

www.simpsonfs.co.uk



SIMPSON
FINANCIAL SERVICES

Financial planning *guide*



Reach your goals with our comprehensive and independent financial planning service.

A financial plan details your current circumstances, your short, medium and long-term goals, and the financial strategies that'll help you achieve them. It's a living, breathing document that evolves alongside you so that you can plan your future with confidence.

We've been crafting bespoke plans for our clients for over 20 years.

Why do I need a financial plan?

A good financial plan can act as a roadmap to achieving your aspirations.

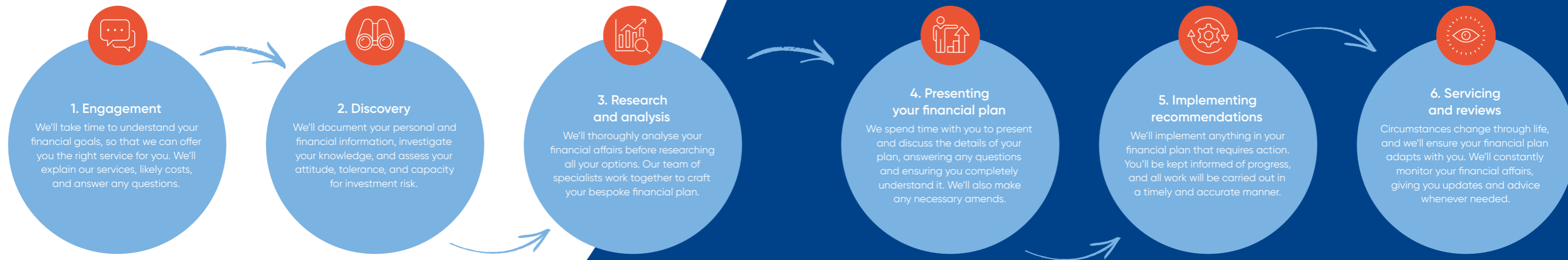
It will also help you identify potential cash shortfalls and the impact of any risks to your plans. This can mean the difference between retiring at 67 or at 55. It can ensure the financial security you need to launch your new venture – or assure your children's inheritance.

Whatever it is you're dreaming of a financial plan can help you get there.

Our six-stage advice journey

Your circumstances and your goals are likely to change as your life goes on.

We have a six-stage process that creates an empowering, unique and adaptable personal finance plan, ensuring your money is **always** working for you and toward your long-term aspirations.



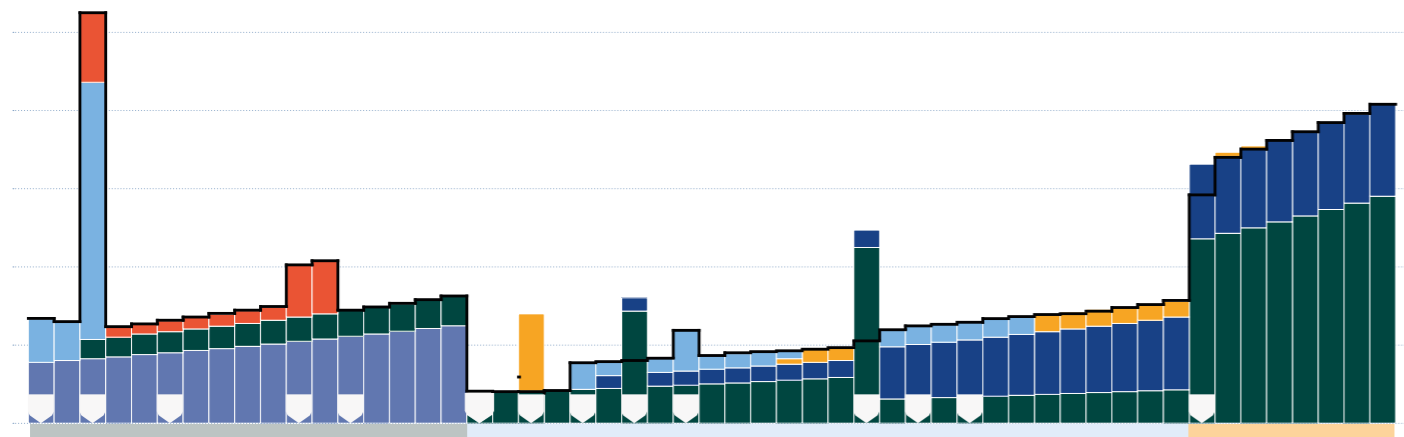
Mapping out your future

There are a lot of unknowns in your future. And while we consider many different factors when crafting your plan, we don't have a crystal ball. That's why we use industry-leading technology to map out the answers to your 'what if?' questions.

We add your goals and the 'big' moments in your life – whether planned or predicted – to a timeline. This information, alongside current and future income and expenditure, allows us to create a cashflow model (below). The black line shows the finances required each year, taking into account goals, life events and day to day expenses. The bars show sources of income and capital to fund that expenditure. The red areas highlight a cash shortfall.

The cashflow model tells us where the financial gaps are. It's then our job to work out how to fill them to keep you on track to achieve your objectives.

We're not the only ones who learn a lot from it though – it puts you in an informed position about the direction of your life.



To demonstrate, meet our three example clients:

Jacob

Jacob is a 35-year-old sales manager with two young children. He wanted a bigger family home with money set aside for university education.

When we created Jacob's cashflow model, we noticed he was not on track. We carried out a spending analysis and identified two unnecessary subscription services. We also restructured his personal insurance giving him better protection for a lower monthly cost.

