



FINANCIAL PLANNING SERVICE

Helping you achieve
your financial goals

About Tilney

Tilney is an award-winning financial planning and investment company that builds on a heritage of more than 180 years.

Our clients include private individuals, families, charities and professionals, and we look after more than £24 billion on their behalf.

We employ more than 1,000 staff and through our extensive network of offices are proud that we can provide expert advice in person wherever a client lives in the UK.

All of our services are underpinned by a disciplined, rigorous investment process and we have amongst the most experienced and qualified professionals.

The foundation for Tilney's success is our focus on providing a high-quality, personal service to each of our clients, and we are proud of the recommendations of Tilney's service that many of our clients make to others.

At Tilney, your personal wealth is our personal responsibility.

Important information

The value of investments, and the income derived from them, can go down as well as up and you can get back less than you originally invested. This is not advice to invest, or to use any of our services. Prevailing tax rates and reliefs are dependent on your individual circumstances and are subject to change. We do not give tax advice.



Welcome

At Tilney our financial planners spend their days helping people to achieve their goals.

No two clients are the same – our service is personal to you. You may need advice on a one-off basis for a specific goal such as planning for retirement or managing Inheritance Tax. For more complex needs we can create a full financial plan that covers all areas of your finances.

If you need help with your investments, we have a range of services available. Our investment professionals can work together with our financial planners to make sure your money is always working as hard as possible towards your goals. We call this our two-expert approach.

Whatever you want to achieve with your personal wealth, our experts are here to help. Read on to find out what we could do for you.



How does the service work?

There is no 'one size fits all' solution for financial planning – our service is personal to you and your needs. Some people need one-off advice in a specific area such as passing on an inheritance, while others would like a comprehensive plan for their overall finances complete with ongoing management of their investments.

An initial plan

After your initial consultation, our work together will begin with your financial planner taking the time to get to know you. They will gain a thorough understanding of your complete financial and family circumstances, your main priorities and your plans for the future. They can then create a financial plan that is designed to help you achieve your goals.

A specific area or your whole finances

The advice we give you could focus on a specific area, such as planning for retirement or passing on your money without paying more tax than is necessary. On the other hand, you may require a comprehensive plan to meet all of your goals and requirements. This will involve your financial planner looking at every aspect of your finances to understand how advice in one area may affect or depend on others.

Whatever shape your financial plan takes, all of the advice we give will be tailored to your individual financial circumstances and tax situation. Your plan can also take into account your investments, whether you invest with Tilney or other providers.

An ongoing relationship

While some will only require a one-off recommendation, for many people the financial plan is the beginning of an ongoing relationship.

Your financial planner can work with you over time to ensure that your financial plan adapts to any changes in your health, wealth, tax situation and other personal and family circumstances.

Your plan will also be reviewed in light of changes to legislation and tax rules, the wider economic situation, interest rates and many other factors. All of this will ensure that your plan continues to reflect your individual needs and circumstances, and keeps you on track to achieve your goals.

You will be offered a formal review with your financial planner at least once a year, but you will be able to contact them at any time – whether there is a change in your life or you just have questions about your plan.

Our fees

Your initial consultation with a financial planner will be at our cost, and we will agree all fees with you in writing before starting any work together. Fees are usually based on the complexity of the advice that you require and whether we are advising you in a specific area or on your overall finances. Our fees may also be based on a percentage of the value of assets on which you need advice.

Retirement planning

What does retirement mean for you? Some people want to travel the world or take up a new hobby. Others see it as a perfect opportunity to volunteer with a local charity or start their own business. Whatever you are planning for the future, we can give you the peace of mind that your money is working as hard as it can towards the retirement you want and deserve.

Find out if you are on track

Our financial planners will discuss your retirement goals with you and calculate how much money you will need to achieve them. We can then forecast your future pension contributions and investment growth to see if you are on track – or how much more you need to save if you aren't.

