expert in pension transfers for almost 20 years

PX Pension Exchange has been advising on pension transfers for almost 20 years.

Our team is fully qualified – and has full permissions – to provide advice on all pension types (including defined benefit and safeguarded transfers and opt outs).

We regularly partner with financial advisers to help them provide a seamless, compliant pension transfer service to their clients.

In these cases, our goal is to protect your relationship with your clients – keeping you actively involved throughout the process.



A transparent and ethical approach

PX Pension Exchange operates under the Pension Transfer Gold Standard.

A voluntary code of good practice for safeguarded and defined benefit pension transfer advice, this accreditation assures you and your client that:

- All advice we provide supports your clients' overall wellbeing in the context of their stated objectives
- All processes, charges and outcomes relating to our advice are clear and transparent
- Our technical skills are current and appropriate for the advice we provide



A highly specialist team – led by an international pensions Actuary

Our team includes AF3/G60 qualified pension transfer specialists – and is led by our inhouse Actuary.

This means that, unlike many others, we have an additional level of expertise to determine whether a pension transfer should be undertaken.

We also perform in-depth, complex calculations to help identify whether a client's pension assets are valued fairly. In some cases, this leads to an increased transfer value over time.

Why partner with PX Pension Exchange?

Ensure client retention

Until now, you may have been unable to advise or fully service your clients who are looking to transfer their final salary pensions and safeguarded arrangements.

This is likely due to a lack of inhouse expertise in this area – or an absence of the relevant pension transfer permissions.

But by partnering with PX Pension Exchange, you can give your clients access to the advice they need, ensuring their long-term loyalty to you.

A reliable and consistent service

PX Pension Exchange has a full inhouse team of pension transfer specialists and administrators.

This means we can provide a consistent, reliable service for you and your clients.

Your clients are assured the correct advice

With our partnership, you can be sure that your clients receive the most accurate and up-to-date pension transfer advice.

You can also help ensure they understand the importance of retaining a final salary scheme for their retirement.

And if a transfer is recommended, we have the expertise to implement this on the client's behalf.

No commissions or upfront fees

PX Pension Exchange does not accept product-based commissions – always focussing on the clients' best interests.

If a transfer is recommended, your client is not required to pay our fee from their own bank account. Instead, it can come out of the transferred funds on a pre-tax basis when these reach the new scheme.

Grow your funds under advice

If a transfer is in your client's best interest, it will be implemented and invested in line with their risk profile. We can then work with you to transfer the agency back to your firm.

For your client, this means a seamless service.

And for you, it means more funds under management – and greater stability as your client's long-term financial adviser.

Post-transfer advice (if required)

We are here for you and your client should you require ad hoc technical support in the future – or any specialist advice on issues such as pension withdrawals.

How it works

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1

INITIAL ADVICE & SIGN-OFF

Before your client commits to full pension transfer advice, we can provide low-cost abridged advice to determine if it's better for them to remain in their existing scheme.

Whether a defined benefit, safeguarded scheme or other pension type, we'll consider your client's priorities and objectives and determine whether a transfer is in their best interests.

If a transfer makes sense, we will prepare comprehensive signed-off advice outlining our recommendation. From there, we provide a certificate to confirm that the advice has been provided – enabling the transfer to proceed.

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2

TRANSFER

Where a transfer is recommended, we will establish a new pension arrangement and coordinate the transfer and investment of funds – meticulously and efficiently.

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3

SET-UP & TRANSFER ACCEPTANCE

Once the transfer is completed, we will work with you to transfer the agency back to your firm for ongoing servicing.

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REFERRING
PARTNER

4

ONGOING SERVICING

Your firm will continue as your client's trusted adviser, ongoing.

(PX Pension Exchange can also provide ad hoc technical support for you and your client if ever required.)

Frequently Asked Questions

Why can't we advise our clients directly on their pension transfer requirements

Specialist pension transfer permissions are required where a transfer from a final salary pension or a scheme with safeguarded benefits is being considered (if its value exceeds £30K).

PX Pension Exchange has these permissions in place – as well as the necessary expertise to advise on all pension types including final salary or safeguarded benefits.

Our team includes AF3/G60 qualified pension transfer specialists, ensuring your clients get access the best advice possible.

Is our client relationship protected?

Yes, your relationship with your client is paramount throughout. In fact, by bringing us into the process, you will be in an even better position to retain their loyalty.

What's more, any funds transferred into a receiving scheme (after the advice has been provided) will be managed by you long-term. We will not attempt to cross-sell to your clients in any way.

Can you advise on all types of pension schemes?

Yes, we have full permission to advise on all types of pensions – including:

- Final salary/defined benefit
- Defined contribution
- Guaranteed annuity rates
- Personal pensions
- SIPP's
- SSAS's

Is there a minimum transfer value?

No. However, we can advise on the viability of the transfer based on your clients' best interests. .

Are you able to help clients going through a divorce?

Yes, we have advised many people facing this scenario and can recommend tax-effective strategies to optimise their financial position.

Are you able to help clients whose pensions exceed the lifetime pension allowance?

Yes, we can recommend and implement various pre-transfer strategies to help minimise lifetime allowance tax obligations.

How long will the advice process take?

The advice process can take several months. The exact timeframe depends on:

- The nature of the client's pension scheme
- How long it takes for the client to provide the documentation which we require to produce the advice
- How long the client's scheme takes to send the documentation we require to produce the advice
- How long it takes the existing scheme to process the transfer

How to contact PX Pension Exchange

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Gold Standard

Pensions Advice
Taskforce

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