



Working Together

BEAUFORT
WEALTH MANAGEMENT LTD

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Our aim is to provide professional independent financial advice that is tailored to your individual needs.

You are unique and our bespoke service will provide you, as an individual or as a business, with a comprehensive financial plan for your individual needs and objectives for now and the future.

We take time to understand your financial aspirations and build long-term relationships based on trust, mutual respect and integrity which helps you achieve your financial aims.

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Working Together

Our comprehensive financial planning process allows us to understand a client's individual needs, objectives and circumstances so that we can plan together for now and the future. We pride ourselves on our continuing service where we review your circumstances and plans on a regular basis to help you achieve your goals and aspirations.

Starting with a clear financial plan gives us a shared understanding of your priorities and wishes, and in subsequent reviews it is a useful benchmark to revisit and review together. The aim is to give you peace of mind and confidence that your finances will support your personal aspirations.

We use cash flow modelling, where appropriate, to help you easily arrive at decisions about how much you need to save and the return required in accumulating your wealth. By matching a client's present and expected future liabilities with their income and capital, an adviser can make recommendations that will ensure the client doesn't run out of money before they run out of life, which is the core of financial planning.

The assumed rates of growth, income, tax, etc. that are used to form the basis of any cash flow modelling exercise will always ultimately be wrong and therefore, regular reviews and reassessments are required to remain on track. Reassessing your financial situation is a positive step in achieving your goals and we encourage our clients to regularly engage with their financial planning, whether they use cash flow or not.

The Steps Involved

Our comprehensive financial planning process allows us to understand a client's individual needs, objectives and circumstances so that we can plan together for now and the future. We pride ourselves on our continuing service where we review your circumstances and plans on a regular basis to help you achieve your goals and aspirations.

Monitor Your Plan

Once your plan is up and running, its performance is regularly monitored with any significant variations being reported back to you, along with our recommendations to keep it on track. We then meet up on a yearly or six-monthly basis to review the plan's progress in line with your objectives and assess any changes in your circumstances that may require some fine-tuning. This ongoing service is optional.

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Understand Your Requirements

We recognise the importance of listening and take time to fully understand your needs and what you hope to achieve. This initial consultation is at our expense and usually takes about an hour. At this stage we will confirm our terms of business.

1

Confirm Our Assessment

We then follow up with a letter of engagement detailing the points discussed, together with the associated costs moving forward, and any agreed actions.

2

Implement Your Plan

As soon as you are ready, we activate the plan for you, co-ordinating with the various product suppliers and putting everything into place.

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Our Financial Planning Process

Evaluate Your Situation

If you're happy to proceed, the next step is to fully assess your current financial position, which may include looking at assets, liabilities, cash flow, insurance, investments, pensions and tax.

3

Present Our Recommendations

We present a range of alternatives and talk you through the pros and cons of each, guiding you to make a decision that you are completely comfortable with. The aim is to help you fully understand the options and feel happy with your final choice.

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Develop Your Plan

As independent advisers, we are able to scrutinise the whole market for products and our advice is purely based on what is right for you to meet your personal goals. After thoroughly researching and analysing all relevant options, we then put together an advisory report outlining our findings.

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Working with Individuals and Families

Our services for individuals and families allow us to provide an independent approach to financial advice where we tailor solutions to your needs and objectives.



Retirement Planning

Retirement can be seen as a daunting time as it's a period of such huge change and uncertainty. From a financial perspective, you may not be sure what your retirement will actually look like against a backdrop of changing pension rules and worrying headlines about shortfalls and difficult market conditions.

When planning for your financial future it's good to have clear choices and truly understand all possible options. When can I afford to retire? How long will my pension pot last? How am I taxed in retirement? There are so many factors to consider.

We aim to give you peace of mind and help you feel secure by comprehensively mapping out your retirement, making any necessary adjustments and reviewing it regularly.



Post Retirement Advice

Once you have retired your financial priority will be wealth preservation. This involves protecting what you've worked hard to earn and save. At this stage we would seek to develop an approach that matches the level of risk and growth you wish to achieve. Cash flow modelling helps us work through these scenarios so you can see the financial impact of different options.