Paying into your pension

Pension rules can be notoriously complex. Our experts have the technical knowledge to help you make the most of the available pension allowances and tax benefits. From using previous years' allowances with pension carry forward to protecting your money from the lifetime allowance tax charge, we can make sure your pension is working hard for you until you start taking an income from it.

Taking an income in retirement

You have total freedom to take money from your pension after the age of 55, but what is the best option for you personally? Our financial planners

will help you to find the most tax-efficient way to take an income from a combination of your pensions, ISAs, other investments and cash savings. They can show you how much income you can afford to take each year and how long your money should last.

Using your ISA allowances

ISAs can play an important part in the retirement finances of many of our clients. Whether you need help investing your ISA when saving for retirement or taking tax-free income after you've retired, your financial planner can help you make the most of this valuable allowance.

We can review your progress

These days retirement isn't always about simply relaxing after many decades of hard work. Plans change, new opportunities arise and what you are doing at 60 could be completely different to 70. Throughout your retirement we can meet with you as often as you like to make sure your finances continue to meet your needs.

Important information

The decision to access your pension is an important one and will affect your income and possibly your standard of living for years to come. Therefore we recommend that before any decision is made you receive regulated financial advice or get free guidance from PensionWise.gov.uk.

Estate planning and Inheritance Tax

Estate planning isn't just about passing on money when you die – it's also about enjoying life now and ensuring you have enough to live on. This is why it's so important to start planning early. We can show you how much money you will need, help you to pass on assets in the most effective way, and work with you to reduce or manage an Inheritance Tax bill.

Will you leave an Inheritance Tax bill?

Our financial planners can work with you to understand how much Inheritance Tax your beneficiaries may have to pay. They will review the structure of your estate and could recommend changes, for example moving ownership of investments to your spouse. They may also consider the effects of possible future costs, such as long-term care fees.

After this you can work together on a strategy for passing on your money and other assets. Your financial planner will be able to calculate how much you could potentially give away without affecting your normal lifestyle or future plans, and show you the best way to make your gifts.

Passing on your assets effectively

Many people want to keep an element of control when passing on their assets. They may want their money to be used for a particular reason, such as paying for school fees or for a first house deposit. Or with families growing and relationships changing, they may just want to make sure their money stays within their family. We can give you advice to ensure your money ends up with the people you want, for the reasons you choose.

Using your pension

Pensions can play a big role when it comes to estate planning, as they aren't included when your Inheritance Tax bill is calculated. If you can afford to leave your pension untouched while using other assets to fund your retirement, you could pass your pension on tax-free while gradually reducing the size of your taxable estate. We can show you if this would be possible and help you to get started.

Reviewing your Will

Only a Will can ensure your plans come to fruition after you're gone. The wording on your Will can also affect whether or not your estate will be eligible for the residence nil rate band. We can help you to identify areas for improvement and put you in touch with a specialist solicitor to help you make any changes.

To find out more about estate planning and Inheritance Tax, download our guide at [tilney.co.uk/iht-guide](https://www.tilney.co.uk/iht-guide) or contact our experts on **020 3131 5203** or contact@tilney.co.uk

Financial gifts, philanthropy and charity

It is not uncommon to want to give money to others – either now or after you have passed away. You may want to make financial gifts within your family, or donate to a cause that is close to your heart. You have worked hard for your money so when it comes to giving it away, it is natural to want control over how it is given and who it goes to.

Making financial gifts

Many people speak to us about making financial gifts to friends and relatives. Often it isn't as easy as simply writing a cheque – the rules can be complicated, and you don't want to risk creating an unexpected tax bill for yourself or the recipient. You may also want to decide when the money can be taken or how it is spent. We can explain the available options and help you make the right choice.

Philanthropy and charitable giving

There are many different ways to get the most from charitable donations. One simple way is to use Gift Aid to boost regular donations while cutting your tax bill. Another is to set up a charitable trust for larger or more long-term giving. Our financial planners can recommend the most effective way for you to donate.

How much money can you afford to give away?

