

DANIEL BLOOMFIELD

WEALTH MANAGEMENT

Your own life journey is unique and special.

So numbers, figures, financial products aside first. Let us really get to know you, build a relationship; and then we can apply our wealth of applicable knowledge to aid your aspirations. Only then can we truly master a plan that's tailor-made for you.

We invite you to dip into our series of real life Client Stories that demonstrates how we have been doing just this for many of our existing, highly cherished clients. All of them 100% true, except we've changed names and exact details to protect individual privacy.



CLIENT STORIES

Retirement Imminent for Executive Couple with Big Future Plans

Mr & Mrs D met at university. It remained a tight union, which later resulted in marriage, and having both achieved good degrees, they successfully entered the corporate world.

Growing up, they had both enjoyed a comfortable home life but their own parents had not made adequate plans for their retirement. Mr D had witnessed seeing first-hand, how his parents, were forced to downsize, earlier than they'd hoped, in order to raise capital from their property. In addition, following retirement, their quality of life faced compromise.

Their own children had long flown the nest and soon there would be time to spend with their grandchildren, as well being able to indulge in some superb trans-world trips.

Whilst by no means blinkered by the need to save and invest for their future Mr & Mrs D's busy working lives had diverted their attention from the essential and more intricate financial planning that would stand them in good stead. This was coupled with a pre-conceived aversion to dealing with any specialist in this area and as a result, delaying the inevitable.

Support from Daniel Bloomfield Wealth Management Ltd

I was recommended to see them and we arranged an informal, no-obligation meeting in their home.

It became clear that the pair had a very clear view of how they wanted to see each of their pending retirements pan out. When they started their careers, they had deliberately saved substantial amounts with the aim of enjoying a secure retirement. They had demonstrated prudence and regularly invested large amounts of capital, in order to build funds over the longer term.

To an extent, their financial acumen had been more than adequate, having accumulated large lump sums, but they had now reached a point where professional financial advice was imperative to see them into and through their retirement.

They were quite honest at the meeting, explaining that they just wanted sound advice, whilst stressing that they did not want to feel like they were being sold to.

We are fully aware of this concern when establishing a relationship with new clients and quickly put their minds at rest, telling them that their perceived approach, is in no way, part of our ethos or methodology.

Further time and chatting reaffirmed this.

The Next Step

Moving forward, we took on board all of Mr & Mrs D's concerns and main requirements to create a highly considered financial plan. This comprised of a lifetime Cashflow Analysis, which gave a comprehensive projection of where their money would be spent. Working together, we endeavoured to make this as accurate as possible and, because they were both from an analytical background, they appreciated the detailed results that ensued.

Our Help & Advice

- We produced a clear and tailored report to outline the key issues Mr and Mrs D faced and explored the solutions.
- Due to the complexity of their pension arrangements, the variety of investment vehicles and shares, and the size of the funds, it was advantageous to bring on board the St. James's Place Private Client Team. They were able to formulate a portfolio which took into consideration:
 - Tax-efficient income
 - Inheritance tax
 - Capital Gains Tax planning

All with the view to reach their targeted net annual income of £100,000.

The Outcome

There was no doubt that the analysis and high-level advice was key to instil full confidence in Mr & Mrs D. They had a strong grasp of all the proposals made to them, and could move forward with full knowledge of how their financial future would unfold. They felt that all the groundwork, research and instigation had been carried out impeccably for them. They always felt in control and enjoyed valuable advice and reassurance along the way.

We had built up a trusting and enduring relationship which resulted in the abolishment of their prior view of dealing with people in the financial services industry.

The advice provided was given after a full evaluation of their specific needs, circumstances and requirements. The solutions provided would not be suitable for most investors and the information provided does not constitute advice.

The value of an investment with St. James's Place will be directly linked to the performance of the funds you select and the value can therefore go down as well as up. You may get back less than you invested.

The levels and bases of taxation, and reliefs from taxation, can change at any time. The value of any tax relief depends on individual circumstances.

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