

TOP UP WITH THE POWER OF 3

Since the launch of our Regular Savings Plan, we've been boosting values and offsetting charges for thousands of clients with bonuses at the start, during and end of the payment term. We call this the Power of 3.

What you might not know is that existing clients can also benefit from the Power of 3 when topping up their savings.

Want to know more? Read on.



1 STARTER BONUS

Boosting clients' top ups by up to 600%

Top ups may benefit from a starter bonus if they meet the qualifying criteria as detailed below:

- There must be 10 years or more remaining of the original payment term; and
- The top up must be equal to or greater than the payment amount detailed opposite:

Starter bonus as a percentage of the monthly top up

Remaining payment term (years)	Starter bonus
10 to 14	150%
15 to 19	300%
20 to 24	450%
25+	600%

Minimum payment levels

Per month	Per year
GBP 300	GBP 3,600
EUR 360	EUR 4,320
CHF 390	CHF 4,680
USD 420	USD 5,040
AUD 540	AUD 6,480
HKD 3,000	HKD 36,000
JPY 46,500	JPY 558,000

2 EXTRA ALLOCATION

Bonus units with every regular payment

Topping up could result in additional bonus units with each payment made over the remaining term.

As standard, 100% of each payment is used to buy units in the funds selected however, this could be increased to 101% or 102%.

This applies to the combined payment and not just the top up amount.

The qualifying allocation levels are detailed in the table opposite.

Regular payment allocation rates

Ccy	100%	101%	102%
GBP	200	550	950+
EUR	240	660	1,140+
CHF	260	715	1,235+
USD	280	770	1,330+
AUD	360	990	1,710+
HKD	2,000	5,500	9,500+
JPY	31,000	85,250	147,250+

3 LOYALTY BONUS

Boosting values at the end of the payment term

Clients topping up with 10 years or more left of the original payment term will also get a loyalty bonus added to their plan at the end of the term. The bonus will be equal to 0.25% of the value of the top up payments for each year they are paid in full.

Any year where payments are suspended will not count towards the bonus.

Loyalty bonus details

Remaining payment term (years)	Bonus %
5 to 9 years	0.00
10	2.50
15	3.75
20	5.00
25	6.25

ADDITIONAL INFORMATION

STARTER BONUS

Each starter bonus is allocated as establishment units and subject to standard product charges as detailed in the product literature.

The starter bonus has no value if a plan is cancelled within 5 years of the date when it was applied to the plan.

NO ADDITIONAL SERVICING CHARGE

The servicing charge is deducted at a plan level. Therefore it doesn't matter how many top ups a client makes, only one servicing charge per month will be deducted from their plan.

NO ADDITIONAL CREDIT CARD FEES

If clients pay by credit card, then any top up will also be collected in the same way. Unless your clients pay by Amex which is subject to an additional 1% collection charge, no additional card collection fees will be applied by RL360.

For those clients who pay by Amex, if the top up amount qualifies for extra allocation then this will help offset the Amex charge.

ONLINE FUND SWITCHING

Don't forget that if you are registered for online fund switching you can continue to access over 350 direct funds, with no initial fund charges, no charges for switching funds or redirecting future payments and no custodian's fees.

ESTABLISHMENT PERIOD

Each regular payment top up coverage will be subject to its own establishment period based on the remaining payment term as detailed in the following table:



Remaining payment term	Establishment period (months)
5 to 18	18
19	19
20	20
21	21
22	22
23	23
24+	24

For example, a plan with a 25 year payment term which has been running for 5 years when it's topped up would have 20 years of the original payment term remaining.

The top up would be subject to a 20 month establishment period (not 24 months as per the original payment).

INVESTMENT ADVISER FEE

If your client has appointed you as the Investment adviser and you already take a fee for providing this service, then it's worth noting that you will not have to wait for the top up establishment period to complete for its value to be included when calculating your quarterly fee.

BUSINESS ACCEPTANCE REQUIREMENTS

All top ups will be processed in line with RL360's business acceptance requirements however, to improve efficiency and reduce delays, top up forms and accompanying documentation can be submitted electronically saving you on postage/courier costs. You should also see your clients top ups getting issued quicker.

HAVE A QUESTION?

No problem. If you have any questions with regards to your clients' plan and whether they could qualify for any of the Power of 3 features, then please do not hesitate to contact us or your regional sales manager.

IMPORTANT NOTES

For financial advisers only. Not to be distributed to, nor relied on by, retail clients.