

CASE STUDY



CONSOLIDATING INVESTMENTS

Holding a range of different financial products can cause confusion and lead to many clients burying their head in the sand. Endless amounts of paperwork can be extremely difficult to keep track of and it can soon become overwhelming for clients to manage this themselves whilst running an effective business.

Mr and Mrs C were in this exact position having 8 different financial products across 6 different investment providers and insurance companies. Regular premiums were also being paid into each of these products and Mr and Mrs C had no idea why or what the premiums meant for them. They had been in this position for a number of years, and it was starting to cause them undue stress.

As part of our standard no obligation, free of charge initial meeting, AGFP were able to run through their paperwork and explain what each of the products were and summarise the benefits and drawback of each policy. This gave the clients reassurance and as a result of this discussion AGFP were instructed to undertake a full review of each of these products to analyse the risks, costs and performance with the view of simplifying things as much as possible.

Following the full review, we were able to determine that we could reduce the 8 products down to 4 products in a cost-effective and tax efficient manner. The total annual savings for the clients was around 0.5% per annum and they ended up with their tax efficient investments invested in the AGCIP portfolios. Whilst this cost saving was important, the overall clarity provided the most satisfaction.

We will continue to manage the portfolios for the clients on an ongoing basis, which removes the burden from them and allows them to focus on their business. As they move from running the business into retirement, their AGFP Adviser will be there to support them all the way.



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