

**Financial Planning** from highly qualified  
and experienced Financial Planners

**Inheritance Tax Solutions**

# Inheritance Tax (IHT) Solutions

## The services we offer

First and foremost we are professional Financial Planners, qualified in a broad range of financial planning matters including pensions, investments, taxation, trusts, inheritance tax, savings and personal protection insurance (life assurance etc).

## Why use Scrutton Bland Financial Planning Department?

- Independent (i.e. not tied to a bank or insurance company) and authorised and regulated by the Financial Conduct Authority.
- Fee based, i.e. not relying on the sale of financial products.
- Professionally qualified to CII Diploma or above.
- Chartered and Certified Financial Planners.

## Qualification range includes:

- CII Advanced Diploma Taxation & Trusts.
- CII Advanced Diploma Investment Portfolio Management.
- STEP Certificate for Financial Services.

This demonstrates a serious commitment to and full understanding of IHT Planning matters and solutions.

## When involved in IHT Planning, these skills can be utilised

- To take a holistic approach to IHT Planning ensuring we have a full understanding of each client's circumstances and financial position.
- To assist our client in fully understanding the extent of their potential IHT liability.
- To consider the client's personal objectives and needs.
- To consider the client's desire for access to, control, flexibility and income from capital.
- To consider all non Financial Planning solutions to mitigate this liability.
- To investigate the various specialist IHT mitigation plans (Scrutton Bland have a range of 12-15 different solutions).
- To review and comment on existing financial arrangements and identify possible problems or opportunities.
- To ask questions and gather data. Years of experience of dealing with clients and financial institutions provide the knowledge of what questions to ask in order to get the right answers.
- To interpret and analyse information.

Beyond the initial IHT Planning, we will provide ongoing annual financial reviews and financial planning advice to our clients in all other areas. In addition we will



work closely with other professionals such as your solicitor/accountant.

### **When should I call on a Financial Planner?**

As early as possible. As a professional adviser, it should be possible in the early stages to quickly identify which, if any of the adviser's skills can be best utilised. Sometimes a brief telephone call can identify whether or not an initial meeting is necessary. Sometimes it will be appropriate for us to help identify the potential problems and opportunities in the early stages, while in others it will be necessary to be involved only towards the end of the process.

The important message is that opening a dialogue early with Scrutton Bland may save a huge amount of time and money later.

### **How much will advice cost?**

As with any professional service, our aim is to "add value" and ultimately save clients' time and money. In all cases, the service is "advice-led" rather than reliant on product sales and you can be assured that fees charged are always agreed in advance and are fair and reasonable.

### **Our charges are determined by the type of advice, as follows:**

- All initial advice is provided on a time costed (£ per hour) fee. This includes fact-gathering, research, reports & recommendations and implementation.
- Ongoing annual review work is charged on a percentage of funds under advice.

A fee range estimate will be provided at the outset.

We will endeavour to seek payment of our fees from the financial plans arranged on your behalf. Alternatively, we will invoice you direct if you would prefer.



**Ipswich** Fitzroy House,  
Crown Street, Ipswich,  
Suffolk IP1 3LG

Tel: 01473 267000  
Fax: 01473 267001  
[www.scruttonblandifa.co.uk](http://www.scruttonblandifa.co.uk)



**Colchester** 820 The Crescent,  
Colchester Business Park,  
Colchester, Essex CO4 9YQ

Tel: 01206 838400  
Fax: 01206 838401  
[www.scruttonblandifa.co.uk](http://www.scruttonblandifa.co.uk)

