Family linking – a simple way to lower charges

What is family linking?
Family linking is a feature of the Zurich Intermediary Platform that allows family members to have the values of their Zurich Portfolios added together when calculating Platform charges – resulting in valuable savings for your clients.

Who qualifies for family linking?
To qualify for family linking the combined value of the Portfolios must be at least £200,000 at the time the link is made. Our family linking feature covers three generations – see the diagram opposite.

Please note that all clients must share the same adviser within the same firm for a family link to be made. The £75 per annum charge on retirement accounts is not spread across the group of portfolios.

Trusts and family linking
For trusts, it is the donor/settlor who is treated as the family member for family linking, not the trustee.

Example: Mary sets up a discretionary trust worth £60,000 with her daughter and husband as beneficiaries. For charging efficiency, her adviser links this up with Mary’s personal Zurich Portfolio worth £50,000 and her sister’s Zurich Portfolio worth £100,000.

• For charitable trusts, you can link a maximum of two Portfolios for the same charity.
• Under a pension trust, if it relates to a SSAS, you will need a concession granted to be able to link the portfolio as part of family linking. If it relates to a SIPP, the pension trust can be linked to the family members’ portfolios.

Benefits for your clients and your business
The valuable reduction in Platform charges means family linking can be an excellent way to gain referrals to your clients’ family members. Note that you can add further family members to an existing link, up to a maximum of three generations, so it’s possible to build a chain of referrals over time.

Our Charges Calculator provides a useful way to see how family linking will affect your clients’ charges across a variety of scenarios. A copy of this can be obtained from your Zurich Account Manager.

For more information about family linking and concessions, please speak to your Zurich Account Manager or call us on 08085 546 546.

We may record or monitor calls to improve our service.

Let’s take a look at how it can work
Below are two examples that show how family linking can work.

Case 1

<table>
<thead>
<tr>
<th>CLIENT</th>
<th>SPOUSE</th>
<th>JOINT ACCOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>£75k</td>
<td>£75k</td>
<td>£100k</td>
</tr>
</tbody>
</table>

Assuming that none of the portfolios were previously linked and net growth of 3% each year, by linking the portfolios together their first year saving would be £77.32 and after 20 years would be £2,566.30.*

*Please note that these are examples only and cannot be guaranteed.

The examples have been based on the Zurich Individual Savings Account and the Investment Account products.

Case 2

<table>
<thead>
<tr>
<th>CLIENT</th>
<th>BROTHER</th>
<th>PARTNER</th>
<th>CHILDREN</th>
</tr>
</thead>
<tbody>
<tr>
<td>£50k</td>
<td>£50k</td>
<td>£50k</td>
<td>£50k</td>
</tr>
</tbody>
</table>

Assuming that none of the portfolios were previously linked and net growth of 3% each year, by linking the portfolios together their first year saving would be £51.13 and after 20 years would be £1,811.29.*

*Please note that these are examples only and cannot be guaranteed.