

THE LONG TERM CARE PLANNING SERVICE

Our Long Term Care Planning Service is for individuals and Attorneys who wish to make provision to meet care, accommodation or nursing fees.

We are authorised by the Financial Services Authority to advise in this complex and sensitive area. We start with a thorough review of the current situation, existing investments and likely future needs before making our recommendations for future strategy. After Implementation we keep you informed of progress but recognise that your needs are likely to change over time. Our Review Services are therefore an integral part of this Service.

This note must be read with our Terms of Business and Schedule of Fees.

1. INITIAL DISCUSSION

The first step is to introduce ourselves to each other.

We will explain how we work, our areas of expertise and our fees. We will then ask for some background information about you, your current situation and the advice you require.

The initial discussion usually takes about 30 minutes. At the end of the discussion we should both have a clear idea of the work required and how we can help. We can usually also clarify the likely timescales and costs at this stage.

We are happy to have the initial discussion at our offices but it can often be easier to complete this stage over the telephone. There is no charge for the initial discussion.

2. REVIEW OF EXISTING ARRANGEMENTS

This step is only required if there are existing plans, policies or investments that need to be taken into account when designing the future strategy.

We will make all necessary enquiries to report on their terms, performance and effectiveness in the light of your objectives and requirements. We can also take responsibility for the future administration of existing arrangements, if required.

Our fee for reviewing your existing arrangements depends on the number to be reviewed and their complexity but an estimate will be given before we start any work.

PARTNERS

Keith Goodman APFS
Andy Smith ACII APFS
Neil Whitaker APFS

7 Vale Avenue
Tunbridge Wells
Kent TN1 1DJ

Tel 01892 500600
Fax 01892 549611
www.goodmanifa.co.uk

The Goodman Partnership is Authorised and Regulated by the Financial Services Authority





3. ASSESSMENT & STRATEGY DESIGN

This is possibly the most important step and includes:

- ▲ A meeting to define the financial objectives, requirements and priorities such as:
 - immediate and future income requirements
 - Estate preservation and IHT mitigation options
 - tax planning generally
- ▲ An assessment of your investment risk profile using specialist software.
- ▲ Clarification on the help you may expect with accommodation costs or nursing fees from your Local Authority
- ▲ A report containing:
 - comment on the performance and effectiveness of the existing arrangements
 - information on specialist products such as Care Fee Annuities
 - a strategy to meet future income requirements whilst minimising tax
 - information on asset allocation and portfolio construction, if necessary
 - comment on related issues such as the need for specialist advice from other advisers
- ▲ A follow-up discussion to review our analysis and explain our recommendation

We usually work on a fixed fee basis for the Assessment and Strategy Design. Please refer to our Schedule of Fees for further information.

4. IMPLEMENTATION

Implementation includes:

- ▲ Refining our Strategy Design recommendations and agreeing with you:
 - the changes required to existing plans, policies and investments
 - the new investments required
 - asset allocation and fund selection
- ▲ Research to identify the most appropriate products and providers, funds and managers. We will also find the best terms if you require a care fees annuity. We take account of service and financial security as well as charges and performance..
- ▲ A report confirming our final recommendations. This will include comment on providers, product terms & features, portfolio construction and fund options
- ▲ Help to complete the new arrangements or alterations to existing plans as quickly as possible. We will also check that the arrangements are completed and issued correctly
- ▲ Providing relevant information to your other advisers.

Implementation fees are calculated according to the amount to be invested and the complexity of the arrangement. Please refer to our Schedule of Fees for further information..



5. REVIEW SERVICES

Regular reviews are essential if your financial planning strategy is to remain relevant and effective. Changes to the strategy will be required from time to time to reflect changes in your circumstances and requirements, or changes in the financial world generally.

Our Review Services include:

- ▲ a periodic Comprehensive Review and follow up report – see Agenda below
- ▲ a Progress Report in years when we do not carry out a Comprehensive Review
- ▲ contact as necessary between reviews

Our fees reflect the value of your investments and frequency of the Comprehensive Review. Ad hoc Reviews can be provided at any time subject to an additional fee. We will clarify what services are to be provided when we implement the strategy and arrange your investments but a summary is noted below

VALUE OF ASSETS UNDER REVIEW

SERVICES PROVIDED

£100,000 to £200,000

Comprehensive Review (1) every 3 years
Progress Report (2) in other years

£200,000 to £500,000

Comprehensive Review every 2 years
Progress Report in other years
Second Opinion Service (3)

£500,000 to £1.0m

Annual Comprehensive Review
Information to your other professional advisers
Second Opinion Service
Filing Clerk Service

£1.0m +

Twice-yearly Comprehensive Review
Priority notice of product, fund and tax changes
Information to your other professional advisers
Second Opinion Service
Filing Clerk service

- (1) See Comprehensive Review Agenda below.
- (2) Progress Reports include an updated summary of your plans, policies and investments.
- (3) An independent assessment of investment products you have seen or been offered
- (4) We may withdraw or amend the services provided at any time.
- (5) The Assets under Review figure is calculated at each annual review date.
- (6) Review meetings more than 40 miles from our office may be subject to an additional fee.



THE LONG TERM CARE PLANNING SERVICE COMPREHENSIVE REVIEW AGENDA

1. PERSONAL UPDATE

- update on your general financial position, requirements and objectives
- update on your cash reserves, assets and liabilities, income and expenditure
- a summary of your plans, policies and investments

2. INVESTMENT PROGRESS, ANALYSIS & UPDATE

- report on the performance and ratings of your investments
- report on the current asset allocation and portfolio risk profile
- re-assessment of your investment risk profile
- briefing on the latest ideas, products and fund developments

3. TAX & ESTATE PLANNING UPDATE

- review of your income strategy
- review of your Capital Gains Tax position and options
- review of your IHT position
- review of your Will provisions, Trusts and IHT plans
- briefing on the latest Estate preservation developments, products and ideas

4. LEGISLATION UPDATE

- briefing on any major changes that may affect your financial arrangements

5. SECOND OPINION SERVICE (WHERE APPLICABLE)

- assessment of investment products you have seen or have been offered

6. ACTION

- agree strategy and portfolio changes
- agree other changes or follow-up action

7. FILING CLERK SERVICE (WHERE APPLICABLE)

- we will review and help you file the paperwork accumulated on your financial affairs