

Welcome to MHA Monahans Wealth Management

Making the most of your money,
whilst you make the most of your life





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When you're planning for your future, you need to be confident that the financial decisions you're making are right for you and your family. Managing finances can often be a daunting task given the vast number of products and services available. Equally, any decisions you make need reviewing at regular intervals to ensure they remain appropriate to your needs and circumstances. **Government legislation surrounding personal finance matters often changes regularly** and without someone to monitor your financial plans they could otherwise quickly become out of date.

That's where we come in.

Here at MHA Monahans Wealth Management we see financial planning as **much more than just getting you the best return on your investment**. Our qualified Independent Financial Advisers will work with you to make sure that your finances can help you achieve your goals in life – whether that's being able to provide financial security for you and your family, invest for the future, retire at a specific age or pass on your hard-earned money to your loved ones in the most tax-efficient manner.

Our expert team will work closely with you to listen and then design a financial plan tailored to your requirements. In addition, as Independent Advisers, our experts have in depth knowledge of the ever changing market place ensuring you get access to the best products and services relevant to your needs. Our Independent status means we are able to offer you advice that is free from bias and from across the entire relevant market place.

We believe that exceptional financial planning is built on having long-term, trusting relationships with our clients with a focus on clear and open communication. **Our team of financial advisers hold the highest professional qualifications and will take the time needed to listen to you** and ask the relevant questions to understand your circumstances and what is important to you.

I hope that by the end of this brochure you will have a better understanding of our business to help you decide whether our services are right for you.

Thank you for your interest in MHA Monahans Wealth Management, we look forward to working with you.

Simon Ewings FPFS
Chartered Financial Planner
Managing Director

Our Team of Advisers

Each of our advisers has many years experience of advising clients on their financial planning needs. As well as having a good general understanding of personal finance matters, each adviser has their own specialism within the financial advice market.



" I hold Chartered Financial Planner status and obtained a Masters Degree (MBA) in 2004.

My knowledge and experience allows me to assist clients in what can be a complex, challenging and forever changing environment.

In recent years I have specialised in Retirement Planning and Family Wealth Management. "

James Thomas | Trowbridge Office
Email James on james.thomas@monahans.co.uk



" I am a Chartered Financial Planner and fellow of the Chartered Insurance Institute, with over 15 years of Financial Planning experience.

I act for a wide range of personal, corporate and trustee clients specialising in retirement and investment planning.

I believe that life is not a rehearsal, and financial planning is an ongoing process to help you make sensible decisions about money that help you achieve your goals in life. "

Lee Cleaves | Taunton Office
Email Lee on lee.cleaves@monahans.co.uk



" I have been working in the Financial Services industry for over six years and specialise in Intergenerational Wealth Management, Tax Planning and Retirement Planning. The most enjoyable part of my role is bringing our clients' real needs into focus and tailoring a financial plan to help them achieve their goals. I aim to simplify the complex side of Financial Planning and help clients to better understand their own circumstances. "

Joanne Dale | Swindon Office
Email Joanne on joanne.dale@monahans.co.uk



" I joined MHA Monahans Wealth Management in 2011 after relocating from Devon where I worked for a financial advice firm for 9 years. I am a member and fellow of the Chartered Insurance Institute and qualified as a Chartered Financial Planner in 2009.

I advise on a wide range of financial planning matters but my specialisms lie in the areas of pensions and investments. "

Simon Ewings | Bath Office
Email Simon on simon.ewings@monahans.co.uk



" I have over 20 years of experience working in the financial services industry. I am a Chartered Financial Planner and member of the Chartered Insurance Institute (CII).

Over the years I have provided advice covering most aspects of financial planning to a broad range of clients, including individuals, business owners and trustees.

I specialise in providing retirement, inheritance and investment solutions. "

Jacob Rudman | Swindon Office
Email Jacob on jacob.rudman@monahans.co.uk



" I joined MHA Monahans Wealth Management in 2008 and have over 35 years experience in the financial services sector.

I advise clients on a broad range of their personal finances. However I have an in-depth knowledge in the areas of wealth management, pensions, inheritance tax planning and long term care. "

Bob Luckett | Trowbridge Office
Email Bob on bob.luckett@monahans.co.uk



" After a number of years working as a Mortgage adviser and then working for an investment platform, I became a paraplanner for a firm of Independent Financial Advisers. I joined MHA Monahans Wealth Management in September 2017 and have attained the Level 4 Diploma in Regulated Financial Planning with the Chartered Insurance Institute.

