



Looking for an
exit **strategy**?
Our proposition
for **you**.

ADVISER PROPOSITION

RFM
RACHMAS FINANCIAL MANAGEMENT

Adviser proposition

Our proposition is aimed at financial planners who are looking to retire or exit the industry and would like to maintain an ongoing income rather than sell their client bank. Ensuring that clients receive a suitable level of ongoing service is also a priority.

Service proposition

Our service proposition is separated into three broad areas:

Pre - retirement

- ✦ All client information is stored within an online CRM, Intelliflo ('IO').
- ✦ We use Intelliflo's Personal Finance Portal which provides secure client communications and online portfolio visibility.
- ✦ We offer three levels of service
 - **Annual review:** Our basic service provides an annual review to maintain a multi asset fund or an array of single asset funds for the client.
 - **Monthly review:** We build a portfolio of funds to meet the client's objectives. These are reviewed on a monthly basis and recommendations for switches made where appropriate.
 - **Continual review:** We work with a Discretionary Fund Manager to maintain a bespoke portfolio which is monitored and updated on an ongoing basis.

Transition to retirement

- ✦ We use cash flow software, Prestwood Software / Truth, to outline all retirement options for the client and determine which is most suitable based on all hard and soft facts.

Post retirement

- ✦ We continue to use the Truth software as the basis of a review service and structure tax efficient income.
- ✦ We also offer the same three service levels as pre retirement for the investment approach.

Frequently asked questions

Q. What levels of income do you offer?

A. Typically, this will be 50% of your recurrent income levels.

Q. How long will the income be paid?

A. The income will be paid for the rest of your life.

Q. What happens if I die in the early years?

A. The legal agreements that we draw up will specify a minimum earnings period, akin to a guarantee period on a lifetime annuity. There will be a maximum of up to six years but will negotiate this on a case by case basis.

Q. Will I maintain control of the client bank?

A. Your client bank will be transferred to RFM at outset so that we can provide the ongoing service for your clients.

Q. What service will my clients receive?

A. We offer a range of service levels for clients to select from. Our brochure 'About our services' gives more information on this.

Q. Can I take a lump sum rather than an ongoing income?

A. The proposition is an income only arrangement and will offer IFAs a better long-term deal than a purchase in our opinion.

Q. Rather than retiring and selling my client bank, can I refer individual clients to you for a review service?

A. Our proposition is an exit strategy for financial planners; we are not offering a referral service.

Q. What happens if RFM decide to sell up?

A. Any future sale would include a legal guarantee that the ongoing income for retired IFAs will continue to be paid on the same terms as agreed with RFM.

Q. Is there anything else that I should know?

A. We want to ensure that the transition of your client bank is as seamless as possible. We would like to work with you for about a year so that we can present a review with each client together.



About RFM



Rachmas Financial Management ('RFM')

RFM was formed in 2021 by John Cusack and Paul Davies-James.

One of the main drivers of the business is to offer retiring financial planners an alternative exit strategy which we believe will be more beneficial to them and their clients.

Paul Davies-James

CHARTERED FINANCIAL PLANNER

I joined the financial services industry in 1984 when I was employed by Legal & General in Brighton.

After working through Legal & General in Piccadilly, London and Scottish Equitable in the City, I became an Independent Financial Adviser in 1996.

Before John and I formed Rachmas Financial Management, I was with Positive Solutions / Quilter Financial Planning for 16 years during which time, I operated as a Pension Transfer Specialist.

I am a Fellow of the Personal Finance Society.

John Cusack

INDEPENDENT FINANCIAL ADVISER

I joined Merchant Investors as a self-employed adviser in 1991.

I became an Independent Financial Adviser in 1995 and have focused on providing clients with reviews of pensions and investment portfolios.

Next steps

A brochure such as this can only give so much reassurance and cannot take the place of a face to face meeting or video call.

With that as a starting point, if you think that our offering fits with your exit plans, we'd welcome a conversation with you.

As you'd expect, we'll be looking to gain an insight into your business. The following gives an idea of the info that we'll need:

- ✦ When are you looking to retire?
- ✦ Number of clients with service agreements.
- ✦ An overview of your service proposition.
- ✦ Business mix:
 - Mortgage %
 - Protection %
 - Investment %
 - Pension %
 - Other %
- ✦ Funds under management.
- ✦ Platforms used.
- ✦ CRM / back office system used.

Paul Davies-James

DIRECTOR

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