



**Milford & Dormor**  
FINANCIAL PLANNING LTD

CHARTERED  
FINANCIAL PLANNERS  
AND DISCRETIONARY  
FUND MANAGERS

# An introduction to Milford & Dormor Financial Planning

Milford & Dormor Financial Planning, although a separate limited company, work alongside Milford & Dormor Solicitors, to provide a team approach, drawing on the expertise of an experienced and qualified group of people who work with clients to help and provide advice. Chartered Financial Planner, Matthew Clark and his team have extensive experience and are proud to deliver independent investment and pension advice, covering all aspects of financial planning. We give a personal and bespoke service covering all the Milford & Dormor offices.

The company prides itself on giving clients a unique experience. We are committed to providing a complete bespoke wealth management service built on a long-term relationship. This includes professional independent and trusted investment, pension and tax saving advice tailored to a client's individual circumstances.

At the leading edge of investment, pension and prudent tax planning, we provide an approachable and friendly service, drawing on the latest technology to ensure seamless communication and efficiency.

## Innovative

- We look for new ways to help our clients, taking advantage of proven industry developments to ensure their wealth is preserved and maximised.
- We set the standards for others to follow.
- We use leading-edge technology to communicate in simple, effective ways.

## Proactive

- We are constantly seeking ways to preserve and maximise our clients' wealth.
- We look after our clients, so they have peace of mind.
- We strive to improve what we do, building on customer feedback to fine-tune our offering.

## Friendly

- We really care for our clients and seek to understand their changing financial needs and circumstances.
- We are always personable and approachable.
- We pride ourselves on building long-term relationships.



# SERVICES

At Milford & Dormor Financial Planning, we recognise that, when it comes to financial planning, there's no such thing as one-size-fits-all advice. A tailored approach is always required, one that takes into account the funds a client wishes to invest, a client's current circumstances and, crucially, their future plans.

When it comes to looking at a client's individual needs, we use our expertise in different areas to provide a bespoke package of comprehensive advice that suits a client's requirements and helps target their financial goals.

## Investment Services

At Milford & Dormor Financial Planning, we give independent, award winning investment advice on the following bases:

### **Discretionary Fund Management (DFM)**

We manage six risk-graded model portfolios to target a range of different client objectives. Discretionary management means that once we have agreed a client's investment objectives, we take care of investment decisions and portfolio monitoring on a client's behalf.

### **Advisory Investment Service (AIS)**

For clients with specific requirements we offer a bespoke advisory service. Advice on an advisory basis means that we make investment recommendations for a client's consideration and approval before implementation.

*"I have been very fortunate finding a safe haven for my financial affairs."*



*"We are continually impressed  
by the high standard of  
service, level of care &  
attention to detail."*

## Save Tax

It is natural for taxpayers to wish to minimise their tax liabilities as far as possible through careful legitimate tax planning.

At Milford & Dormor Financial Planning, we believe in sensible prudent tax planning using tried and tested methods. After all, saving £1 tax is worth just as much as an extra £1 investment return.

Our advice is focused on 'main-stream' tax planning, not tax avoidance so our clients operate within both the letter and the spirit of tax legislation.

Our starting point with tax is to ensure that our clients are making maximum use of tax reliefs and exemptions, such as the Income Tax personal allowance, CGT annual exemption, and Inheritance Tax Nil Rate Band, as well as tax-free investments encouraged by the government using ISAs. Pensions also benefit from a number of generous tax reliefs and generally form a central plank in a client's tax planning strategy.

On the basis that clients have made appropriate use of tax reliefs and exemptions, ISAs and pensions, we give advice in the following areas to help clients save and mitigate tax:

### **EIS / SEIS / VCT**

Specialist investments with valuable tax reliefs.

Enterprise Investment Schemes (EIS), Seed Enterprise Investment Schemes (SEIS) and Venture Capital Trusts (VCT) were introduced by the government to offer a series of potentially valuable tax savings. They are designed to help smaller higher-risk trading companies raise finance by offering a range of tax reliefs to investors who purchase new shares in those companies.

Tax savings on offer include income tax and inheritance tax relief as well as CGT deferral.

They are also a way of diversifying a portfolio to complement a client's wider financial planning and risk profile since investments can be made in areas not commonly available for quoted investments.

No matter how generous the tax relief, we attach great importance to our research and due diligence to assess the investment proposition in its own right.

Our expertise is to advise on both the investment and tax aspects of EIS/SEIS/VCTs.

Typical EIS / SEIS Investment Sectors:

■ Media   ■ Life sciences   ■ Technology

**Investments for IHT Mitigation –  
Minimum 2 year qualifying holding period**

We advise on investments which qualify for 100% Business Relief (BR). To benefit from this valuable relief, investments must be in unquoted trading companies, which carry higher risks due to the smaller size of companies and lack of ready market to value or sell holdings. Our approach is to consider the investment risks and tailor to your individual circumstances.

Typical investments, which can be listed on the Alternative Investment Market (AIM), are often in qualifying trading activities such as:

- Renewable energy
- Land / forestry
- Business trading from freehold property
- Self-storage
- Financing

**Investments for IHT Mitigation –  
Minimum 7 year qualifying holding period**

We advise on investments using a number of different types of trusts, which can save 100% IHT after 7 years. There are also some trust structures which provide for an immediate IHT discount.