Both these actions resulted in extra monthly disposable income which, combined with stretching the term of his mortgage repayment period, enabled him to afford the bigger family home and still save for his children's future.



Current situation



Full time employment



Two young children



Goals



Bigger family home



Children's university education

Rachel

Rachel is a 50-year-old estate agent with no dependants. Her goal was to immediately go part-time and take the trip of a lifetime. On her trajectory, she could either go part-time or take the trip – but not both.

With our financial planning know-how, we outlined that by waiting an additional nine months to go part-time and doing so at the start of a new tax year, she would be able to achieve both of her goals. With a certain timescale to work to, Rachel felt a sense of excitement and control over her future plans.



Current situation



Full time employment



No dependants



Goals



Part-time work



Trip of a lifetime

Geoff

Geoff is a 65-year-old business owner with a dependant spouse, Lauren, who aimed to retire before state pension age. He wanted to sell his business, maintain living standards – including an annual cruise – and arrange provision for later life care.

We provided Geoff with a business exit strategy that placed Lauren as a shareholder, so that they could both use tax reliefs available at point of sale. For surplus cash in the business, we recommended a company pension contribution into Geoff's pension scheme. This resulted in a lower Corporation Tax bill and a larger pension fund – 25% of which could be taken as a tax-free lump sum. Selling the business and receiving significant sale proceeds caused an immediate Inheritance Tax liability for Geoff and Lauren. We advised establishing a Business Relief investment to instantly negate their potential Inheritance Tax bill.

Our financial modelling software allowed us to ensure there was sufficient personal wealth to last for the remainder of Geoff and Lauren's lives.



Current situation



Business owner



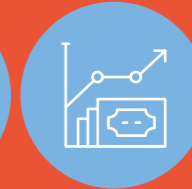
Dependant spouse



Goals



Sell his business



Maintain his standard of living



Later life care

The different areas of your financial plan

Family finance and health

Get support throughout your family's lifetime, whether that's with helping you provide your children with the very best education, making provisions for you or your parents in the future, or just planning your budget month-to-month.

Achieving a balance between planning for the future and ensuring your day-to-day finances are covered can be a challenge. Your personalised, unique financial plan incorporates your goals and makes your money work for you. As part of our service, we constantly monitor the financial markets and review your personal financial plan and wealth management strategy, making recommendations and changes as and when required.

Protection and insurance

We often plan for the future, but sometimes, something unexpected goes wrong along the way.

That's where protection and insurance come in. Get peace of mind by having your own "parachute" – a policy or series of policies that are vital if the unthinkable were to happen.

We'll provide you with quotes and policies to protect you, your health, assets and loved ones – all within your budget.

Retirement planning

Retirement planning is often the cornerstone of your financial plan.

Prepare to replace your earned income whilst maintaining the quality of life you've come to enjoy.

Discover the different options available and the most suitable products for your individual needs. Find the confidence to make the right decisions for your retirement.

We'll put together a plan which is achievable, affordable, and meets your goals, so you can enjoy a comfortable standard of living during this exciting stage of your life.



The different areas of your financial plan

Savings and investment

Sometimes, as part of your financial plan, we'll recommend an investment strategy to you.

The in-depth knowledge of your circumstances and goals that we get from the financial planning process lends itself to a very successful investment approach. With a variety of savings products available, we can also make your portfolio as tax efficient as possible.

Tax

The tax world is becoming increasingly complex for both individuals and businesses, with more responsibilities for taxpayers.

Planning your tax in an efficient way is key to saving you money and getting you closer to achieving your goals. Income Tax savings mean more disposable income; assets that are well-managed can reduce Capital Gains; and Inheritance Tax reductions leave more money for the next generation.

Business financial planning

Running a business is hard work, with its own set of financial challenges and opportunities.

Financial planning for your business ensures that your hard work is rewarded and that your business can achieve its long-term goals. We can analyse your current financial situation and provide advice on how to meet your objectives, how to grow, and how to protect your business from unforeseen events. We can even help you sell your business with an effective exit plan.



Reaching your goals

Financial planning is key to achieving your long-term goals. Don't just take our word for it though. Here's what our clients think...



Having used Simpson Financial Services for many years now I have always received good advice, and as I approach my goal of early retirement it has only been possible with the sound advice I have been given over many years. My personal pension plan has always been exactly that... personal to me.

Paul Muir



The service and knowledge are extremely high quality, with appropriate guidance and best advice given. Always prompt and efficient to respond to queries, it's an absolute pleasure to work with Rob and the team. Would thoroughly recommend to anyone looking for financial advice.

Julia King



Since first dealing with this company up to the present, I have found them to provide an excellent tailor made and personal service including financial advice. The products I use are selected/ designed specifically to meet my individual needs. They are very personable while remaining professional, and in my case, I meet with the founder of the company regularly for updates, reviews and discussion. Can't fault them.

Johnny Payne



Simpson Financial Services have enabled me to retire at 55.

Darren Woodfield





☎ 0800 6342 111

✉ office@simpsonfs.co.uk

🏠 23a Cross Street, Leamington Spa, CV32 4PX

🌐 www.simpsonfs.co.uk

Follow us    

Your Capital is at risk, the value of investments may go up and down and you may receive back less than you originally invested. Investments should be considered over the longer term and should fit in with your overall attitude to risk and financial circumstances.

Simpson Financial Services Ltd is registered in England & Wales, registered address as shown above. Registration number: 4830621. Authorised and regulated by the Financial Conduct Authority. The information contained within this brochure is subject to UK regulatory regime and is therefore restricted to consumers based in the UK.