

The Sense Financial Plan

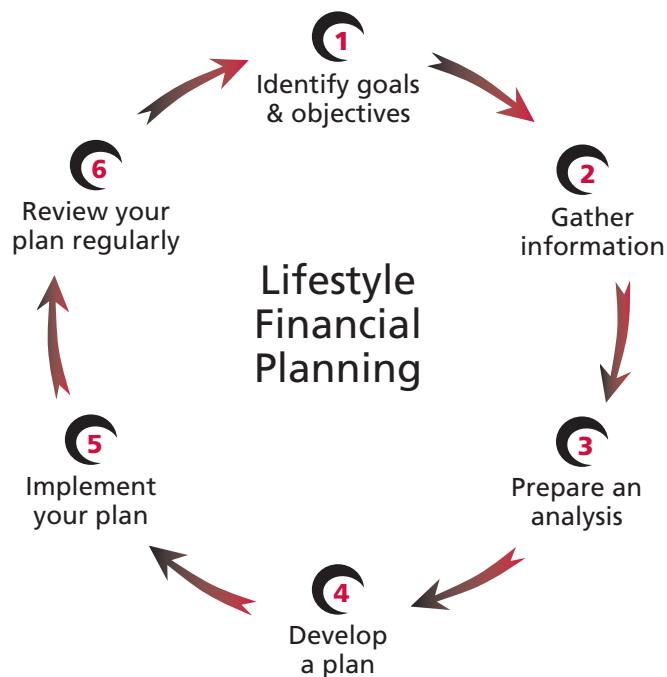
At Sense Financial Solutions we offer a fully comprehensive, tailored advice service which takes an holistic approach to your finances, evaluating every aspect of your money and financial products. This type of financial planning is usually undertaken on a fixed fee basis.

Our Lifestyle Financial Planning service offers a full financial review including an assessment of your net worth, protection plans, pensions, savings and investments, mortgages, and estate planning and inheritance tax position. After careful analysis we summarise these in terms of appropriateness, cost-effectiveness and efficiency and provide advice on wealth management, pension and retirement planning, investment portfolio management and estate preservation and inheritance tax planning. We will help you to set targets and objectives in order to build an integrated financial strategy and plan for the future. Without a realistic plan, the likelihood of achieving any kind of financial independence is left to chance.

Financial planning is an ongoing process. At each annual review we will help you to monitor the plan and make any adjustments, where appropriate and necessary, to ensure that you are moving in the right direction.

What is Lifestyle Financial Planning?

At Sense Financial Solutions we follow a six step process



Identify Goals and Objectives

The starting point is to create a profile covering your personal circumstances, current financial situation and how you have arrived there. The more detail the better, because the clearer this picture of you and your finances is, the clearer the starting point of our journey. We will consider your family, your income and expenditure, your employment status, your tax position and your existing financial products and investments so that we can appraise the appropriateness of them in relation to your financial plan. We will discuss with you what aspirations and intentions you have, what concerns you have and how important each of these are. Furthermore, we discuss your attitude to investment and other risks. This is especially important, as it will be critical to investment portfolio construction, a key aspect of your personal financial plan.

Gather Information

Next, we need to collect factual information. We will assemble all available data including details about your income and expenditure which is important to determine your disposable income. We will review all your existing financial products and investments (savings, pensions, ISAs, bonds, endowments, protection policies, mortgages etc). Where necessary we will, with your written authorisation, request information from any relevant life insurance, pension or investment providers.

Prepare an Analysis

The next step is to analyse your current financial position and to fully review your existing policies and products. We will consider your objectives to determine any shortfall between the goal and reality. This will enable us to clearly understand the journey you will need to travel in order to get to where you want to be.

Develop a Plan

We will develop and produce a plan which will cover your income, liabilities, protection issues, assets, investments, savings, pensions and estate planning considerations. It will make recommendations as to how your existing finances can be utilised and will identify the cost of achieving your objectives and financial independence.

Implement Your Plan

At this stage in the process we will agree with you what action needs to be taken to put you on track towards achieving your goals. It may be that it is not possible to do everything at this time and we will help you to determine a strategy which will address your priorities in the short term. This agreed action plan may include amalgamating some or all of your existing investments, cancelling unsuitable policies and implementing a revised investment strategy.

Review Your Plan Regularly

The final stage is to regularly review your plan and objectives and make modifications where appropriate. Reviews normally take place annually but would occur more frequently if necessary. The overall aim of the financial planning process is to help you reach your financial goals and develop or maintain your desired lifestyle in the most cost effective way possible. Financial planning gives consideration to strategies for the creation, distribution or protection of wealth specifically to meet your financial goals and objectives.

“You know it makes sense”

