

**SAUNDERSON  
HOUSE**

Part of Rathbones Group Plc



Making the  
right decisions

Financial planning services

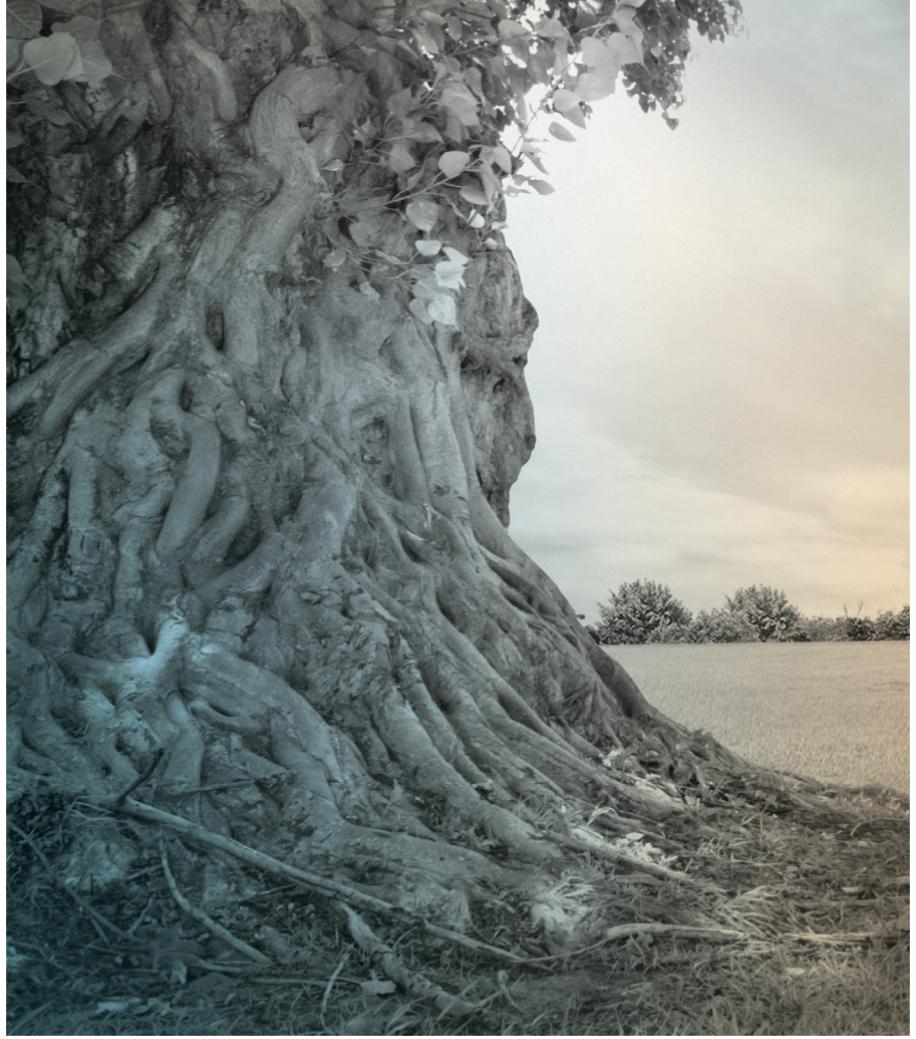
The value of investments and the income from them may go down as well as up and you may not get back your original investment.

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How we  
can help



## **Our role is to help you make the best decisions with your money based on what matters most to you and your family.**

Organising your finances and planning your future can be time consuming and complex, often involving multiple options and competing opportunities. By working with a Saunderson House financial planner, you can feel confident that you have made an informed choice to steer your financial future and have not inadvertently missed any opportunities.

Some decisions have only modest or short-term consequences, while others have significant long-term impact. Getting these decisions right can make a substantial difference to your financial wellbeing. With our advice and guidance, we can help you make the right choices.

We can also bring together other specialists with trust, legal, tax or charity expertise as and when needed, creating a team who can work with you to get the right outcome.

# What is financial planning?



Taking time to understand what's important to you is central to giving you peace of mind. Everyone is different, so we make sure we fully understand your current and long-term needs as well as any personal goals. Using this information, we will work with you to create clear and precise financial objectives to work towards.

