



**ASSURED**  
PRIVATE WEALTH  
SECURING YOUR FUTURE

# **Estate Planning, Asset protection and Wills made Easy.**

It's true that everyone should have a will, but without an asset protection strategy, you could be throwing your money away.

Plan now and save for the future.





# ABOUT US

---

**It's true that everyone should have a will, but without an asset protection strategy, you could be just throwing your money away!**

Assured Private Wealth are not just independent financial advisors providing regulated advice to individuals and businesses throughout the UK - we are also qualified will writers and estate planners providing an extensive range of services that can work with your will to protect assets for future generations while reducing the potential tax that can become due.

We are keen to share our services and believe we have a pure advantage over our competitors. Providing bespoke estate planning services at prices which are regarded as the most cost effective in the UK is only part of what we do!

At Assured Private Wealth, we take the time to listen to your requirements and offer recommendations and solutions that are tailored specifically to your needs. We look at things from a different perspective and help you to do the same.

We never lose sight that you'll have high expectations and rightly so, communication is key in our delivery of a first class service. At Assured Private Wealth you won't find a production-line environment, but a fully qualified team with traditional ethics and professional values who are keen to help share the company's ethos of securing and protecting your wealth for future generations.

---

# ASSET PROTECTION STRATEGY

---

**1: Book an appointment with one of our fully qualified consultants at a time that's convenient to you.**

2: We will explain our services in detail and send you an estate planner to complete online (Clients without internet access can elect to receive these documents in the post with a return envelope provided). This gives us a clear picture of what your current situation looks like now and in the future.

**3: Your consultant will discuss your current circumstances with you and make recommendations to protect you from potential inheritance tax liabilities. This can include strategies which will allow you to pass on assets to your loved ones or nominated beneficiaries without them entering your estate, potentially saving you thousands of pounds.**

4: We will take your instructions and payment for the products and services you have selected and get started on preparing your draft documents.

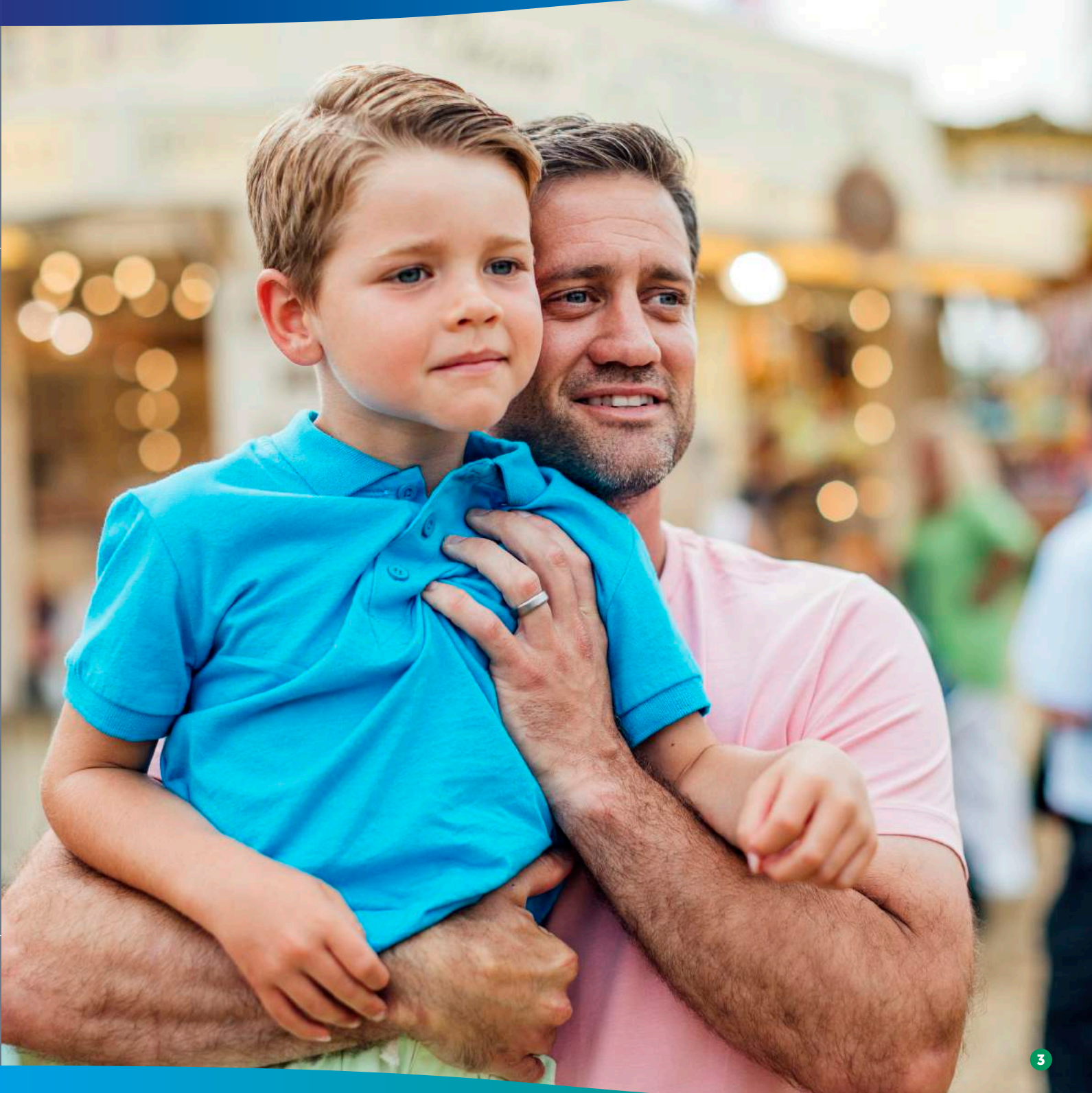
**5: Draft documents are completed and sent to you for inspection and approval.**

