



BREWIN  
DOLPHIN

Wealth management  
services *for partners*

Helping partners to safeguard and  
build their wealth

/ SOLICITORS & ACCOUNTANTS



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# *Living for the moment, preparing for the future*

We work with many professionals and appreciate how increasingly busy you are. Tighter completions, more compliance, challenging margins, pitches, mentoring, independence rules and, when time permits, a personal life with an equally hectic schedule.

With so many priorities vying for your attention, you may find you don't have the time to manage your finances effectively. Therefore, as you progress through your career, you may benefit from the trusted and expert guidance of a wealth manager to help you achieve your long-term financial goals. This is where we can help.

## **A long heritage of making a meaningful difference for our clients**

Our aim is to make life easier for busy professionals like you. In the strictest confidence, we will learn about your financial circumstances and quickly build an understanding of where you would like to be – and offer advice on how you can get there. Our focus is on providing quality advice – not on selling products – and our goal is to inspire confidence so that you can make the right choices.

Established more than 250 years ago, we are one of the UK's leading wealth managers. We work closely with over 300 law firms and around 100 accountancy firms ranging from Big Four and Magic Circle firms to medium-sized accountancy and law firms with national and regional offices. Our clients include a wide cross section of senior managers, associates and partners.

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*Thank you Brewin Dolphin for simplifying my choices and getting my financial affairs on the right track.*

**JS, London Law**

**The value of your investments can fall and you may get back less than you invested.**

# Providing high-quality guidance throughout your career

Our clients tend to be self-employed partners who have worked for one or more firms for up to 20-25 years. They range from those who have just accepted a partnership right through to senior partners contemplating retirement in the near future.

We find our clients' financial needs change across the years as their careers and family circumstances evolve. Typically, there are three distinct periods which partners pass through:

# 1

The accumulation phase:  
early partner years

# 2

The growth phase:  
middle partner years

# 3

The decumulation phase:  
later partner years

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## Two key areas of support

We can help you achieve your financial goals throughout every stage of your career – from your early partner years through to post retirement. Our guidance is provided by two types of wealth adviser whose expertise, when combined, can provide you with the best long-term outcome.

- **A financial planner** – this specialist can advise you on a wide range of financial matters and will be fully aware of the ethical and independence rules your firm may need to adhere to:
  - Maximising your tax allowances
  - Savings and cash management
  - Purchasing the right life and medical protections
  - Retirement planning (professional services SIPP)
  - Education fees planning
  - Planning for later life care and how to pass your estate on to loved ones in the most tax-efficient way.
- **An investment manager** – this expert will build a portfolio of investments for you based on your personal circumstances, objectives, partner independence rules and attitude to risk. They will then manage it on your behalf to ensure it stays on track to meet your long-term objectives. This service brings lots of benefits:
  - You have direct access to a specialist investment manager who is available to regularly meet with you as required
  - Your manager will respond quickly on your behalf when market conditions change, adjusting your portfolio as appropriate
  - The investments within your portfolio will have been recommended by our award-winning and highly-respected in-house research team
  - You will receive regular portfolio valuations and market updates
  - You will be able to view your portfolio at any time through your secure online account.