Through the financial planning process, we can help:

**Give you confidence to make decisions** by answering vital questions: How much do I need to save before I can stop working? How much can I afford to spend without a risk of running out? How much can I afford to give to family members?

**Guide you to the relevant tax allowance options.** While some are small, they can build up to worthwhile savings in total. Others are significant and can have an immediate impact on your financial wellbeing.

**Potentially boost your investment returns after tax.** We can advise on tax efficient strategies in order to mitigate the amount of tax that you pay. We will keep you up to date with guidance and suggestions on your medium to long-term strategy, with the aim of helping you to achieve the outcomes you want.

**Help you plan for contingencies** by explaining the level of risk in your financial plan and mitigating these risks according to your priorities.

Depending on your personal situation and goals, some or all of these topics can be addressed by the financial planning process, where we will model your finances against your needs and objectives. The financial plan brings your finances to life and enables us to provide bespoke advice that helps you create the future you want.

## Case study

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# Financial plan analysis in action

Phil is 50-years old, living and working in central London as a successful consultant. He earns around £110,000 per year and has an outstanding mortgage of £150,000 on his £950,000 flat. Now divorced, he lives with his 17-year-old daughter, Poppy, who splits her time between her parents' homes.

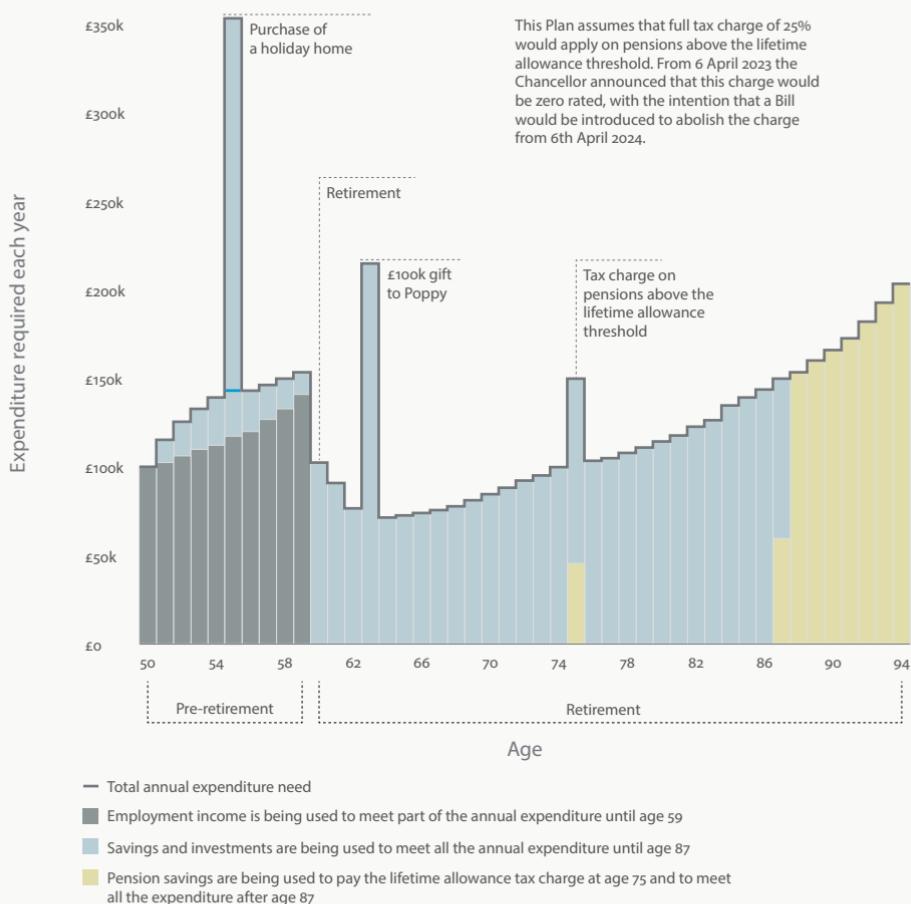
Phil's current financial needs are well provided for, but he has some long-term goals he's working towards. He hopes to buy a holiday home at 55, and then retire at 60 and live half the year in his holiday home. He'd also like to help Poppy get on the property ladder when the time comes, with a substantial gift.

Through financial planning analysis, we were able to map Phil's future needs and goals against cashflow from his savings and assets, giving him a clear picture of how he can fund the retirement of his dreams.

