

An often repeated sentence in this office is “Why did they not come to see me first”?

We quite often meet new clients after something has gone wrong and it's such a pity as “prevention is far better and more often than not, cheaper than cure”. It's a bit like serious illness; the longer you let something get worse the harder it is to fix. Ask yourself these questions amongst others:-

“Am I an investment Expert”?

“Do I really understand pensions”?

“Am I up to date with 32,000 investments products?”

“Is my Will up to date”?

“What is my Children's Inheritance Tax Liability”?

Reading an article or two in a paper cannot make you an expert. Therefore unless you're an IFA the answer must be no. Why not use an IFA before problems exist? The excuses we hear most for not seeing us sooner are: - I haven't had the time, I didn't realise I had a problem; I thought I could not afford you.

In respect of the first excuse; I remember a cartoon where a Doctor is examining a patient and the doc asks “What fits your schedule better, exercising one hour a day or being dead 24 hours a day”? I cannot believe anyone cannot find *two hours a year* to see an IFA to ensure they are making the most of their money; it's simply not a valid excuse.

As far as not knowing you had a problem is concerned your IFA will identify your potential problems you don't have to. It's a bit like going to a doc for a check up. You can then take the advice or ignore it. Sure there may be a modest cost for the meeting but what's the cost of not knowing?

“Could not afford you” As an example of “cost” we recently had an 85 year old lady come to see us, complaining she was paying £8,000 a year income tax, was short on spendable income and worried about a £100,000 potential Inheritance Tax liability on her demise. We were able to advise her how to obtain an income tax rebate of £24,000 over the next two years, save her children over £50,000 in Inheritance Tax, if she lives to age 87, and increased her income by £8,000 a year net. The total cost to her for all those gains was about £3,000.

A cross between a lawyer an accountant an investment consultant, mortgage and pension expert everyone should have an IFA. The world of money is not a simple place any more. As you can see from the above there can be no excuses and unless you see an IFA you will never know just what they can do for you.

Please see one sooner rather than later!