6: Once approved, final copies are drafted and sent to you with clear instructions for signing

**7: Relax! You are covered, we will check on you every now and then to make sure your situation hasn't changed!**

---







## TO UNDERSTAND WHY YOU NEED A WILL LET'S CONSIDER WHAT LIFE WOULD BE LIKE WITHOUT ONE

For those people who have died 'intestate', the government has written a Standard Will, which will almost certainly contradict what their wishes would have been.

### FOR EXAMPLE...

#### **...To my Family**

I hereby leave you all several months, possibly years of financial hardship and expense, whilst you go to unnecessary lengths to sort out my affairs.

#### **...To my Spouse/Civil Partner**

I hereby leave you some, (but probably not all) of what I own.

#### **...To my Children**

I hereby leave you the remainder of my estate and give you the authority to enforce the sale of any part of it (including the family home) to realise your inheritance.

## DON'T LEAVE IT TO CHANCE.

### **...To Social Services**

If my children are orphaned, I give you the authority of guardianship and the power to choose who shall look after them.

### **...To the Tax Man**

I hereby leave you all the tax that I could have avoided and given to my family.

### **...To my Bank and/or Solicitor**

I hereby authorise you to charge whatever you feel necessary to sort out the mess that I have left behind. I realise that this could make you one of the major beneficiaries to my estate.



**MAKE A WILL TODAY.**

## **MARRIED COUPLES**

If you are married, do not assume that the Spouse will get everything. Under the law of intestacy, your children can have a right to part of your estate if it is large enough even if the Will was made before marriage unless the Will stated is to stand.

## **UNMARRIED COUPLES**

Unfortunately unmarried couples do not have the same legal rights as those who are married, under the law of intestacy, your partner would not receive anything from your estate.

## **COMPLEX FAMILIES**

It is common for a person to wish to benefit their current spouse but also ensure that their own children eventually benefit. A Will can include certain trusts which allow a spouse to live in a property for the rest of their life and then the property will pass to the children afterwards.

## **PROTECTING ASSETS FOR FUTURE GENERATIONS**

Assets can be placed into trusts rather than given to a person directly. There are various reasons to put a trust in a will, such as to protect a property for children, to provide for disabled beneficiaries and to allow flexibility for trustees to adapt to beneficiaries changing circumstances.

If you are retired, maybe you made a Will a long time ago, it is likely that it needs updating to include additional grandchildren or deletion of persons you no longer feel you wish to leave anything to.

## **PITFALLS OF NOT HAVING A WILL**

If you die without making a will, the laws of intestacy will govern how your estate is distributed. This may not reflect how you wish your assets to be allocated.





# MAKE A WILL

---

**A professionally drafted will is the cornerstone of making life easier for those you leave behind and could potentially save tax charges on your estate. A will saves your beneficiaries having to deal with the awkward rules of Intestacy**

Your will tells people who you want to be your executor – the person who sorts out your money and your will after you die. You can choose more than one person to be your executor, but ideally not more than four. If you have children under 18, your will also says who should be legally responsible for your children. If you already have a will, check it to make sure it is up-to-date and think about any changes you want to add or draw up a new will. Changes to wills must be made carefully to make sure they are legally recognised.