Overleaf is a projection of Phil's expenditure which he needs to meet his financial goals. The plan uses a number of assumptions in relation to inflation, salary increases, investment returns and tax rates, amongst others, potentially affecting Phil's outcome.

## Phil's Expenditure Plan

This is a projection of how much money Phil will need each year, up to and throughout his retirement to meet his goals. The plan shows Phil is drawing on his savings to top up his income in the early years and then he becomes completely reliant on his savings in retirement.



This is a fabricated case study. Forecasts are not guaranteed, and may change based on changes in your investment performance or tax treatment.

# What type of advice can we give?

Some of the advice we give is not directly connected with investment products or solutions. This could be helping you understand state pension provisions, recommending that you update your Will or arrange a Lasting Power of Attorney.

When we do make investment product-related recommendations, however, our advice will initially be restricted to investment solutions provided by the Rathbones Group, where these are suitable for you.

Whatever solution we recommend, we will always act as your advocate. Where Rathbones' solutions are not available or suitable, we will identify appropriate external products or services and recommend the solution that will work best for you.





Initial advice and  
planning tailored  
to your needs

We work with a wide range of clients, each with their own circumstances, interests and goals.

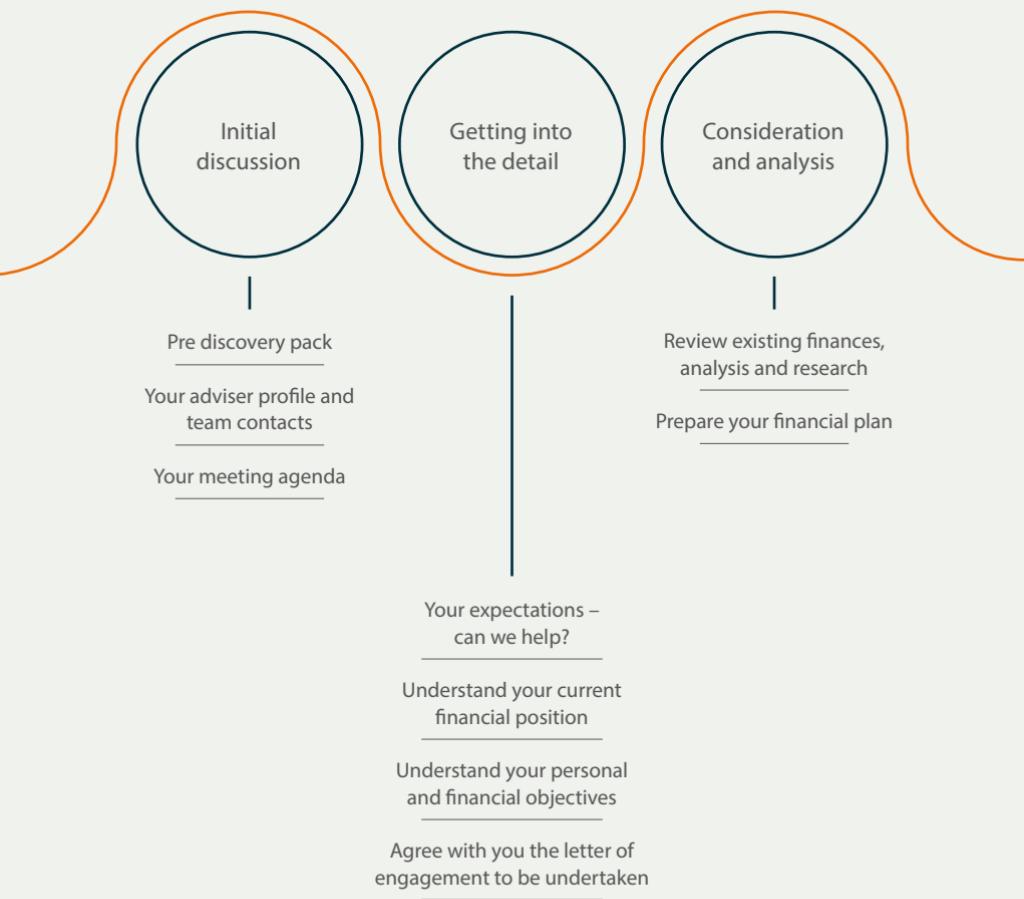
Some are extremely busy and just value our support in keeping their finances under control. Some have recently received a substantial sum, through inheritance or sale of a business, for example. Others have accumulated a range of investments, pensions, properties and portfolios over the years and need specialist help to co-ordinate and consolidate them.