To ensure peace of mind as you get older, we can work with you to put plans in place for later life, the provision for care and to protect the assets you've worked hard to build.

You may wish to support family members in their next steps, such as buying their first home. We can advise you on the most tax efficient way to do this and work with you on creating the legacy you want to support your beneficiaries.



Inheritance Advice

Your hard-earned capital and assets could be taxed again on the total value of an estate above £325,000 for an individual beneficiary and £650,000 for a married couple. The tax-free allowance that can be passed on to relatives is called the 'nil-rate band'. Anything you leave in excess of this band is taxed at 40%.

A transferable main residence nil-rate band was introduced in April 2017. This is an additional allowance for those with direct descendants and an estate that includes a main residence. The rate started at £100,000 per person and will increase to £175,000 by 2020/21. This means that on top of the nil-rate band of £325,000 an individual's overall Inheritance Tax allowance will be £500,000 in 2020/21.

Estate planning could reduce and sometimes even eliminate Inheritance Tax, leaving more money to your family, friends and charitable causes rather than the taxman. We can give you expert advice on gifting, trust funds and tax-efficient wills, allowing you to feel more confident that your loved ones will benefit fully.



Investments

Whether it's to fund your children's education, help them onto the property ladder, cover the cost of a wedding or simply finance a more comfortable lifestyle in the future, investments are entirely personal to your situation.

We help to build and manage your wealth in line with your needs by giving you access to a wide range of investments in one straightforward tailored offering. You can feel reassured as we define your risk profile, construct a time horizon and take a comprehensive look at your tax efficiency, finances and assets.

We provide an independent advice service and will make a recommendation for you after we have assessed your needs. Our advice will be unbiased, unrestricted and based on a comprehensive and fair analysis of the market.



Family Protection

Long-term illness, disability and death are all major threats to a family's financial security. Although these are not subjects that are particularly pleasant to think about, it's sensible to ask yourself the following basic questions:

- Could your family cope without the financial security that your regular income gives them?
- What would be the financial effects of you suffering a long-term illness or disability?
- Are you confident you have adequate protection?

It's important to review your insurance arrangements regularly to protect your family's lifestyle. As circumstances change so do your insurance needs. Moving house, an addition to the family, a change of job, redundancy or retirement are all factors that could influence your insurance needs.

At Beaufort we recognise the importance of working with a range of related professionals in order to offer you seamless solutions to your protection needs. Circumstances are at times so complex that your financial requirements need to be viewed within the context of legal aspects.



Working with Businesses

Clients, ranging from sole traders to limited companies employing in excess of a hundred staff, have come to trust and rely on the commercial experience of our team.

We will recommend particular investment strategies and products based on your personal circumstances, financial goals and objectives. Other factors we consider include the services you need, the cost of investing, how much risk you are prepared to accept and how much of a drop in value you could withstand.

We help you keep on top of the risks and opportunities arising from your company's ever-changing financial and protection needs with services such as:

- Employee Benefits
- Pensions – Self Invested or Small Self-Administered Schemes* (SIPP & SSAS)
- Keyman, Partnership and Shareholder Protection
- Group Pensions
- Investments
- Tax Planning*
- Succession Planning

*SSAS and Tax Planning are not regulated by the Financial Conduct Authority

Our aim is to give you the freedom to do what you are best at – drive your business forward.

Meet The Team

Beaufort Wealth Management Ltd was established in August 2007 and provide individuals and businesses with a bespoke service. We understand that each individual is unique as are their circumstances and goals and each business is run differently. We are a close-knit and highly effective team of experienced independent financial advisers and dedicated and efficient support staff.

The most important aspect of our business is the relationship we have with our clients as we work together, often for many years, keeping financial plans on track throughout life's ups and downs. Our core offering is financial advice, recommendations and ongoing reviews. Between us we have the expertise to assist you regardless of the financial issue at stake and our team look forward to getting to know you and offering an exceptional service.