I enjoy the ever-changing financial legislation, which constantly shapes our advice and keeps the role challenging. "

Tom Shoebridge | Bath Office
Email Tom on thomas.shoebridge@monahans.co.uk



The Financial Planning Process – what to expect

Stage 1

Once you decide to use our services, our first meeting will typically be a 'fact finding' exercise, where we will ask lots of questions about your personal and financial circumstances. This is to enable your adviser to build a picture of where you currently stand and what you wish to achieve. It is important that you answer the questions honestly and as accurately as possible, since any subsequent advice will be based on the information you provide.

The first meeting will normally take between one and two hours.

This initial fact finding meeting will be at no charge to you.

It is often useful to bring along to the first meeting the following information:

- Evidence of your identity, such as your passport or driving licence.
- Proof of your address, such as a utility bill in your name.
- Details of your regular income and expenditure, assets and liabilities.
- Details of any existing financial policies you may already have, such as pensions or life assurance plans or investment arrangements.

Towards the end of this meeting your financial adviser will have a better idea of your situation and the areas where you require our professional advice.

Stage 2

The next stage will involve us preparing a personal financial planning report setting out our professional financial planning recommendations, and explaining why we are making those recommendations and how they will help to achieve your objectives.

Our report will normally take between two and six weeks to produce, depending on the complexity of the advice required.

We will typically charge a fixed fee for the production of our financial planning report (more information on the levels of our charges can be found in our 'Client Agreement' document).

We will normally send our report to you in advance of a second meeting where we will run through and explain our recommendations face-to-face and answer any questions you may have. We also explain our costs for implementing any financial plans on your behalf.

Stage 3

Once you are clear on what we are recommending and why, we would then seek your agreement to implement the financial plan as set out in our financial planning report.

At this stage we will then complete the necessary paperwork with you to put into effect the professional recommendations provided. If necessary, we will liaise with any external financial providers such as banks, insurance and investment companies handling the necessary administration through to completion. We will keep you updated with the progress throughout this stage and let you know once the implementation exercise is complete.

Stage 4

Finally, the 4th stage is monitoring your financial plan and reviewing it at regular intervals.

Our typical ongoing services for Wealth Management clients include;

- ✓ A dedicated Independent Financial Adviser on hand to work with you at all times advising you on your personal financial planning, along with full financial administration and technical support services.
- ✓ Online access to your portfolio of various financial products 24/7.
- ✓ Minimum of an annual personalised valuation of your portfolio.
- ✓ Minimum of an annual review of your investment arrangements to ensure their continued suitability.
- ✓ Updates on relevant legislative changes that could impact on your financial planning.
- ✓ Making you aware of any new financial planning or investment opportunities we consider relevant to you.
- ✓ Advice regarding maximising your relevant individual tax allowances and exemptions.
- ✓ Tax year-end information on request.
- ✓ Cash flow forecasting if necessary to identify any shortfalls in potential future income or capital.
- ✓ Providing a second opinion, should you wish, on major financial transactions – e.g. the purchase of a second property, arranging a mortgage, retiring early.
- ✓ Advice on what to retain and what to discard from your financial records.
- ✓ Regular communications and invitations to any seminars we may run from time to time.

Please refer to our 'Client Agreement' document for details of our charges in relation to our initial and on-going services.

Case studies

The benefits of receiving professional financial planning advice really come to life when you see it working in practice. The following three case studies, based on information from real clients, should give you a flavour of how we can help our clients achieve financial success.



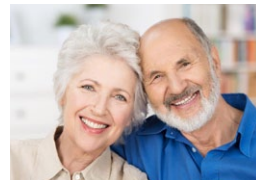
John and Isabella, age 65, keen to avoid running out of money in retirement.

“ With retirement looming we knew we couldn't put off reviewing our finances any longer. We had been so busy running our marketing business for years that our finances were badly in need of a review. We had always made sure we were putting money aside throughout our working life, but we needed professional advice to make sense of it all and answer the big question – will we have enough to enjoy our retirement without worrying about running out of money.

Our adviser helped us to think about what retirement actually looked like for us, which included lots of travel and leisure activities. From that discussion we were then able to translate that into how much income we were likely to need in retirement. Our adviser then reviewed all of our pensions, savings and investments before presenting various scenarios using different assumptions for investment returns, inflation etc to show us what we could realistically draw from our money in terms of an income without eroding our capital too quickly.