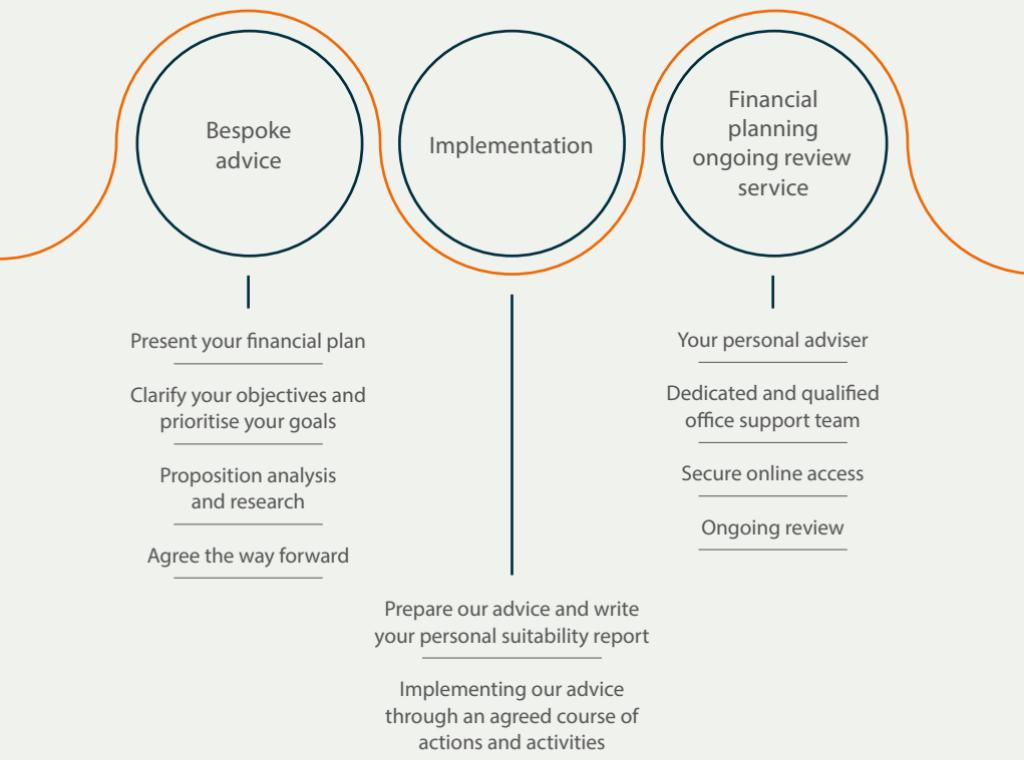
We also work with clients who want to provide for their loved ones in the future, as well as those who need to make significant financial decisions as their personal situations change. We can work with you to create your goals and then produce a financial plan to help you to achieve these. We can review your financial plan regularly and make changes where necessary. Whatever your personal situation, we'll explore all relevant issues with you, highlighting any connections to other financial decisions that might be relevant. Then, we'll set out our recommendations in a way that helps you make a balanced and informed decision. Our recommendations are always personalised and mapped to the nuances of your individual situation.

If we recommend you move assets, or set up something new, then we can help put this into place and confirm when complete. We can add ongoing value by regularly reviewing your financial situation, to see if you are on track to meet your goals and to take action when needed.

Many of our clients are experts in their fields but recognise that investment isn't something to undertake lightly and that mistakes can be avoided with the help of a professional.

# An example client journey





# How it works

## **Initial discussion – getting to know you and exploring how we can help**

Our first step is to make sure we understand what you need and whether we can help. Sometimes, we find that clients may not need our assistance at that time. When we can help, we will outline any issues involved, the information we need to advise you and the likely timescales. We will also send you a clear summary of costs.

## **Getting into the detail – a deeper, more focused conversation**

If you decide to engage us, we will then explore the issues in detail. We'll begin by asking about your preferences and checking how other parts of your finances might link with the matter in hand. If you do not have documentation and data to hand, we can help gather the essential details about your investments, pensions, tax status and plans. We will compare your current position with alternatives and identify the key issues upon which your decisions rest.

