

Our Services

This document provides details of our financial planning service, the process and associated costs.



Financial Planning Service

The service provides a comprehensive financial planning package. It is suitable for those who require a full review of their financial affairs with in depth analysis, followed by implementing those identified areas and ongoing plan monitoring.

Stage 1 / Introduction

The first stage of the process is focused on finding out relevant information about you, and what are your planning motivations and objectives. The stage is covered at our cost, this includes any initial discussions, including discovery meetings and conversations.

Stage 1 / Plan Formation

- Discussion and communication.
- Establish and prioritise short, medium and the long term financial targets.
- Obtain full details of assets, including investments, pensions and other policies. Examine for full understanding of their structure, tax position and identify whether they are appropriate.
- Obtain full details of your liabilities, including loans and mortgages. Examine to identify whether it is in your best interest for these to be retained, restructured or repaid.
- Obtain full details of income and expenditure.
- Generate a net worth which incorporates assets and liabilities together with analysis of income and expenditure.
- Identify any estate planning issues.
- Identify any tax planning strategies.

Analysis and outcomes

- Identify how much money you need to maintain your current and future lifestyle.
- Analyse the impact of an adverse event such as death or disability and the effect this would have on your cashflow position.
- Highlight areas which require attention.

Business Owners & Entrepreneurs

For clients who operate in businesses, this addition to the planning can advance into areas such as business tax planning strategies, company structure, corporate investment management, employer benefits (life, pensions and insurances) and any other areas which require attention.

Stage 2 / Plan Implementation

At this stage after reviewing the plan, it is time to action any points and put things into motion. This involves financial intermediation (financial advice), where we take plan outcomes to advise, arrange and implement suitable financial strategies.

An investment portfolio would be prepared and constructed ready to be executed into the plan. Examples of action undertaken would be new investment accounts, updating or consolidating investment portfolios, bringing pensions together in a simplified manner, improving debt positions and underpinning financial protection policies.

- Continued discussion and communication.
- Agreement of planning assumptions and timeframes.
- Arrangement or update of protection policies, if applicable (eg. life insurance).
- Arrangement or update of lending facilities, if applicable (eg. mortgages & debt positions).
- Construction of an investment strategy in line with the plan assumptions and risk.
- Opening and consolidate investment accounts.
- Executing pension matters, such as consolidation of existing pension policies and carrying out any resulting administration.

Stage 3 / Plan monitoring

Ongoing monitoring of the plan keeping track of investments, utilising tax allowances, maintaining efficiency of accounts and products with ongoing support.

“As you, your family and business evolve, so should the plan”.

Plan monitoring provides a full level of support with online platform access, telephone and email support, planner consultations, proactive communication.

Costs

Plan formation	from £750.
Plan implementation	1% of investable assets
Plan monitoring	0.69% ongoing fee

Please refer to minimum fee thresholds and examples of cost.

Minimum fee thresholds

Plan formation is subject to minimum fee levels, in the event where intricate circumstances are involved a fee is proposed prior to any engagement. Our plan formation fee is paid 50% at outset and the remaining 50% on completion.

Plan implementation minimum fee levels are as follows £1,250 individual & family, £3,250 for corporate & charity, £4,250 for trust and family investment businesses. Complex implementation scenarios are charged at the rate of 1.5% for investable assets (such as employer pension contributions for business owners).

Plan monitoring is based on the value of investable assets at 0.69% per annum, subject to a minimum of £960 per annum (£80 per month). Payment of ongoing fees is often taken from assets managed (from products / investments), there is the option to pay the fee annually in advance.

Examples of cost

£100,000 investment for an individual & family

For an investment of £100,000 the initial fees would be £2,000 which includes the financial plan (£750) and implementation (£1,250), with ongoing plan monitoring at £960 per annum (£80 per month) based on the minimum fee threshold.

£250,000 investment for an individual & family

For an investment of £250,000 the initial fees would be £3,250 which includes the financial plan (£750) and implementation (£2,500), with ongoing plan monitoring at £1,725 per annum (£143.75 per month).

£500,000 investment for charity

For an investment of £500,000 the initial fees would be £5,750 which includes the financial plan (£750) and implementation (£5,000), with ongoing plan monitoring at £3,450 per annum (£287.50 per month).

£1,000,000 investment for trust / family investment company

For an investment of £1,000,000 the initial fees would be £10,750 which includes the financial plan (£750) and implementation (£10,000), with ongoing plan monitoring at £6,900 per annum (£575 per month).

Company director making employer pension contributions

A company director making an employers pension contribution of £160,000, the initial fees would be £3,150 which includes the financial plan (£750) and implementation (£2,400) with ongoing plan monitoring at £1,104 per annum (£92 per month).