



# INTRODUCING TILNEY

Investment and financial planning services

PLANNING | ADVISING | INVESTING

  
**TILNEY**



Tilney is an award-winning financial planning and investment company that builds on a heritage of more than 180 years of helping clients achieve their financial goals.

We look after more than £24 billion on behalf of our clients, and offer investment management, investment advisory and financial planning services. All of our services are underpinned by a disciplined investment process and are delivered by some of the UK's most experienced and highly

qualified investment professionals, so you can be sure your finances are in good hands.

At Tilney, your personal wealth is our personal responsibility.

## Working with your Clive Owen LLP adviser

We often find that as business owners have so many demands on their time, they end up neglecting their own financial planning and investment needs, but that's where Tilney can help. By using their own specialist knowledge and working hand-in-hand with the team at Clive Owen, our experts will work tirelessly to ensure you receive the maximum financial reward from your business and personal finances, no matter where you are in your career and life.

What makes Tilney the ideal partner for Clive Owen is the combined depth of our expertise in helping business owners as well as our strong

local presence in the North East and national resources. By working together, we can provide you with an enhanced service that will help you achieve all that you want from your money.

Additionally, the foundation for Tilney's success is our focus on providing a high quality, personal service to each of our clients. We know that the needs of every client are different and there is no one-size-fits-all approach – our service is bespoke and tailored to you. This ethos is embraced by Clive Owen and by collaborating, we can provide a service that is truly individual.



# How Tilney can help

At Tilney, our experts have the specialist knowledge and experience needed to address the unique challenges faced by business owners when it comes to their finances. Three key areas where we can support you and your business are:

## **Business protection**

You will be well-versed in protecting your company from sales and operational risks, but there are other business risks that you may not even be aware of. Have you considered what would happen to the business in the event of your or another key member of staff's death or incapacity? For many businesses, the results would be catastrophic. We will work with you to help identify these potential risks to your company and provide solutions to help safeguard you and your business against them.

## **Exiting your business**

Whether you are planning to sell your business, transfer the ownership or restructure it to include family members, it will be one of the biggest decisions of your career. Even if the thought of a business exit is far from your mind, the earlier you work with our experts, the more we can do to make sure it's a success.

## **Taxing issues**

We will look at all the tax allowances and relief available to both you and other members of your family, if applicable, to make sure they are being used effectively. If necessary, we will work with your Clive Owen adviser to restructure your personal or business wealth to create the best possible outcome.

# Financial planning for business owners

With all the demands of running a business, you wouldn't be alone if you have neglected your own financial planning needs. Our experts can work with you to create a comprehensive financial plan that covers every aspect of your personal finances.

## Cashflow modelling

Our financial planners use cashflow modelling to forecast your future finances. It shows you whether you are on track to achieve your desired lifestyle and retirement goals, or how much money you need if you aren't. They can also run through many different scenarios and life events to see how they might affect your finances. While they can't predict the future, they can identify trends and make realistic estimates.

Using specialist computer software, your financial planner will analyse your current personal and business wealth as well as your other assets and expenditure to create a long-term projection of your finances, helping you to decide:

- At what age can I realistically stop working?
- Can I exit my business sooner than expected?
- Will the proceeds from the sale of my business cover all my retirement needs?

## Pensions

While many business owners plan to sell their businesses to fund their retirement, pensions form a large part of most people's financial plans and business owners should not be an exception. Pensions come with considerable benefits that shouldn't be overlooked – generous tax allowances in particular.

Unfortunately, we often find that many business owners have not made the most of their allowances, or have no pension at all, as they have reinvested their wealth back into their business. Tilney's experts can work with you to understand how pensions could benefit you and can show you how to maximise your pension contributions before you sell. This can help to reduce your personal and corporation tax liability, as well as provide added flexibility in terms of how you take an income in retirement.

Additionally, pensions have an important role to play in passing on your wealth. Pensions don't form part of your estate and are therefore free from Inheritance Tax. With the removal of the controversial pension death tax in 2015, they can now be used to pass on an inheritance tax-efficiently. We can help you see if you can use other income sources to fund your retirement, meaning you may be able to pass your pension on to your beneficiaries tax-free.

