

HARRIS

LIPMAN

CHARTERED ACCOUNTANTS

Stages of Life



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Throughout our lives we face personal and financial choices that impact on us as well as on those around us.

At Harris Lipman, we recognise that certain choices tend to present themselves at particular stages of life, whilst others crop up consistently. We are here to guide you through both the good times and the bad, giving you and those around you the complete advice and support required for peace of mind now and in the future.

We have identified five key stages which recognise the various needs that you have at different times in your life. On the following pages, we take a look at each stage and identify the life events that typically occur and the assistance we can provide.

Of course these key stages may apply not only to your own life, but also to the lives of those you care about – parents, grandparents, children, grandchildren and other relatives or friends.

Please contact us to find out how we can help you.

Life stage 1 Starting out

Priorities

Establishing a career and a personal life

Life Events

- Being a student and sharing a house
- Cohabiting
- Arranging finances after graduation
- Buying your first home
- Taking out a first mortgage
- Inheriting money from a trust
- Starting a business

Legal, Tax and Financial Planning Services

- Property advice
- Asset protection
- Cohabitation agreements
- Co-ownership agreements
- Wills
- Advice on form of loan/property ownership
- Forming a company/partnership
- Tax planning advice
- Advice to trust beneficiaries
- Advice on protection cover for key people in business and any pensions required

Life stage 2 Settling down

Priorities

Protecting and consolidating your position

Life Events

- Marriage or Civil Partnership
- Starting a family
- Buying a family home
- Starting a pension
- Protecting against death or illness
- Paying school fees
- Planning for children's future

Legal, Tax and Financial Planning Services

- Structuring your assets effectively
- Consolidating your financial security
- Pre-nuptial agreements
- Wills
- Appointing guardians for infant children
- Property advice
- Asset protection
- Setting up and running trusts

Life stage 3 Midlife

Priorities

Saving and long term planning

Life Events

- Acquiring investments
- Tax free savings
- Purchasing a holiday home or 'flat in town'
- Separation/divorce
- Starting a second family
- Planning for income in retirement
- Looking after elderly relatives
- Bereavement
- Accidents and claims for loss

Legal, Tax and Financial Planning Services

- Asset protection
- Inheritance tax planning
- Matrimonial advice
- Planning to mitigate income tax and capital gains tax
- Wills
- Property advice
- Tax advice – onshore and offshore
- Reviewing pensions to ensure appropriate investments provide sufficient cover
- Lasting Powers of Attorney
- Court of Protection work
- Trusts to protect elderly relatives
- Personal injury claims and other dispute resolution
- Administration of deceased relatives' estates

Life stage 4 Retirement

Priorities

Retiring, giving and enjoying life

Life Events

- Selling your business or passing it on to the next generation
- Moving offshore
- Retiring abroad (full or part time)
- Downsizing your home
- Protecting your assets
- Protecting a family carer
- Requiring residential care and/or nursing care

Legal, Tax and Financial Planning Services

- Commercial and business tax advice
- Tax planning advice – onshore and offshore
- Property advice
- Establishing trusts
- Wills
- Inheritance tax mitigation
- Trusts and gifts for grandchildren and other dependents
- Drawing down pension

Life stage 5 Succession

Priorities

Efficient and sensitive estate administration and tax planning

Life Events

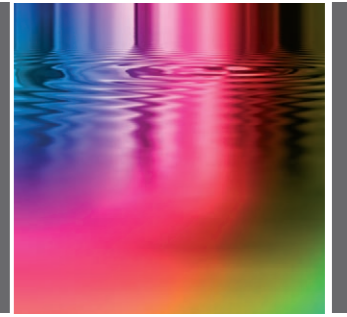
- Bereavement
- Reviewing inheritances
- Receiving inherited property
- Passing wealth down the generations
- Asset protection for the young, elderly and vulnerable
- Protection for reckless beneficiaries
- Disputes regarding Wills, estates and inheritances

Legal, Tax and Financial Planning Services

- Administration of estates
- Deeds of variation
- Post-death inheritance tax mitigation
- Resolving contentious Wills, estates and trusts

Harris Lipman offers a 'one stop' wealth management advice and estate legacy service. As such matters include legal as well as financial considerations, we would be happy to introduce you to our panel of specialist legacy services and legal providers.

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Case study

Not long after she graduated from university, our client received some inheritance from a trust set up on her grandmother's death.

She bought her first house with her boyfriend and her parents helped fund the deposit.

Her parents were keen to ensure that their and their daughter's contributions towards the house were protected in the event that the relationship broke down.

Our advice included:

- Dealing with the house purchase.
- Documenting the ownership of the house, making it clear who owned what share and setting out the procedure to be followed in the event of a break up.
- Preparing a Will to ensure the client's share of the house and other assets passed in accordance with her wishes on death.
- Preparing a loan agreement for the parents' contribution since they were not financially ready to gift it to our client but, equally, did not want to have a share in the house.
- Advice on their first mortgage and associated life cover – affordable and appropriate to their needs.