If you want your assets protecting against remarriage, divorce, generation IHT, bankruptcy, sideways inheritance or possible care home fees for your chosen beneficiaries, you may want to consider a Trust Will.

## **The correct Will can allow you to:**

- Specify whom you wish to inherit your estate, in what order and in what proportions so that you have comfort in the knowledge that your wishes will be carried out.
  - Make specific legacies to family and friends or gifts to your favourite charities.
  - Appoint suitable guardians for young children rather than leaving the decision to the Courts.
  - Set up maintenance trusts for children to protect their inheritance until an age specified by you.
-

- Ensure the inheritance of your children or other beneficiaries should the survivor remarry.
- Protect your share of the property from having to be sold to pay for the survivor's future care fees, thus still having assets to leave to your family.

**If you have an existing Will, it is recommended that you review it every 2 to 5 years.**





# TRUST WILL OR STANDARD WILL?

**Rather than directing assets absolutely to individuals to potentially protect the inheritance, a trust will can direct assets to appropriate Trusts. Assured Private Wealth recommend establishing Trusts which will be written into the will. These are Trusts written into the will and would only be established when the death occurs.**

Consider upon your death, you want your spouse/civil partner to be happy in life and as time has gone by, they meet someone new and decide to get married, as marriage revokes a will it is important that a new will is drafted. If the new marriage does not work and a new will has not been drafted the new partner could receive 50% of the assets you had left your family, worse still if your spouse/ civil partner was to pass away the new partner could receive everything leaving your children with nothing.

You may want to protect your beneficiaries more effectively where the testator has concerns regarding children/grandchildren or a vulnerable person against squandering large amounts of money. You may also help protect against potential drink, drug and gambling issues, by appointing trustees they can control and help protect the assets for your chosen beneficiaries future.

**YOU CAN'T TAKE IT WITH YOU.**

☐ LIVE FOREVER

☐ LET THE GOVERNMENT  
DECIDE

☒ **YOU DECIDE**

**MAKE A WILL**

Depending on which Trust/s are needed, Assets can be protected against Divorce, Re-marriage, Generation Inheritance Tax, Bankruptcy, Sideways Inheritance and possible Care Home Fees. Trustees can control the amount of money that is given to younger or vulnerable people.

The trust will itself is not the actual trust document but will contain the wording and the expectations of the testator when the trust is set up on his or her death, and therefore, there will be additional cost which is borne by the death estate as a testamentary estate.

### **YOUR LETTER OF WISHES:**

Each trust has a letter of wishes which sets out your instructions to the trustees of how you want them to deal with the trust assets. For example, this may state that each trust is for the benefit, such as a spouse or partner, and after that to be shared equally between your children. The letter of wishes is flexible, to allow for any future change of wishes you may decide on. In order to be able to follow your wishes, there must be at least two trustees. Beneficiaries can be trustees. It is important to choose people who can work together amicably to follow your wishes. Please give some consideration to whom you would like to appoint.



**WOULD YOU LIKE  
YOUR PROPERTY  
TO PASS TO YOUR  
CHILDREN?**

**YES**

**COULD YOU DO  
ANYTHING NOW  
TO ENSURE THIS  
YES HAPPENS?**

**YES**

**IT IS NEVER TOO EARLY TO PLAN FOR THE  
UNFORESEEN. PROFESSIONAL ADVICE IS  
ONLY A PHONE CALL AWAY.**

# WHY APPOINT GUARDIANS FOR YOUR CHILDREN?

If you fail to appoint guardians in your Will and your children are orphaned before they reach 18, the courts will appoint guardians instead, but they won't necessarily choose the people that you would have preferred to take care of your children.

If when you pass away the other parent of your children survives, the surviving parent will normally continue to have full responsibility for the children. However, if neither parent survives (as in some road accidents) then the guardians you have appointed will take on the responsibility for your children.

The parents can write a letter of wishes making clear how they would like the trustees of their Wills to use their powers to provide financial support for the children.

By appointing guardians, you can ensure that your children are looked after by the people that you have chosen as the best people for the job.

---











# LASTING POWERS OF ATTORNEY

---

We recommend everyone makes a Lasting Power of Attorney, Spouses should not assume that one spouse can necessarily act for the other just because they're married. The Court may not see it that way. A spouse often needs legal authority to act for the other – through a power of attorney.

