

FINANCIAL PLANNING SERVICE

Helping you
achieve your
financial goals

PLANNING | ADVISING | INVESTING



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 £20 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 our growth stems from the recommendations of Tilney's service that 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. Past performance is not an indication of future performance. Prevailing tax rates and reliefs are dependent on your individual circumstances and are subject to change. We do not give tax advice. Advice in relation to Inheritance Tax planning is not regulated by the Financial Conduct Authority, however, the products used in relation to trusts and to mitigate tax may be regulated.

A vibrant field of purple lavender flowers in the foreground, with a line of green trees and distant blue mountains under a clear sky in the background.

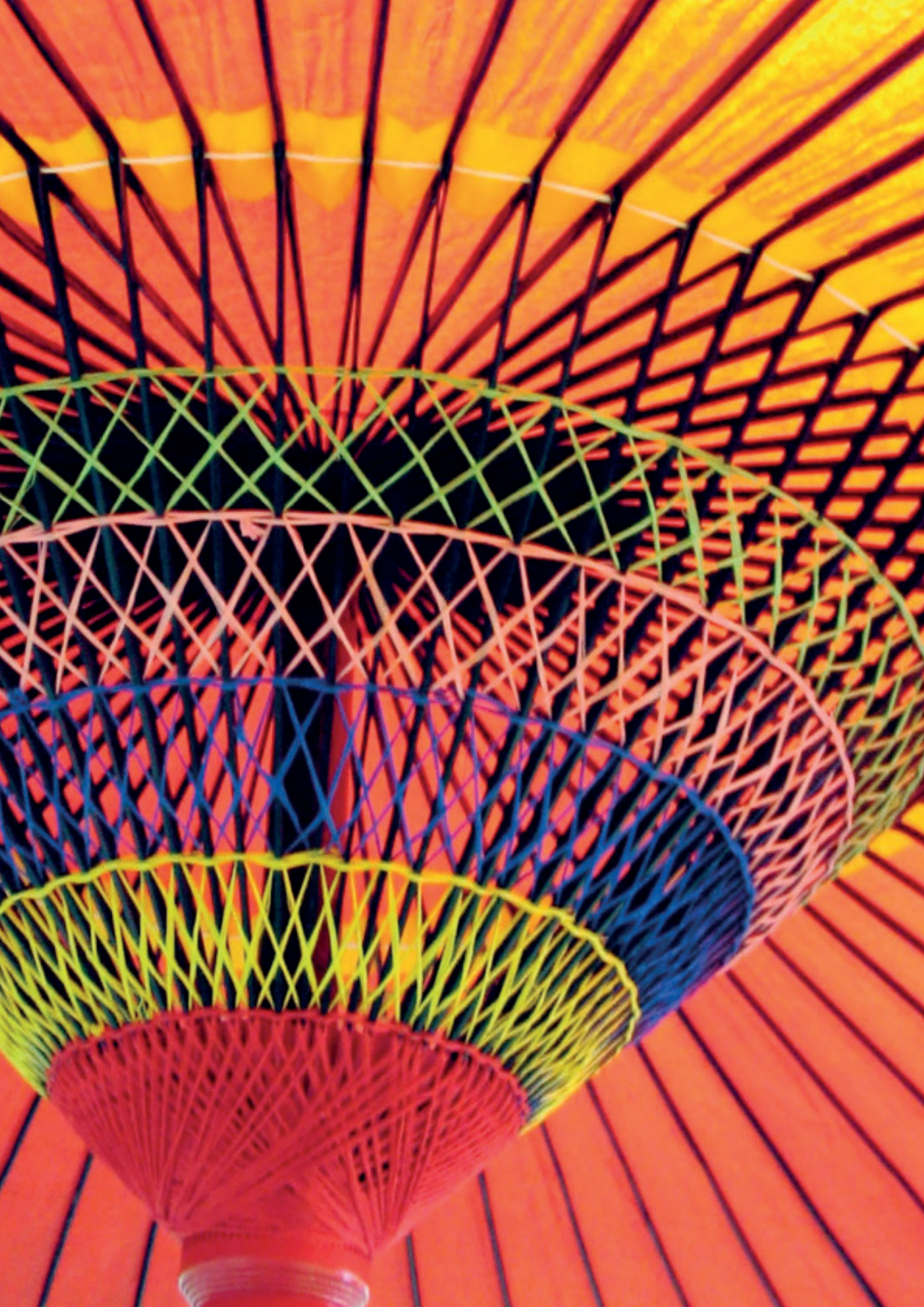
Welcome

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 can we help you?