Many people want to help others and know their kindness is making a difference, but this can cause problems if you give away more than you can afford to. Our experts can show you how much money you could have in future – and how much you could give away without affecting your lifestyle.

Life-changing events

Everybody experiences life-changing events at some point, whether directly or through a loved one. These often require difficult financial decisions with long-lasting consequences to be made quickly and in the heat of the moment. We can show you the implications of these decisions before you take them and help you to find the right solution for you and your family.

Death and bereavement

When a loved one dies you are faced with numerous decisions and paperwork. These can be complicated, unfamiliar and require a clear head – which is often missing when you are grieving.

We understand that a sense of loss makes it difficult to see how the future will look. Decisions at this time need to be taken gently and thoughtfully. You may also need help understanding the long-term implications. We work with you to help you through this process, taking it one step at a time.

Divorce

Marriage or cohabitation can see the intertwining of two individuals' finances over the long term. Unpicking these into two separate financial identities can be complicated and emotional. We can work with both partners (if you wish), solicitors and mediators to untangle your joint finances in a way that works for everybody.

Dementia, disabilities and illness

After the diagnosis of any life-shortening illness, disability or mental illness, such as dementia, thoughts turn to how you and your relatives will be affected. Some people worry about how to fund the care needed, while others want to know the best way to pass on assets.

This is an area where taking action quickly could be essential. We can help the whole family to understand the potential implications of any decisions they make, and the legal paperwork involved. We will also help you to find ways of communicating these decisions. This can preserve the voice and identity of whoever is suffering from the illness even after they may have lost their fight against it.

Long-term care

At some point you may realise that either you or a relative will need more care than friends and family can provide. This could be care at home or the move into a care home. We can help you find the best way to save, plan and prepare for long-term care while making sure there are no unpleasant surprises further down the line. Many of our advisers are Solla accredited – meaning they specialise in care fees financial planning and follow a strict code of conduct from the Society of Later Life Advisers.

Your investments

Investments play a major part in the financial plans of many of our clients. We have several investment services each underpinned by a disciplined, rigorous investment process and delivered by some of the UK's most experienced and highly qualified investment professionals. This means we are in an excellent position to ensure your investments always reflect your plans.

A range of investment services

You may want our investment managers to make all the day-to-day decisions for you. They decide which investments to buy (or sell), how much to invest and when to do so. They review your portfolio and make any changes to ensure it remains suitable to your personal objectives. This gives you more time to do what you enjoy in life, with the peace of mind that your investments always reflect our latest views and best ideas.

If you'd prefer to make your own decisions, our investment advisers can give you expert advice. They will recommend a bespoke portfolio of investments suited to your individual circumstances and attitude to risk. They can then advise you on all your investment decisions to ensure your portfolio remains suitable.

Two experts working together for you

Our financial planners often work hand-in-hand with our investment professionals to help you achieve your goals. We call this our two-expert approach.

Our financial planners create the strategy and structure your assets, while our investment professionals make sure your investments always reflect your plans. This could be by managing your portfolio for you or advising you on all your investment decisions.

We believe that with two specialists working together you get a much better outcome. Investing and financial planning are separate disciplines with different skillsets and qualifications – those trying to do the two jobs simultaneously can end up compromising in both.

Manage your own investments

We have an execution-only investment service for those who prefer to manage their own investments. This award-winning service is available through Bestinvest, a part of the wider Tilney Group. Visit bestinvest.co.uk/ois to find out more.

Please remember that the value of investments can go down as well as up and you may not get back the amount originally invested.



Book an initial consultation

The easiest way to find out how we can help you reach your goals is to book a no-obligation consultation. We can meet you at your home, workplace or nearest Tilney office. If you'd prefer, we can call you at a convenient time.

To book your consultation please contact us on **020 3131 5203** or **contact@tilney.co.uk**. You can also book online at **tilney.co.uk/fp-consultation**



T: 020 3131 5203
E: contact@tilney.co.uk

[tilney.co.uk](https://www.tilney.co.uk)



6 Chesterfield Gardens
Mayfair, London W1J 5BQ

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