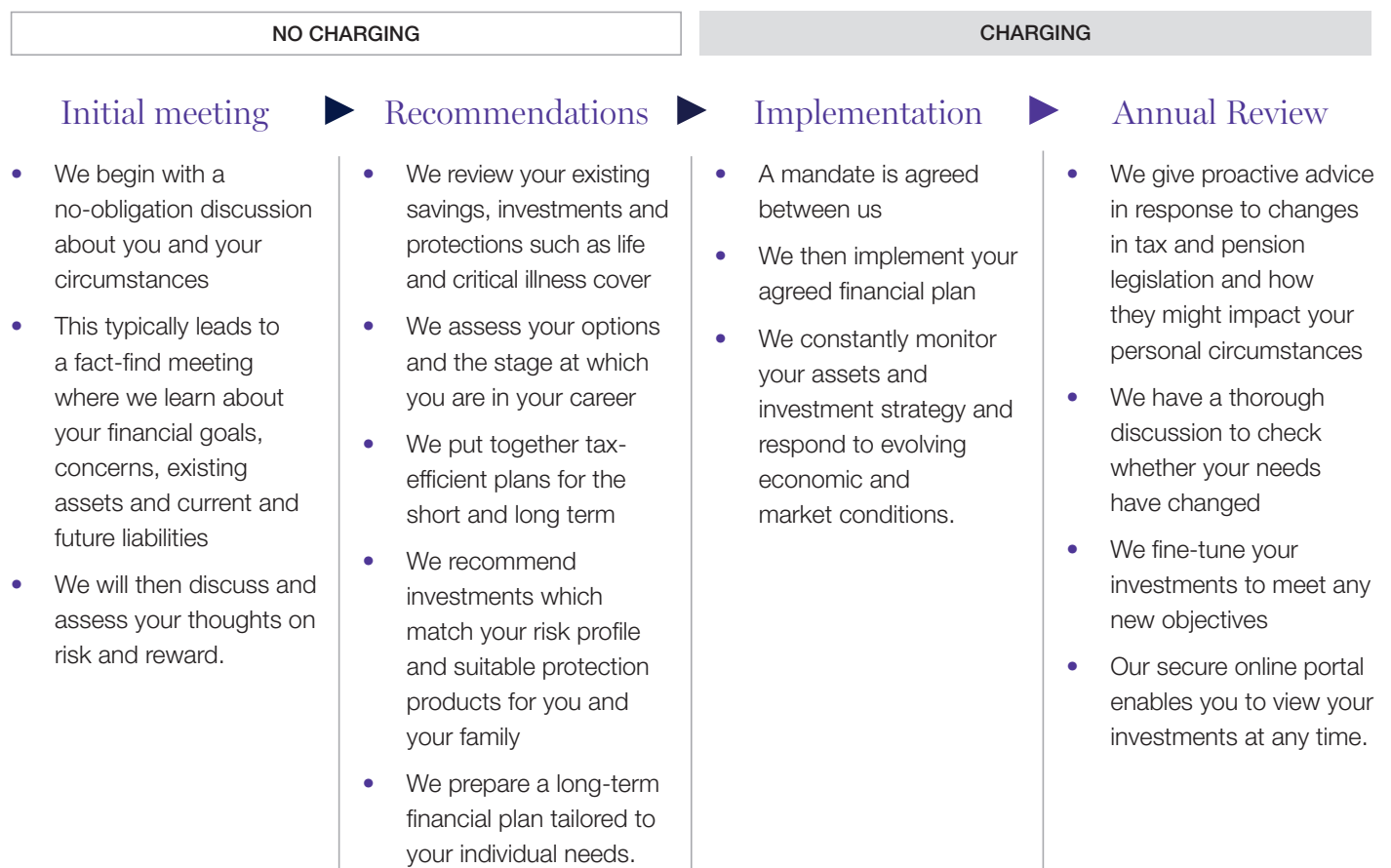
The value of your investments can fall and you may get back less than you invested.

Whilst Brewin Dolphin looks across a wide range of financial products and services in order to meet your clients' needs and objectives, we will not review all Retail Investment Products in the market. As such we offer a 'Restricted Advice Service'.

# Our goal is to make your life easier

We appreciate that you may not have much time to deal with your investments and financial affairs. It is our role to help professionals manage their wealth so that they can concentrate on their careers and family life.

Most partners choose to engage with us in the following way:



The value of investments can fall and you may get back less than you invested.

# 1 *The accumulation phase:* the early years

## Building a solid foundation

In the early partner years, your disposable income typically increases and so planning for the future generally becomes more of a focus. Savings and pensions and the need for wider financial planning become more important as you look to safeguard and grow your wealth and avoid embarrassing breaches of partner independence rules.

We help partners at this point in their life in a number of ways:

### Tax planning

One of our financial planners will work with you to ensure your investments are held in the most tax-efficient manner. They will help maximise all your various tax allowances and exemptions and explore the most tax-efficient ways to hold assets across the family. Our guidance is non-contentious and we do not engage in any planning which could be perceived as 'aggressive'.

