

Experience and expertise helps us give clients the right advice

Eastcote Wealth Management managing director **Trevor Law**, a Post personal finance columnist, explains why good financial advice matters

WHEN it comes to wealth management everybody naturally hopes that their investments

will grow.

But there's a range of factors at play – risk, return, tax, charges and accessibility.

And you have to be on top of such challenges to provide the best service.

As an independent financial adviser, and determined to remain so despite a trend in the sector towards consolidation, Eastcote Wealth Management offers trust-worthy planning, private client and corporate, reviewing and optimising existing portfolios or establishing new ones as necessary.

It is directly authorised by the Financial Conduct Authority and has been awarded chartered status by the Chartered Insurance Institute.

We have a board of five directors – myself and senior colleagues Jonathan Hearn, David Fleet, Rob Kenyon and John Ruddick, all of whom are also shareholders.

We believe there is a real demand for advice in the more complex areas of trusts, pensions, investment and estate planning and many clients and professional advisers, including lawyers and accountants, prefer working with privately owned, whole of market and highly qualified advisers rather than large corporate firms.

We boast a range of specialisms within the business providing niche, not generalist, financial planning for high earners, business owners and wealthy individuals.

For example, Jonathan is a member of Resolution, the national organisation of family lawyers committed to non-confrontational divorce. Pensions in divorce is an area that is growing rapidly, in particular advice on how best to rebuild pension funds after the event.

The careful use of trusts and gifting is generally a very efficient way of protecting family wealth and ensuring it is passed to beneficiaries in the most tax-efficient manner. Our STEP-qualified (Society of Trust & Estate Practitioners) advice team headed by Rob has extensive knowledge of the legal and tax aspects of trust planning and trustee investments. This is highly technical, and



► Directors (left to right) John Ruddick, David Fleet, Trevor Law, Rob Kenyon and Jonathan Hearn. Below left: Eastcote Wealth's spacious offices and, below right, Josh Foster, one of the team in our open-plan environment



professionals and clients can have confidence that they are dealing with experienced and knowledgeable advisers.

DB pension transfers is another important area of expertise. Three million savers in the weakest, private-sector defined benefit pension schemes only have a 50/50 chance of receiving the pay-outs they were promised, with employers struggling to meet their obligations, according to a September 2017 study by the Pensions and Lifetime Savings Association (PLSA).

High-profile cases such as the BHS collapse have highlighted con-

cerns over the future of workplace pensions.

This is a very treacherous area of financial planning and the unwary client needs expert advice to avoid potential pitfalls and achieve the best outcome.

Then there is the wider issue of pension funding – annual allowance and lifetime allowance. Do many high earners realise that their annual pension contribution allowance starts reducing once they earn over £150,000? We can explore ways of preserving the full £40,000 annual allowance, avoid charges for excess contributions or find alternative ways of funding their retirement.

The pension annual allowance is currently £1 million. Any amount in pension benefits above this amount is liable to a substantial charge. Again we can analyse in detail clients' whole pension provision, help

protect existing pension funds and build up retirement pots outside of traditional pensions.

Linked to this, successful businesses often outgrow their existing premises and Eastcote Wealth Management is adept at financial guidance if you're looking to expand into a new commercial property through self-invested personal pensions (SIPPs) and small self-administered schemes (SSASs).

Here, we like to see financial success as a long-term plan.

With private clients, we take the time to research and fully understand their situation, hopes and dreams.

Do you wish to support your children through higher education, help to save for purchasing a home, or plan for the possible long-term care of the older generation?

You may wish to consider the tax

efficiencies of offshore investments or simply make the best use of ISA entitlements. We can help you to take a strategic view, whether investing for income or growth.

Equally, on the corporate side, our highly qualified and experienced advisers offer a full range of services for business owners and their employees. A tailor-made company pension and employee benefits package can be a powerful tool in attracting and retaining quality staff.

It is essential that you get the right advice and support to establish auto enrolment pensions, keyperson and shareholder protection and staff benefit schemes. Eastcote Wealth can guide you through the process of setting up and running these plans.

In total, a blueprint to meet all your financial planning and wealth management objectives. And, just as importantly, we will continue to monitor, advise on and evolve this as your circumstances change.

Based at Eastcote, near Solihull, Eastcote Wealth Management came into being earlier this year.

But we have a lengthy professional history in the industry, more than 30 experienced staff including 12 advisors, approaching £500 million of funds under management, and over 1,500 clients.

A required warning – it is always the case that the value of investments and the income from them can go down as well as up. You may not get back the original amount invested. But in good times and bad you can be sure that with Eastcote Wealth Management you are in excellent hands.

■ *The views expressed in this article should not be construed as financial advice.*