Here what the British Bankers say:

*If one joint account holder loses mental capacity, banks and building societies can decide whether to temporarily restrict the use of the account to essential transactions only (e.g. living expenses and medical or residential care bills) until a deputy has been appointed or a power of attorney registered.*

*As you can see without the LPA in place the shutters come down not only on the banks but also other organisations in control of finances, this normally involves solicitor fees and Courts costs*

*One of the most important pieces of advice for anyone with a relative who may at some point need care is to encourage your relative to set up a Lasting Power of Attorney – without delay.*

*A Power of Attorney is vital for anyone – regardless of age – who has money and assets to protect and/or who wants someone to act in their best interest in terms of healthcare choices should they be unable to make decisions for themselves.*

---



# PLAN AHEAD

---

**Having a Will is not just about ensuring that all of your possessions go where you want or that your family is looked after. With the laws changing with regard to inheritance tax, more people than ever fall into the IHT bracket. Home owners will pay billions in increased Inheritance tax to the government.**

When having your Will drafted with Assured Private Wealth, we will work out the value of your estate and check if you have any potential inheritance tax liabilities, if you do, we will look at ways you can reduce this amount and we will produce a bespoke estate planning report for you.

When you die, the Government assesses how much your estate is worth, then deducts your debts from this to give the value of your estate.

Your estate will owe tax at 40% on anything above the £325,000 inheritance tax threshold when you die (or 36% if you leave at least 10% to a charity) – excluding the 'main residence' allowance.

---



The government's rules state that only 'direct descendants' of people who have died can benefit from the new main residence nil-rate band.

Direct descendants are described as:

- Children
- Grandchildren
- Great-grandchildren
- Stepchildren
- Adopted children
- Foster children
- Children who were under the guardianship of the people passing on their estate

This means that nephews, nieces, siblings and other relatives will **not** benefit from the new allowance if a home is passed on to them

Inheritance tax property thresholds				
Tax year	Nil-rate band	Residence nil-rate band	Total for individuals	Total for couples
2019-20	£325,000	£150,000	£475,000	£950,000
2020-21	£325,000	£175,000	£500,000	£1,000,000

## SEVERANCE OF TENANCY

Put simply, there are ultimately two ways of owning property jointly, Tenants in Common and Joint Tenants. Most properties are owned as Joint Tenants initially, however, in order to set up certain trusts the property must be owned as Tenants in Common, which means that both parties own defined 50/50 shares in the property.

Where a property is owned as Joint Tenants, there are no defined shares and subsequently, upon the death of one of the joint owners, the whole property automatically passes to the survivor by survivorship. Alternatively, with Tenants in Common, as both parties own defined 50/50 shares in the property, each may gift their share however they wish and leave instructions in their Will to that effect.

---







# PLAN NOW & SAVE

---

## **How can you ensure that your beneficiaries will receive your pension?**

Have you filled in a death benefit nomination form? Your pension does not form part of your will so it is essential that you do this!

Be sure that the way in which you take your pension allows you to pass it on to your loved ones. In broad terms the new rules apply for those who have kept their money invested or are in income drawdown. With an annuity, you can nominate a beneficiary and pass on the income if it is on a joint life basis or if it has a guarantee period. Check out how well your fund is performing to see whether you'll have enough left over to pass on. Also consider how much you are likely to need to live on when you retire, bearing in mind that we are all likely to be living longer in the future, which, in turn, will put more pressure on your pension pot.

As part of our Estate Planning Services we have a duty of care and we will arrange a telephone appointment with one of our Pension Advisors to give you peace of mind and help safeguard your pension for your chosen beneficiaries.

---



---

**Manage your pension correctly:** Though lump sums paid from pensions upon the policyholder's death are usually free of inheritance tax on the death of the first spouse, the same cannot be said when the second death occurs, unless certain steps are taken.

When the proceeds of a pension fund are paid directly to the remaining spouse at the time of the first holder's death, that money immediately becomes part of the remaining partner's estate. Upon their death, this money would make up part of the standard estate which is liable for inheritance tax.

However, simply by adjusting the way this lump sum is paid to your spouse after your death, it is possible for them to still have access to the funds in question but any remaining monies on their death will be protected from inheritance tax.

Such a process could be to adjust the payment options within the policy itself or it could mean writing the pension proceeds into trust. There are many different options and exploring the best one for you could considerably reduce the cost of inheriting for the beneficiaries of the future.

Assured Private Wealth are authorised and regulated by the financial conduct authority.

