



Moving your business towards a fee-based structure

Find out from our Business Development Manager [Fiona Tait](#) how segmenting your service levels can provide the basis for a profitable business model which satisfies your TCF and RDR requirements.

As the Retail Distribution Review (RDR) roll out gains momentum, more advisers and business owners are coming to the view that like it or not, they will have to make some changes to the way in which they do business. Many have already started to charge fees for their advice while others are looking for guidance.

Here is a summary of the key points I have picked up from the advisers who have already managed this transition.

For more information go to
<http://www.scottishlife.co.uk/scotlife/web/site/Adviser/News/February2010/1002rdrFeeStructure.asp>