There is no 'one size fits all' solution for financial planning. Some people need one-off advice in a specific area such as passing on an inheritance. Others would like a comprehensive plan for their overall finances complete with ongoing management of their investments.

Advice in a specific area

Our financial planners can help you to reach a specific goal. You may want to make sure you have saved enough money for the retirement you want, or pass on an inheritance without paying more tax than is necessary. Over the next pages you will find several examples of the different goals we can help you to achieve.

Whatever your priorities, we will work with you to understand what you want to achieve and develop a plan to help you get there. This could be on a one-off basis or as part of an ongoing service with a dedicated financial planner.

A full financial plan

We can create a financial plan to meet all your goals and requirements. Your plan will be tailored to your individual circumstances and priorities, taking into account your complete financial situation.

Our financial planners will look at every aspect of your finances, including your tax situation, to understand how advice in one area may affect or depend on others. For example, we could help you structure your investments tax-efficiently, show you how much income you could afford to take from them, then look at how this could affect your plans for passing on an inheritance to the next generation.

Investments may form an important part of your financial plan. We offer several investment services depending on how much involvement you would like with the day-to-day decisions. See page 10 for more information.

Your tax situation

All of the advice we give will take into account your individual tax situation. We believe that a penny saved in tax is a penny that can be used towards achieving your goals. Your financial planner will ensure you are making the most of the available tax benefits and allowances – so you won't pay more tax than is necessary.

Reviewing your progress

You can speak to your financial planner at any time – whether there is a change in your life, you have questions about your financial plan or would just like to catch up.

As your priorities change over time, your financial plans should too. Whether you need advice on a specific area or a full financial plan, we can work with you over the long term to make sure your finances continue to reflect your lifestyle, goals and overall tax situation.

Our fees

There is no charge for your first conversation with a financial planner and we will always agree all fees in writing before starting work together. Fees are usually based on the complexity of the advice that you require and whether we are advising you on a specific area or your overall finances. Our fees may also be based on a percentage of the value of assets that you need advising on.

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](https://www.pensionwise.gov.uk).

Estate planning and Inheritance Tax

People speak to us about estate planning for many different reasons. Some want to provide for the next generation or leave money to charity when they die, others want to cut an Inheritance Tax bill. Whatever your priorities are, the sooner you start thinking about estate planning the more you can do.

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.

Control over how your money is passed on

You have worked hard to build your wealth so it is natural to want control over how it is passed on. Perhaps you want to choose when the money is given and what it is spent on, or you may want to give away cash while still taking income from it?

With families growing and relationships changing, your priority could be to make sure the money stays within your family. There are several ways to keep some control over how your money is passed on – we can talk you through the options and help you make a decision.

The importance of a Will

Many people choose to make financial gifts during their lifetime, but only a Will can ensure your plans are successful when you are not around. We can review your Will to make sure it reflects your plans, or if necessary put you in touch with specialist solicitors who will help you to write yours.

To find out more about estate planning and Inheritance Tax, download our guide at **tilney.co.uk/iht-guide** or contact our experts on **020 7189 2400** 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 events

Life is full of surprises. Some are good, some are bad, but many require a change to your finances. You may have received an inheritance or sold a business. There may be a new child born into the family, or perhaps you have lost a partner through illness or divorce. Whatever life throws at you, our financial planners can work with you to make sure you are doing all you can.

We can guide you through the unknown

Major life events can often lead to uncertainty when it comes to money. You may not be used to managing finances, or you could be unsure of what to do next. When these events happen they are often for the first time, so it is understandable to be anxious.

Our financial planners help clients in these circumstances on a daily basis. This means we can give you the peace of mind that you are doing all you can while you go through big changes to your personal life.

Providing for long-term care

At some point you may find that your parent or other relative needs to move into a care home. You may also be considering your own future and want to ensure you will be well looked after. Whoever you are planning for, we can help you find the best way to save for long-term care and make sure there are no unpleasant surprises further down the line.

We can calculate your care home costs

Our financial planners are experienced in calculating the cost of care home fees and ensuring you or your relative won't run out of money in later life. We can also show you how much additional support the State may be able to provide in your individual circumstances. If there is a shortfall, we can recommend an investment strategy to help you get back on track.

Do you have a Power of Attorney?

A Power of Attorney is a legal document giving someone else the right to make decisions on your behalf if you become unable to do so – for example through illness. We can show you why one of these documents may be a good idea and put you in touch with a specialist solicitor who will work through all of the necessary paperwork with you.

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.



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 7189 2400** or **contact@tilney.co.uk**. You can also book online at **tilney.co.uk/fp-consultation**



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