### Pensions

We appreciate some firms' pension funds are not open to partners. A financial planner can therefore advise you on starting a personal pension and replacing employer contributions that may have previously been paid. They can also give any advice you may need if you remain a member of your firm's scheme, including how to increase your contributions tax efficiently. The charges and performance of any other pension schemes you may have can also be reviewed.

### Education fees planning

We can assess any school fees plan you have in place to check it remains on track. To ensure your goals are met, our analysis can guide you on whether you need to increase your regular contributions or make additional 'lump sum' investments.

### Investments

Following an assessment of your objectives and attitude to risk, we can recommend a suitable investment strategy to help you achieve your long-term goals. We will review your existing investments and, if appropriate, give advice on making regular and lump sum contributions. Importantly, we fully understand you are subject to strict independence rules and so our advice and any recommendations will be in complete compliance with your internal policies.

### Protections

When you become a partner, life cover and income replacement policies may no longer be provided by your firm and so we can help you find the best alternative cover. We can also check whether you have sufficient cover for mortgage payment/income protection, which may be particularly important if you have recently moved up the property ladder.

### Wills and power of attorney

We can check whether your will and power of attorney arrangements are up-to-date and that they express your current wishes. If required, we can recommend third parties who can independently review these for you.

NB: Any reference to trusts is made in connection with financial planning trusts such as Discounted Gift Trusts, loan trusts or gift trusts.

Please note that this document was prepared as a general guide only and does not constitute tax or legal advice. While we believe it to be correct at the time of writing, Brewin Dolphin is not a tax adviser and tax law is subject to frequent change. Tax treatment depends on your individual circumstances; therefore you should not rely on this information without seeking professional advice from a qualified tax adviser.

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# 2 *The growth phase: the middle years*

## Maintaining the optimum balance

Once you have been a partner for 10 years or so, your disposable income will typically be proportionally higher. The choices you make now can make a significant difference to your options later in life.

At this stage of your career, your financial affairs can become quite complex and our wealth managers are on hand to give you full and clear advice.

### Pensions

As the accumulation phase begins to peak, our advisers can help you think about your plans for retirement which may only be a decade or so away. They can help by:

- Keeping you up-to-date with key pension legislation changes and what these mean for you.
- Advising on maximising your annual pension allowances – and those of your spouse – and any unused reliefs from previous tax years.
- Reviewing all your pension arrangements and considering whether consolidation is appropriate.
- Evaluating professional management options for your pension investments.
- Detailing how commercial property, including your own premises, can potentially be held within a Self Invested Personal Pension (SIPP).

### Tax planning

We can ensure you and your spouse maximise the various tax allowances you receive each year, including personal allowances, capital gains tax exemptions, and dividend and savings interest allowances.

### Education fees planning

If you are paying university fees – or will be doing so in the near future – your plans may benefit from an annual review. We can conduct an analysis to see whether there is any shortfall or surplus and if your investments are held in a tax-efficient manner.

### Protection

Policies you have held for years may no longer be appropriate, leaving you exposed if there is a change in your circumstances. We can review your protection policies, ensuring they reflect your increased earnings and outstanding mortgage.

### Investments

If you have accumulated a sizeable portfolio of investments, you may wish to consider professional management options. A discretionary fund manager, for example, can look after your portfolio on a day-to-day basis. They can ensure it remains in line with your attitude to risk and objectives and on track to meet your long-term goals. They draw upon the in-depth analysis of our in-house research team, a group responsible for identifying the very best investments from across the market for our clients.

Importantly, our managers will be fully aware of the compliance restrictions you are under and will ensure your portfolio is managed in complete accordance with your partner independence rules.

### Cash management

We find many accounting partners avoid investments for fear of breaching compliance rules and have substantial cash amount on deposits. Our cash management service seeks to earn the best possible interest rates for your cash savings, taking advantage of a wide range of instant access and time deposit accounts and fixed rate saving bonds. We spread your savings across different providers so that you have maximum protection from the FSCS deposit scheme.

