

Your file review.

IN A NUTSHELL.

The following is a summary of our thoughts on your recent file, along with our suggestions and any actions we recommend you make before proceeding.

Prepared for: Alanis Daniel of Summer Financial Planning
Client name: Mr. Liam Andrews
Prepared by: Maddie Delboy

Date: 18/02/2026
Case type: New pension
Pre/Post/Priority: Pre-sale

YOUR OVERALL GRADE.

Process



Unsuitable

Suitability



Advisory

Disclosure



Suitable

Feedback.

The good

- The term assurance recommendations meets the clients needs and objectives and takes account of their specific circumstances of the mortgage they have recently taken out.
- For the replacement policy, the report clearly recommends that the client does not cancel the existing plan until the new plan is in force.

The immediate compliance concerns

- No risk warnings in income protection report.
- The Capacity for Loss section of the report is very brief, only one line - we would expect this to be more detailed and refer to the cashflow modelling to support your assessment.

The not quite perfect

- It would have been best to include the monthly premium within the income protection report instead of the overall premium as this is what the client will actually be paying every month.

Process.

YOUR GRADE.



Unsuitable

- 1 Initial Disclosure
- 3 Vulnerability
- 5 AML
- 7 Research
- 9 Suitability report
- 11 Application
- 13 No gaps in the Fact find
- 15 Wills & POA

- 2 Hard & soft facts
- 4 Objectives
- 6 Fee Agreement
- 8 Illustration
- 10 KIDs & KFDs
- 12 Source of funds
- 14 Cancellation rights

Consumer Duty.

YOUR GRADE.

- Price & Value
- Governance of Products & Services
- Consumer Understanding
- Consumer Support

Suitability.

YOUR GRADE.



- Has the client been recommend a solution that clearly meets their needs and objectives?
- Is the recommendation suitable for the client's risk tolerance , capacity for loss and knowledge & experience ?
- Is the recommended solution suitable for the client's tax position?
- Does the recommended solution match the client's financial circumstances?
- Does the recommended solution fit within the client's timescales and take account of their specific circumstances ?
- Where there is a need for ongoing reviews, have these been explained, offered or put in place?
- Where the new plan is more expensive, is the client incurring additional cost for good reason?
- Have all alternative options been considered and discounted where appropriate?
- Does the suitability report include the key areas, as prescribed by the FCA?

The Capacity for Loss section of the report is very brief, only one line - we would expect this to be more detailed and refer to the cashflow modelling to support your assessment.

No risk warnings in income protection report.

Disclosure.

YOUR GRADE.



Suitable

- **IDD / Client Agreement?**
- **Up to date Fact find?**
- **Fee Agreement completed pre-recommendation?**
- **Illustration – accurate and dated prior to proposal?**
- **Suitability Report?**
- **KID/KIIDs, KFD, Terms & Conditions for the recommendation?**
- **Application form?**
- **Fees and costs disclosed in £ & % and consistent across all documents?**

SAMPLE