The final recommendations involved leaving some of our existing pensions and investments where they were but some were consolidated into lower-cost and better performing investments to help make our money last a little longer. We were also given some good advice around minimising our tax liabilities.

Overall reviewing our finances was far less daunting than we first imagined and by working with Monahans Wealth Management we now feel like we have a firm handle on our wealth and the peace of mind in knowing that we can enjoy our retirement without worrying about running out of money! ”



Peter and Jenny, in their 70's, objective to ensure money is passed on to loved ones tax efficiently.

“ We didn't have any financial worries in retirement as such, we had a good income from our various pensions and investments and knew that we would have enough to live on for the rest of our lives. After we reached our 70th birthday's we started to think more about ensuring our money would eventually be passed on to our loved ones in the most efficient way. We were uncertain what would happen to our income and savings in the event of our demise. We'd worked hard to build our wealth and didn't want it to end up in the wrong hands. We had also previously seen the impact Inheritance Tax can have when we were handling the estate of my mother a few years ago, and we wanted to minimise its effects on our own money. ”

In addition, Peter had always taken care of their finances and investments but as they both aged he started to worry that if he wasn't around Jenny would struggle with understanding what they had and how to access it. Peter therefore wanted to work with an adviser so he could relax knowing that there would be professional help available to Jenny should he pre-decease her.

“ Our adviser asked lots of questions about our personal and financial circumstances before putting together her recommendations. Our adviser recommended we completed nomination forms to direct our pension funds to our children in the event of our death, and also adjusted some of our investments to minimise the effects of Inheritance Tax.

We both feel far more relaxed now that help is available when we need it, our money will pass to our loved ones quickly and tax efficiently in the event of our eventual death, and that our finances are kept under review to ensure the arrangements remain suitable for us both. ”



Emma, aged 35, Lawyer, to invest for the future.

“ I had a high income as a partner in a law firm but wanted to ensure I was saving enough for my eventual retirement. At the same time I had some money left to me and didn't know whether to invest in a second property or put the money into ISAs or similar investments. I wanted to understand more about the pros and cons of the different options available before I felt able to make the best decision for me.

My adviser was very patient in going through each option and discussing the advantages and disadvantages in relation to my personal circumstances. In the end we agreed to keep some money set aside in cash for any short term requirements, after that we put some into ISAs which are really tax efficient and flexible, and I invested some of the money for the longer term by increasing the amount I was saving into a pension fund - which also has the added benefit of reducing my income tax.

I was a bit wary of seeking financial advice because I generally like to take decisions myself and didn't want to be pressurised or sold to. However, my preconceptions proved wrong and I quickly gained confidence in the process as it was more a case of working together in reaching the eventual decisions and implementing the plan. ”

For data protection reasons, names and details have been changed.



What next?

Choosing a financial advice firm can be a daunting task. Here are some helpful 'top tips' for you to consider.

Our Top Tips When Seeking Financial Advice

- Use an Independent Financial Advice Firm.
- Use a firm that has been awarded the status of 'Chartered Financial Planners' (this means they subscribe to the highest standards for financial advice).
- Ask about the qualifications and experience of the adviser or advice team that will be responsible for looking after your needs.
- Ask about the charging structure so you know what you'll be charged and when.
- Ask whether you'll be given a dedicated financial adviser to look after your needs or any number of different people.
- Does the firm have clients with similar requirements to your own? Can they provide any testimonials?
- Does the firm use modern, cutting edge technology to help deliver your financial planning requirements.
- Can you access information on your various financial products and services online 24/7?
- How does the firm keep up to date with the ever-changing legislation and products and services available.

We hope this brochure provides you with some important information to enable you to consider whether our services are right for you. If there's anything that we haven't covered please get in touch and ask to speak to one of our advisers who will be happy to discuss your requirements with you and answer any questions you may have. You'll find our contact details on the back of this brochure.

We look forward to hearing from you.

**Our range of services include,
but are not limited to, the following:**

- Investment and Portfolio Management
- Existing Plan Evaluation
- Generation of a Tax Efficient Income
- Retirement Planning
- Pensions and Divorce
- Defined Benefit Pension Transfers
- Inheritance Tax Planning
- Trusts and Trustee Investments
- Family Tax Planning
- Care Fees Funding
- Life Assurance and Income Protection
- Business Protection

The value of investments can fall as well as rise.
You may not get back what you invest.

Contact us

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