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# 3 *The decumulation phase:* the later years

## Preparing with confidence

Unless you have other career plans, like a non-executive director role, becoming a consultant or moving to another firm, you may now be thinking about your arrangements for retirement. The reality for most is that there is no ownership stake to sell and so, unless you have an alternative income, your retirement savings pot may have to fund your lifestyle.

We can help put a plan together for generating a stream of income for your retirement from the assets you have accumulated over your working life.

### Cashflow forecasting

A cashflow planning exercise is a very effective way of building a broad understanding of what your finances might look like in retirement. The analysis considers your income and planned expenditure over the years ahead and gives an indication of whether your plans are affordable or not. It can consider scenarios bespoke to you and your family such as how you may fund the purchase of a yacht, pay education fees for your grandchildren through to building a comfortable care plan for much later in life.

### Generating an income from your pensions

At this point, our advisers can help manage any pension issues for you and ensure you receive the most tax-efficient income stream. They can advise you on the various ways to generate an income, such as 'flexible drawdown' and annuities as well as your options for taking tax-free lump sums. They can also review any final salary schemes you may have as well as your State Pension entitlement.

### SIPP and property

If a commercial property owned jointly by partners is held within your pension (SIPP), we can advise you on how to manage your exit.

### Education fees planning

We can advise on tax-efficient ways to fund school or university fees for your children or grandchildren, particularly from an inheritance tax perspective.

### Protection

In our experience, many partners at this stage in their careers are overpaying for various protections such as any remaining mortgage, income and other life benefits. A full review may therefore be appropriate.

### Inheritance

If you receive an inheritance at this time of your life, our advisers can present options on how to invest the inheritance and whether you should commit any proceeds to a trust. Now may also be a sensible time to review with your family solicitor your own will and power of attorney arrangements. Such a conversation can bring enormous peace of mind for you and your loved ones.

### Tax planning

Our advisers can review any historic trusts you have put in place and help ensure these remain in line with your wishes and circumstances. We can also review your existing investments, making sure they are held in the most tax-efficient way.

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No investment is suitable in all cases and if you have any doubts as to an investment's suitability then you should contact us.

# *Investment and independence*

## Supporting high standards of compliance

We appreciate that there are strict rules which you must abide by when investing in shares. Our approach to compliance means you have complete peace of mind when we manage your investments for you.

In our experience, some partners and their spouses prefer not to invest in equities because of the regulatory risks involved. Breaches, which are usually accidental, are embarrassing and there can be financial penalties too. This can encourage partners to invest in other assets, which can be unsuitable from a risk perspective and can also be difficult to sell.

### How can we help?

We are very familiar with the challenges accountants and lawyers face in interpreting complex independence rules. Our team therefore aim to ease the compliance burden under which you operate and, if required, we can work with central teams to ensure partners do not inadvertently breach the rules.

We support compliance in different ways:

- We can check potential investments against a prohibited securities list supplied by your compliance team.
- With your consent, we can work on a 'pre-clearance' basis operated by your compliance team before making investments on your behalf.
- We can provide details of an investment to your compliance team within an agreed period of time (including, where applicable, contract notes).
- We can also advise your compliance team of any share disposals.

### Managing potential conflicts through a dedicated fund

A pooled investment fund, such as a private unit trust or private investment company, can be a simple, cost-efficient and compliant option for a group of partners. We can present the relative advantages and disadvantages of this approach for your consideration.

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# *A Professional Services SIPP*

More choice, more freedom

A Self Invested Personal Pension – or SIPP – can be designed for partners and partnerships, offering a flexible and convenient way to consolidate numerous pension funds built up over the years.

A SIPP is very similar to a personal pension and offers all the same tax advantages. However, they can contain commercial property and individual share holdings and so offer more choice and flexibility than traditional pension plans. A SIPP can also benefit from the skill and expertise of a discretionary fund manager.