FCA Number 718755

---

## Do you have multiple pensions?

*How many are just sitting there DOING NOTHING?*

*Life can be simpler when you consolidate!*

**1:** A bigger pot! Lower charges and a better pension could mean more money when you need it, possibly a lot more.

**2:** Less hassle and easy to keep an eye on! No more piles of paperwork you don't understand,\* all your pensions and investments can be viewed online on your desktop, laptop or mobile device via your very own personal finance portal (PFP).

\*Please note: Access to the personal finance portal (PFP) requires an internet connection.

**3:** Peace of mind! Your pension is managed by an FCA regulated and trusted specialist which is directly authorised and fully independent.

## Why should I get my pension checked?

According to the March FCA data bulletin, 32% of pension savers do not know the size of their pensions.

53% of pension savers have not had their pensions reviewed in the last 12 months.

More concerning is that 71% of defined contribution pension holders do not know what charges they are paying.

*Checking your pension couldn't be easier, here's how it works and what it can offer!*

Getting professional financial advice can often seem a bit chicken and egg. You are happy to pay for a service that gives you value back, but you can't find out what that value





is likely to be without first paying the adviser. We understand this dilemma very well and that is why we set up our service to be a bit different. With us, you get our full advice upfront, and with it an understanding of the real value on offer, without having to pay a penny. Then you can decide what you want to do, at your leisure, in full knowledge of all the facts and the costs involved. No pressure, and no upfront fees.

## **How our service works**

We are a national firm providing a face to face, telephone and correspondence based service to our clients. This means that you don't have to travel miles to get sound advice, we can get a clear picture of your situation and really get to understand your objectives even if it means sitting on your sofa late into the evening in order to sort out your pension.

Once you have engaged us, the first thing we will do is to ask your current pension provider/s for some key information about the features, benefits, charges and performance of your current pension provision. Some providers can take a long time to provide this, but most companies now provide the information within a few weeks.

We then have some analysis work to do at our end before we contact you to arrange a telephone conversation with an IFA. This is a conversation that helps us to understand some important facts about your circumstances, your current and future plans for this money, and how much risk you are prepared to take in order to grow your pension.

Then your adviser will get to work and create a professional report with their recommendations and arrange a face to face visit at home to present their findings for your consideration with no upfront costs and no obligation meaning there is no risk in checking the current status of your pension!

Why not contact us now and get your pensions checked, after all this is your money and you are going to need it.

*Assured Private Wealth are authorised and regulated by the financial conduct authority. FCA Number 718755*

# OTHER SERVICES

---

## **FUNERAL PLANS**

Duration varies • Price varies

UK's Most Popular, Affordable and Flexible Pre-Paid Funeral Plans. Fully endorsed by The National Federation of Funeral Directors and The Fair Price Charter.

A pre-paid funeral plan is a means by which you can fix the cost of the funeral director's fees and services, meaning that no matter how long you live there will never be anything further for your family to pay towards them.

In addition to saving your loved ones' thousands of pounds, potentially, against the cost of a future funeral - a pre-paid funeral plan has the additional benefit of allowing you to dictate the format of the funeral, thus eliminating the uncertainty that can often cause bereaved families additional distress.

It goes without saying that losing a loved one is an incredibly difficult and distressing experience. Taking out a funeral plan is an effective way by which to minimise the financial and emotional burden on those left behind.

---

# PROVIDING PEACE OF MIND FOR YOU AND YOUR LOVED ONES

---

Are you concerned about any of the following?

- **Losing your family home to care costs?**
- **Inheritance tax?**
- **Losing mental capacity?**
- **Marriage after death?**
- **Your children being disinherited?**
- **Does your family have a history of dementia?**

If you answered yes to any of these concerns please book an appointment.

Our Wills/Estate Planning Consultant will help and advise you with no obligation and plan to help you meet your financial needs over your lifetime and protection for your family.

---





**ASSURED**  
PRIVATE WEALTH  
SECURING YOUR FUTURE

Registered in England and Wales company  
registration number 08759684.

Assured Private Wealth Ltd (A.P.W) is Authorised  
and Regulated by the Financial Conduct Authority.  
FCA No 718755.



APW Southampton  
27-29 Rumbridge Street,  
Totton, Southampton, SO40 9DQ.  
023 8066 1166  
[info@apw-ifa.co.uk](mailto:info@apw-ifa.co.uk) [www.apw-ifa.co.uk](http://www.apw-ifa.co.uk)