## Estate planning and Inheritance Tax

With forward planning and expert guidance, there are many ways to minimise the amount of tax that beneficiaries of your estate will have to pay in the future. It's important to note that business assets do not normally form a part of your estate for Inheritance Tax purposes. However, if you were to sell the business, these assets become cash and are subject to Inheritance Tax. This can amount to many thousands of pounds, but we can create a plan for passing on your wealth and your business in the most tax-efficient way. We will cover the different options you have when it comes to protecting your wealth for future generations, from simple cash gifts to complex trust arrangements.

If you have owned your business for at least two years, you could be entitled to Business Relief. Business Relief reduces the amount of Inheritance Tax your beneficiaries may have to pay. Investments that qualify for Business Relief are usually complex, so they tend to suit experienced investors who are prepared to take on more risk. Our experts can advise you on whether you qualify for Business Relief and if it's suitable for you.

The earlier we discuss how you can mitigate Inheritance Tax, the more chances you have of reducing the liability in the future.

## Tax-efficient investments

As well as pensions there are other tax-efficient investments that can help you manage your personal tax liabilities. Working alongside your Clive Owen adviser, we will make sure you are taking full advantage of all the available personal tax reliefs.

ISAs are simple to set up and are available to everyone, so they shouldn't be overlooked. They can provide a useful tax-efficient income in retirement and help you avoid becoming overly reliant on your business income or sale proceeds.

For more experienced investors who are looking to manage their personal tax situation, especially following a business exit, we can advise you on complex, higher risk opportunities such as Venture Capital Trusts (VCTs), the Enterprise Investment Scheme (EIS) and the Seed Enterprise Investment Scheme (SEIS). These offer generous tax benefits to offset their extra risks. However, these are specialist, higher risk investments that are only suitable for people with a high tolerance for risk. They are only suitable for investing a small portion of your overall portfolio. Our experts will work with you to ensure that you are fully aware of and understand all of the options available, and can show you which are the most suitable.

Please read the Important Information at the end of this guide.

# Your investments

The performance of any investments you have is likely to have a huge impact on the amount of money you have in the future. Successful investing takes time and dedication which is why increasing numbers of people are choosing to have an expert manage or advise them on their investments. At Tilney we provide a range of investment services.

Our team of investment experts can build an investment portfolio for you. They will manage this for you over time, making sure that you are always invested in high-quality investments in line with the level of investment risk you are comfortable taking. You can access our local investment managers and investment services as part of your overall financial plan, or if you prefer you can have someone manage your investments without taking financial planning advice.

On the other hand, if you would like to make your own decisions, our investment advisers can give you expert advice on investments suited to your individual circumstances and attitude to risk.

If you are looking to sell your business, we will work with you to ensure your investment strategy is agreed before you receive the proceeds of the sale. As the plans for the money will already be in place, it will be available to invest by Tilney's investment professionals immediately, meaning you'll spend far less time outside of the market. Your hard-earned money will then be able to repay the favour and start working hard for you as soon as possible.

## Book an initial consultation

The easiest way to find out how we can help is to book a no-obligation consultation. We can meet you at your home, workplace or nearest Tilney or Clive Owen office. If you'd prefer, we can call you at a convenient time.

To book your consultation please contact your usual Clive Owen adviser, call **David Smith** on **0191 731 7641** or email **[david.smith@tilney.co.uk](mailto:david.smith@tilney.co.uk)**



T: 020 7189 2400  
E: [contact@tilney.co.uk](mailto:contact@tilney.co.uk)

[tilney.co.uk](https://tilney.co.uk)



**Tilney Financial Planning Ltd**  
6 Chesterfield Gardens  
Mayfair, London W1J 5BQ

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## Important information

**The value of investments, and the income derived from them, can go down as well as up and you can get back less than you originally invested.** This is not advice to invest, or to use any of Tilney's services. Prevailing tax rates and reliefs are dependent on your individual circumstances and are subject to change. Please note Tilney do not provide tax advice.

VCTs, EIS and SEIS should all be regarded as higher risk investments. They are only suitable for UK resident taxpayers who can tolerate higher risk and have a time horizon greater than five years.