Our unique approach to teamwork is demonstrated by the fact that all advisers are remunerated equally. Therefore, clients have the reassurance of being a Beaufort client rather than simply a client of an individual adviser, meaning they can look forward to enjoying the commitment of the whole team.



Professional Connections

We have a solid reputation with the professional community, which means we have forged close links with accountants and solicitors. This enables us to provide a seamless and holistic service in complex situations.



Behind the Scenes

The support team consistently and cheerfully demonstrate the sort of organisational skills that keep the wheels turning on the journey towards the best outcomes for our clients. They are working towards industry qualifications and are the first point of contact in the office.



Joint Endeavour

We have a strong sense of joint endeavour, based upon our core values of integrity and professionalism. Clients appreciate the way the whole team pulls together in delivering our respective areas of expertise, as we have seen our business grow mainly through customer referrals and reputation. We have approximately £150 million of assets under management. Assets under management is a refers to the amount of our clients' wealth that we look after.



Rules and Regulations

Rules and regulations around financial matters are continuously changing and at Beaufort Wealth Management Ltd we keep up to date. You can be confident that we follow due diligence and are committed to offering you compliance checked solutions and ongoing advice that you can genuinely value.

Beaufort Wealth Management Ltd is an appointed representative of The Tavistock Partnership Ltd, which is authorised and regulated by the Financial Conduct Authority. Through our relationship with Tavistock Partnership Ltd we benefit from their compliance function and know-how.

RAV GHUMAN

Director



After graduating from University with a 2:1 in Economics, Rav joined the Bank of New York as a Graduate Trainee.

He then trained as an Independent Financial Adviser with Barclays Private Clients, where he helped clients in all aspects of their financial planning needs.

Rav enjoys being able to use his knowledge to help his clients and also building a working relationship to provide an ongoing advice service.

PHIL HART

Director



Phil has a degree in Business. He started his career as a Paraplanner at Mazars and then moved to Aegon to work as a Pensions and Investment Consultant. Phil went on to pass the G60 (Pension Specialist) qualification. After 5 years, Phil moved to the Bank of Scotland where he became a Corporate Adviser in their Business Banking Team.

Phil's primary motivation is providing excellent long-term customer service, both to private clients and small to medium sized businesses. He has forged strong links within the local professional community and is in demand as a speaker at retirement seminars.

IAN ADEY

Director



After leaving the Royal Air Force in 1991, Ian joined the financial services industry as a Financial Adviser for Friends Provident where he progressed to Senior Consultant and passed his G10 (Taxation and Trusts) exam.

Ian became an Independent Financial Adviser in 2002 when he joined Moffat Gilbert Financial Planning Ltd as their Managing Director. Then in 2007 he created Beaufort Wealth Management Ltd.

Ian enjoys helping his clients in all aspects of their financial planning needs. He also enjoys building long term relationships with his clients.

OWEN WILLIAMS

Chartered Financial Planner



Owen has worked in the financial sector for since 2002 having started his career as a Financial Planning Manager at HSBC and has achieved Chartered status. He generally works with business owners and executives to help them better understand their financial position and plans in order for them to better understand their need to work and identify how much they will need to do everything they would like to do in the future.

Owen helps people to get a clear view of their financial future.

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Beaufort Wealth Management are a very respectable and knowledgeable company. They look after our company and personal affairs and we have referred numerous clients to them all of which are extremely happy with the service provided who, in turn have referred them to friends and family.

David Guy FCCA

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Beaufort Wealth Management Ltd. is an appointed representative of The Tavistock Partnership Ltd, which is authorised & regulated by the Financial Conduct Authority (FCA) under number 519014. Beaufort Wealth Management Ltd ('the Firm') has an FCA number of 469862.

You can check this on the Financial Services Register by visiting www.fca.org.uk/register/ or by contacting the FCA at 12 Endeavour Square, London E20 1JN or telephone 0800 111 6768 (freephone), or by contacting The Tavistock Partnership Ltd at The Lypiatts, 15 Lansdown Road, Cheltenham, GL50 2JA