



BIG QUESTIONS ANSWERED

John and Maggie

CAPITAL ASSET MANAGEMENT

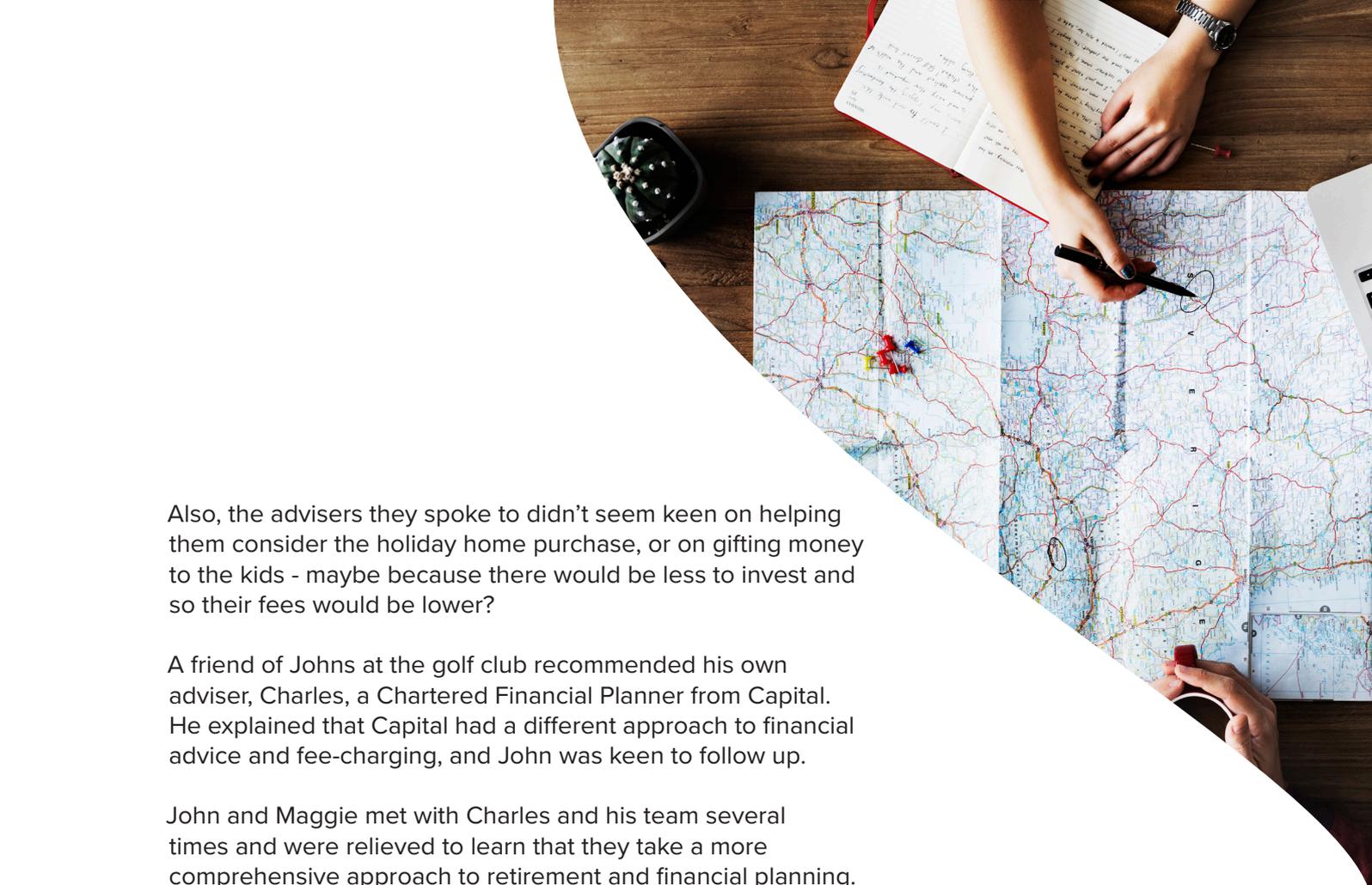
John had spent almost 40 years building his career, commuting to the City and travelling on business. He and Maggie had agreed early in their marriage that she would stay at home and focus on their three children, and so far, things had worked out well for the whole family.

They had managed to accumulate an assortment of pensions, policies, and investments, used a few online services for their ISAs and seemed to have accounts scattered all over the place. They had used financial advisers from time to time but never really found one who they felt they could trust and rely on.

Now approaching their sixties, they both felt it was time to get to grips with their finances, and over a bottle of wine sat down to draw up a list of issues that needed tackling; things like:

- Do we have enough money? Can we afford to retire now and do the things we've always wanted to do, like travel the world and spend time with our grandchildren?
- Could we afford the holiday home in France we've always talked about?
- Can we afford to help our children now and also put a little aside for the grandchildren?
- How should we manage our investment and pension portfolio? I read a lot about fees and charges and sense that we are probably paying too much but not sure how to find out.
- We're worried about Maggie's mum - she may need to go into a care home sometime, and we need to discuss the best solutions.
- We read a lot about inheritance tax and worry that we may end up paying more to the taxman than we are able to give to our own family - can we do anything about this?

They spoke to a few financial advisers and also one of the UK's largest 'wealth managers', but they always felt uneasy about the way they charged for their services. Every firm offered to manage their investments and would charge annual fees of between 1% and 3% a year to do so. The entire focus seemed to be on the money, and how the adviser could help them to 'beat the market' but didn't seem to answer the big questions they had.



Also, the advisers they spoke to didn't seem keen on helping them consider the holiday home purchase, or on gifting money to the kids - maybe because there would be less to invest and so their fees would be lower?

A friend of Johns at the golf club recommended his own adviser, Charles, a Chartered Financial Planner from Capital. He explained that Capital had a different approach to financial advice and fee-charging, and John was keen to follow up.

John and Maggie met with Charles and his team several times and were relieved to learn that they take a more comprehensive approach to retirement and financial planning. Charles began by asking them to describe what an ideal retirement looked like. Following this, they built a personal family 'financial roadmap' - it was called Futuremap and helped answer all the big questions they had with great clarity.

Charles confirmed that he would act as their trusted adviser and be able to model numerous possible scenarios such as buying a holiday home, giving money to the children, and taking around the world holiday of a lifetime next year.

Charles explained that unlike most financial advice firms, his firm charged professional services on a simple monthly retainer basis. The monthly fee for the comprehensive planning, investment, and coaching service was £1,167 and could be paid directly from their investment portfolio.

John calculated that the fee equated to around 0.7% of their investment assets and about 0.2% of their total wealth. This was considerably lower than any of the firms they had already spoken with - for a far more comprehensive service. It felt like a win/win.

If you would like your big questions answered, contact us today to arrange a meeting with one of our Chartered Financial Planners on 0207 398 6600.



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