## **Consideration and analysis**

We will complete an analysis of your financial position and compare this to your future outgoings – spending, gifts and taxation. Through this cashflow analysis we can help you prioritise your objectives and understand potential risk factors that could impact your plans.

### **Bespoke advice**

After checking that no new information has emerged, we will then talk through our recommendations with you. We will lay out your options and the factors affecting your decision, our assessment of them and how they could impact your priorities. We will give you a written report setting out our advice and recommendations, including whether the ongoing advisory service would be beneficial.

### **Implementation**

With your agreement, we can implement our recommendations on your behalf and confirm when this has been completed.

### **Ongoing advisory service**

As your family or professional life changes, it's important to be confident that your financial arrangements are still suitable for you, and you haven't missed any opportunities. It's also helpful to reassess your financial objectives regularly.

Frequent changes to financial markets and legislation can impact your financial situation. With our help, you won't need to spend time and effort researching these changes. As part of our ongoing reviews, we will advise you of any changes that could affect you, adjust your financial plan accordingly, and make sure your arrangements are up-to-date and still aligned to your objectives.

# How it works

## continued

We have three ongoing advisory services and as part of our initial advice and planning we will confirm which, if any, is, most suitable for you.

Our ongoing advisory services are designed to reflect your financial planning needs and the type of advice required:

- **Focused** – an ongoing advisory service focused around an annual meeting to understand your personal circumstances and objectives, and an annual suitability review (reviewing your investment portfolio, your investment mandate and the use of appropriate associated tax allowances) to assist you in meeting your needs and objectives.

This service can cover you and (if applicable) your spouse or partner and your children under the age of 18 (with you acting on their behalf).

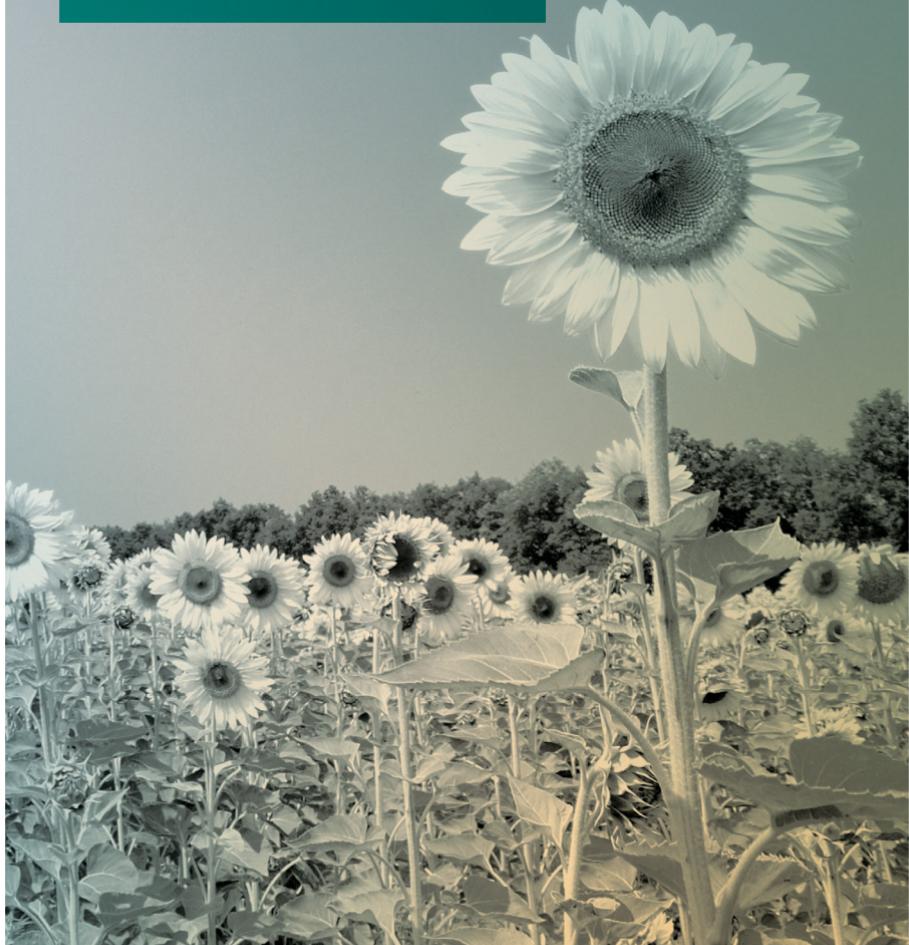
- **Holistic** – an ongoing advisory service that takes into account the whole of your wealth, not just your ‘investment portfolio’. As well as an annual meeting and annual suitability review, the service includes a financial plan, to help chart and guide your progress relative to your personal objectives.