## **Establishing a SIPP**

In brief, a SIPP is taken out by an individual partner and written under trust. Contributions are then made to the fund over time by the partner. The SIPP is fully portable and so if the partner leaves the firm they take it with them (although if property owned by the partnership is included within the SIPP this can be a complication). The fund will pass free of inheritance tax to the partner's beneficiaries if death occurs before any retirement benefits are taken.

We can provide you with a Professional Services SIPP following:

- An initial financial planning consultation covering pension legislation, taxation and details such as contribution limits and annual allowances.
- A discussion on your investment objectives for your SIPP.

The administration of your SIPP will be managed by a third party SIPP provider/administrator.

## **When is a SIPP appropriate?**

A SIPP is usually considered by partners who have accumulated pension savings of at least £200,000 over the course of their careers (smaller funds may not be economical). The partner will typically have a number of separate pensions from spells at different firms and is looking to consolidate them into a single fund.

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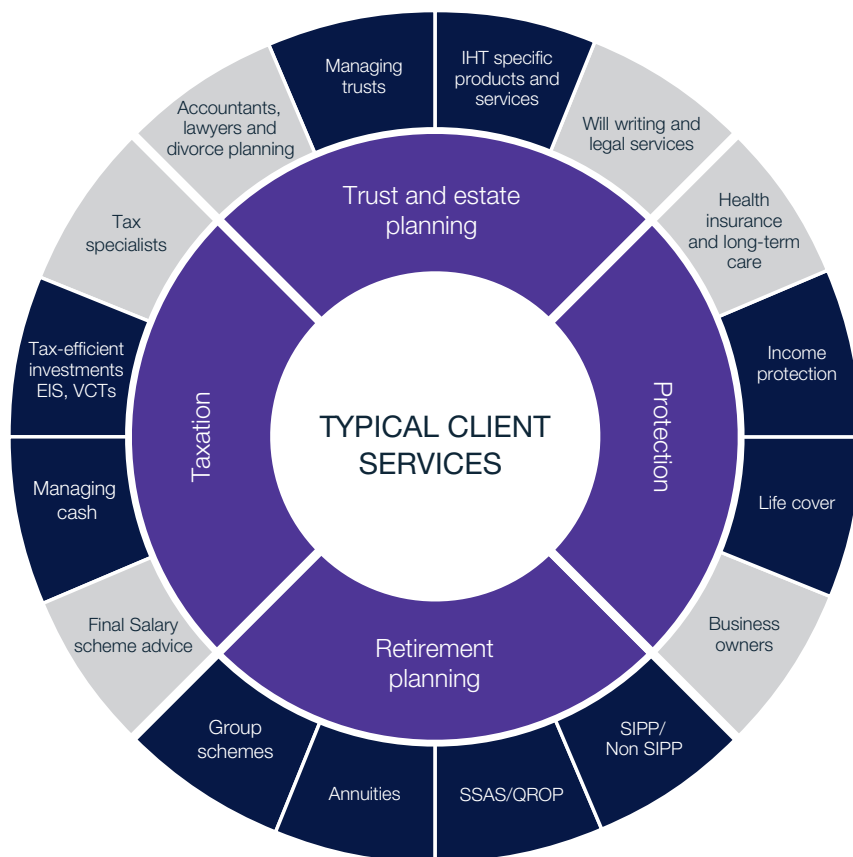
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**No investment is suitable in all cases and if you have any doubts as to an investment's suitability then you should contact us.**

# A full range of wealth management services

A Brewin Dolphin financial planner can help you with a range of needs:

- We can talk about your needs in these areas
- We can make a full recommendation to you
- We can identify your needs and inform you if they require external specialist support



## Next steps

To find out more about how we can help you achieve your long-term financial goals, please email [professionaladvisers@brewin.co.uk](mailto:professionaladvisers@brewin.co.uk). Or call us on 020 3201 3363 and we will be delighted to help.

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# *A comprehensive* wealth management service available nationwide

In total, we employ over 450 wealth managers in 27 offices throughout the UK and Channel Islands so, wherever a client may be located, our team are on hand to provide an efficient, local and specialised service.







# Helping partners plan their finances over the course of their careers