



Special offer
Now extended to 30 June 2012

Retirement Account

Reduced Service Charges

We're delighted to announce that, from 1 July to 30 June 2012, all new Retirement Account cases valued between £20k and £500k will benefit from a service charge reduction of up to 25%.

Total value of Retirement Account (£ from – less than)	Original service charge (% per annum)	New service charge (% per annum)
0 – 20k	0.60	0.60
20k – 30k	0.60	0.50
30k – 50k	0.40	0.35
50k – 100k	0.40	0.30
100k – 300k	0.35	0.28
300k – 500k	0.30	0.28
500k – 750k	0.25	0.25
750k – 1m	0.20	0.20
1m – 2m	0.15	0.15
2m+	0.10	0.10

The new service charge rates will apply to all new business cases with illustrations dated between 1 July and 30 June 2012. Existing Retirement Account policyholders will remain on the terms applicable at the start date of their policy.

What do the new rates mean for you and your clients?

With these reduced rates, a 45 year old can invest £50,000 in Retirement Account, with a fully governed lifestyle investment option built in, for an annual charge of only 0.4%*. Not only is this an attractively priced product for your client, it also enables you to offer bespoke advice as your client's needs change.

*This includes a 0.1% Total Annual Fund Charge for Governed Investment Strategy.

Why choose Retirement Account?

Four key areas make Retirement Account a superior proposition for both you and your clients:

Choice – a plan for life

- Investment options include Governed Investment Strategies, Scottish Widows Pension Funds, Fund Supermarket and any Fixed Term Cash Deposit we make available. Self-invested options are also available.
- Both pre and post-retirement in a single policy, allowing movement from one to the other, with adviser remuneration and without any out of market risk.
- Ability to draw an income post-retirement while still adding to the pension fund.

Charges – transparent structure

- Unbundled charges provide greater transparency, helping to keep the product structure clear and simple.
- No VAT on Scottish Widows charges, no set-up fees and usually no cost to switch funds or investment classes.
- Fully disclosed illustrations, showing effects of charges and Reduction in Yield figures for all asset classes.

Commission – flexible, RDR-focused options

- Two initial remuneration options, with or without fund-based commission.
- Fund-based commission payable on all assets at wrapper (or platform) level.
- With your client's written agreement, you can apply ad-hoc fees, enabling additional services and advice.

Service – dedicated team

- Our dedicated team will deal with both your technical and service queries.
- Quotes issued on the day of request, including by email and online.
- Online services for you and your client, including access to real-time valuations and policy details.

Our new rates, along with these great features, will enable you to offer advice on an attractive and competitive product, making it even easier to recommend pension transfers into Retirement Account.

For further information, please speak to your Scottish Widows Account Manager.



For the fifth year running, Retirement Account has achieved a five star product rating from Defaqto.



As part of the Lloyds Banking Group, Scottish Widows is proud to be an Official Provider of the London 2012 Olympic and Paralympic Games. Scottish Widows plc. Registered in Scotland No. 199549. Registered Office in the United Kingdom at 69 Morrison Street, Edinburgh EH3 8YF. Telephone: 0131 655 6000.

Scottish Widows plc is authorised and regulated by the Financial Services Authority. Our FSA Register number is 191517.

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