As well as you and, if applicable, your spouse or partner and your children under the age of 18, this service can also cover adult children aged between 18-24 to provide them with a solid financial start to life, as well as family trusts where you are either the settlor or lead trustee.

- **Family** – an ongoing advisory service that considers not only the whole of your wealth but also that of your wider family, including adult children of any age and your grandchildren under the age of 18. This service is designed to support you in successfully passing wealth on to future generations over your lifetime and upon death, to provide you and your family with continuity of planning and service.

As well as an annual meeting, annual suitability review, an update to the initial financial plan and consolidated wealth statement, an optional additional meeting (perhaps with other third-party professionals, to ensure a joined-up approach to your family’s planning) is available on request.

Working  
together  
to pursue  
your goals



Where you already have a discretionary investment manager, or we recommend one as part of our advice, we work alongside them to create a co-ordinated and effective strategy. Engaging with the Rathbones group for your financial planning and investment needs can save you time and provide competitive fee rates with our investment solutions.

#### **Your team**

You'll be looked after by a small team that knows you and your personal situation. Your financial planner will be your key contact. They will be supported by members of the team who will often attend meetings. The team also has access to a range of in-house experts, researchers and analysts who they can call upon when needed or to attend meetings when required.

# How we charge for our services

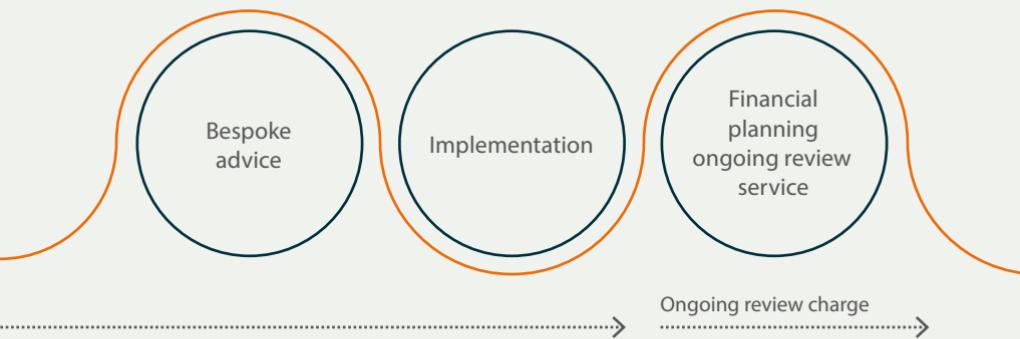


We separate our services into two stages: initial advice and planning, and ongoing advisory services. In each case, we clearly set out what each service includes. We'll also let you know if you're about to cross over into another service and incur extra fees.

## Fees for initial advice and planning

We make sure you are fully aware of costs at all times and will share a detailed letter of engagement for you to approve. No costs will be incurred until you have approved them and know exactly what they are for. The letter of engagement will help you assess the value of our help and decide whether to engage us.

We have tried to keep our advice charges simple and clear, although they always depend on what you ask us to do. Our two fixed fee charges are based on the level of the work involved. Costs will be higher for more complex and time-consuming work.



We will be able to estimate our fee at our first meeting.  
We will then confirm the fee in writing in our letter of engagement.

#### Fees for ongoing advisory services

Once we have assessed whether one of our ongoing advisory services is appropriate, we will complete a detailed analysis of the cost.

Our ongoing advisory service is charged on a percentage of asset size, although minimum fees may apply to certain services. The fee will be confirmed as an annualised amount, but may be collected in more regular intervals.



# Here to help

Whatever your current situation or long-term goals are, our financial planning services can help set you on the right path.

Get in touch to speak to one of our friendly team and find out how we can support your financial wellbeing.



0207 315 6513



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Our planners are highly qualified. They are chartered financial planners, or are working towards chartered status and some hold additional tax, trust, investment and management qualifications. They are experienced, well trained and keep up to date. Their advice taps into extensive research and technical expertise.

## **Additional information**

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Tax regimes, bases and reliefs may change in the future.

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