

How will my financial adviser help me?

Your financial adviser will work closely with you to understand your personal situation and identify your goals. They will also help you by:



Assessing what level of risk you are comfortable in taking

They will evaluate your level of comfort with investment risk and your capacity for loss:

- ▶ What is your investment experience and knowledge?
- ▶ How comfortable are you with the risks of investing?
- ▶ What level of risk do you need to take?



Determining your financial objectives

They will establish your goals, aspirations, and concerns to tailor a financial plan that meets your needs:

- ▶ What would you like to achieve?
- ▶ When would you like to achieve it by?
- ▶ What would you like to avoid along the way?



Evaluating your financial situation

They will consider how to invest to achieve your goals:

- ▶ Are your assets held in the most appropriate name?
- ▶ Do each of your assets have the right ownership, such as named beneficiaries?
- ▶ Are each of your assets held in the right tax wrapper, such as ISAs and pensions?



Choosing the right investment solution

They will select the most suitable financial product for your needs:

- ▶ Do your investments have the right level of return expectations?
- ▶ Is the level of investment risk appropriate and in line with what you have agreed?
- ▶ Can your investments be released if you need them to be?



Providing ongoing support

They will ensure that your investments continue to align with your goals in the future:

- ▶ Consider any changes to your goals, personal circumstances, or time horizons.
- ▶ Check if any personal changes in income or capital values impact your current savings or tax situation.
- ▶ Explain how any changes in law impact you in terms of welfare or income, capital, or inheritance tax.

The real value of financial advice

“ Most unadvised customers would experience better financial outcomes if they followed professional financial advice. ”

Source: Adviser Delta, a Quilter research paper on the importance of advice, June 2019.

Consider this example:

Average retirement income **without** financial advice **£17,168**.



Average retirement income **with** financial advice **£24,175**.

This is **40% higher (£7,007)** than without financial advice.

Over a 21-year retirement, this means having an **extra £147,147**.

Please note, this research was originally conducted in 2016. The figures quoted are likely to have changed over time and should not be used as advice. It is intended for illustrative purposes only.