Life stage 2 Settling down



Priorities

Protecting and consolidating your position

Life Events

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Legal, Tax and Financial Planning Services

- Structuring your assets effectively
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Case study

Our client came to us about six months before his marriage. The balance of wealth was extremely unequal between him and his wife, and they had agreed to put in place a pre-nuptial agreement to regulate the division of their assets in the event of divorce.

He also had two young children from a previous relationship and thought he and his wife would have children in the future.

Our advice included:

- Advising on the pre-nuptial agreement.
- Preparing a Will to ensure that the children would have a fair and proper provision on his death.
- Arranging appropriate life cover, effectively written in trust to ensure sufficient funds for our client's family to be financially secure on his death.
- Advising on the need for guardians for infant children.
- Explaining the terms of various family trusts of which our client was a beneficiary.
- Establishing a trust to assist with the children's school fees and mitigate inheritance tax on his estate.

Life stage 3 Midlife



Priorities

Saving and long term planning

Life Events

- Acquiring investments
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Case Study

Having recently sold a business and invested some of the proceeds in a holiday home abroad, our client knew it was time to review the Will he made a while ago, particularly in view of his recent marital difficulties.

He had also recently lost his mother and was concerned that the inheritance he was due to receive would worsen his own tax position.

Our advice included:

- The sale of the business and related tax advice.
- UK and foreign Wills.
- Tax advice both in the UK and abroad.
- The administration of his late mother's estate.
- A deed of variation to redirect part of his inheritance to his children to save inheritance tax.
- Tax efficient gifts.
- Advice on investments and the use of his inheritance.
- Lasting Powers of Attorney authorising our client's chosen attorneys to take financial, health and welfare decisions for him should he become incapable.
- Advising our client on how his inheritance would be treated in the event of divorce from his wife.

Life stage 4 Retirement



Priorities

Retiring, giving and enjoying life

Life Events

- Selling your business or passing it on to the next generation
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- Drawing down pension

Case study

Our clients were in good health physically, but unfortunately one of them was in the advanced stages of Alzheimer's. His wife wanted the upcoming move to a smaller house to be their last one.

The aim was to protect their wealth for the next generation by saving inheritance tax and care fees. They didn't want to gift too much and worry about their standard of living later on.

Our advice included:

- Updating our client's Will so that funds would not pass directly to her incapacitated husband, but were there for his benefit.
- Registering the Lasting Power of Attorney with the Court of Protection so that attorneys could manage our client's finances.
- Rearranging their finances to meet their new situation (while not infringing the 'deprivation of assets' legislation).
- Planning their finances including the final drawing down of the wife's pension.
- Establishing a trust for their grandchildren, gifting manageable and tax efficient amounts to it each year.

Life stage 5 Succession



Priorities

Efficient and sensitive estate administration and tax planning

Life Events

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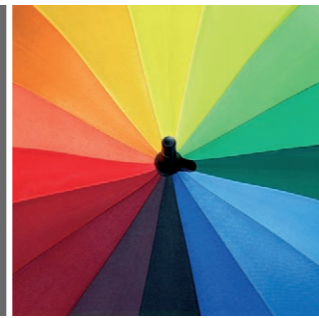
Case study

Our clients had lived together as 'man and wife' for many years, but had never married. He incorrectly thought that he didn't need a Will because everything would pass to his partner automatically. He died intestate, unintentionally leaving his estate to his estranged brother.

Our advice involved:

- Helping bring a claim against the estate to receive some financial provision for the surviving partner. We secured a sizable portion of the estate without the need to go to Court.
- Making a new Will so that the surviving partner could be sure her intended beneficiaries received what she wanted to leave them.
- Advising the surviving partner on the implications for her Will when her adult son announced that his wife and he were divorcing, and advising her son on the pros and cons of mediation in divorce proceedings.
- Advising on a pre-nuptial agreement should the surviving partner choose to remarry, as well as on a new Will, in order to safeguard her children's inheritance.

Working with you



At Harris Lipman, we pride ourselves on offering a high standard of service, with an emphasis on being totally proactive and approachable.

We are committed to completely understanding our clients' finances, goals and needs to help them make the most of their money, both throughout their lifetime and when they are no longer able to take care of their affairs themselves.

Our commercially minded, creative support – combined with a sympathetic approach – helps you reach your financial and personal objectives while ensuring your loved ones are adequately provided for.

The contents of this brochure are intended as guidelines for clients and other readers. It is not a substitute for considered advice on specific issues. Consequently, we cannot accept any responsibility for actions arising from this information or for any errors or omissions.

Below are just some of the value-added services we can offer your business:

- Helping you develop and grow your business
- Implementing and improving systems
- Review of your profit improvement potential
- Proactive tax planning
- Payroll
- Outsourcing
- Assisting on the collection of debts
- Investigating potential targets for acquisition
- Succession planning
- Estate and inheritance tax planning
- Implementation of accounting software

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