The benefit of using a trust is that in addition to a potential IHT saving, a client can ensure that income and capital is preserved and can be passed to chosen beneficiaries at the appropriate time. This level of control is not possible with lifetime gifts. Also, a trust can be invested in mainstream investments so risk can be managed and tailored accordingly.

**Comprehensive Estate Planning Advice and Care Fees**

Our advice in this area typically includes an assessment of the current IHT position, an appropriate Will and Lasting Power of Attorney (LPA), the potential for lifetime gifts or philanthropy/charitable gifts, as well as an action plan, including advice on care fees.

**Life Policies**

Life policies can be written in trust to cover a potential IHT liability. Whilst this does not reduce the IHT bill, it provides beneficiaries with the funds to pay the tax.

**Asset Protection**

We advise on asset protection to help preserve and protect family assets over time, so your estate passes to your chosen beneficiaries at the most appropriate moment. This may include a family trust, which can allow children to benefit during your lifetime, whilst protecting wealth from the risk of being dissipated on divorce.

*“Excellent service,  
second to none.”*



# PENSION ADVICE

One of the biggest issues facing our clients is how best to achieve financial security in retirement, as well as potentially provide for dependants and pass on wealth to children.

At Milford & Dormor Financial Planning we are focused on giving our clients pension advice to target their objectives whilst accumulating pension savings, options at retirement, meeting income requirements and capital preservation in later life.

It is imperative to implement an effective investment strategy, both to maximise the size of your pension and preserve capital over time. This applies to younger clients accumulating pensions and also older clients who decide to draw pension benefits via drawdown.

## Our advice covers the following areas:

### ■ Pension drawdown and annuities

We are experts on how best to draw benefits from a pension, including pension drawdown and annuities. Our advice on pension benefits and tax-free cash is tailored to your individual circumstances to maximise the value, tax-efficiency and death benefits of your pension.

### ■ Pension transfers and consolidation

We advise on whether to retain pensions or transfer/consolidate into new arrangements based on an objective analysis of costs, benefits and investment flexibility. As pension transfer experts (G60 qualified), we can advise on the full range of pension transfers, covering both personal pensions and occupational pensions, including defined benefit final salary pensions.

### ■ Setting up a new pension and building a pension fund

We are experts in SIPP and SSAS pensions. Our advice is focused on helping a client maximise the size of their pension fund by retirement. This typically covers the most appropriate type of pension, investment strategy, level of contributions and tax relief.

### ■ Direct property purchase using SIPP or SSAS pensions

We advise on the purchase of direct commercial property using pension funds. This includes offices, retail and industrial units, as well as agricultural land. A SIPP or SSAS holding direct property can be an excellent way for a business owner to build a valuable pension fund alongside their business. It also offers tax efficiency for both the business and the business owner.

### ■ Pension on divorce

We can act on either a party appointed basis or as an expert financial neutral on divorce. Our expertise covers all financial issues arising on divorce, particularly pensions and how best to divide them. With pension reports we typically work with solicitors, mediators and actuaries.

*“Very pleased  
with every aspect of the  
service offered.”*

# MEET THE TEAM



**Matthew Clark**  
Director, Chartered  
Financial Planner

Matthew's career began in 1995, with blue-chip financial firms Thomson Reuters and Standard Life. It was there he began developing the in-depth knowledge and expertise of financial planning, pensions, tax, trusts and investments that his clients benefit from today.

In 2013, Seabrook Clark Ltd, Milford & Dormor Financial Planning's parent company became a reality after friends approached Matthew, looking for an independent and trustworthy financial advisor who could look at their situation with holistic eyes. In 2014, Matthew co-founded Milford & Dormor Financial Planning Ltd with Milford & Dormor Solicitors.

Matthew's qualifications and affiliations speak volumes about his commitment and passion for clients and the sector within which he works. He is a Chartered Financial Planner, Certified Financial Planner, Trust and Estates Practitioner, Later Life Accredited Advisor and a Fellow of the Personal Finance Society. In 2005 and 2006, he was the winner of investment categories of Money Management Financial Planner of the Year. And in 2013, he was one of three finalists for the Chartered Financial Planner of the Year Award.

An outdoor enthusiast, Matthew loves running marathons, road biking and fell walking. And when the weather turns cold and he's forced indoors, he enjoys listening to classical music.

Emma graduated from Liverpool University with a veterinary degree and, soon afterwards, began focusing on a career dedicated to offering excellence in both her work and client care. Keen to develop new skills and with a strong interest in financial advice, she seized the opportunity in 2016.

Outside office hours, Emma enjoys the three components of triathlon. On a slightly less energetic front, she loves fell walking with Percy, her German Shorthaired Pointer.



**Emma Ley**  
Business Development  
Manager

Kerry has worked in the Financial Services industry since 2003 in a variety of roles for both large insurance companies and local Independent Financial Adviser firms. She holds the Diploma in Financial Planning and is continuing with her studies to become Chartered.

Kerry joined the team in February 2018 and her role is to assist in the advice process and provide high quality technical support to advisers and clients, as well as helping develop the company's systems and processes.

Outside of work, Kerry enjoys travelling, cooking, supporting Exeter Chiefs and exploring Devon's beautiful countryside with her dog.



**Kerry Roffey**  
Senior Technical  
Assistant



**Bryony Noad**  
Investment Assistant

Bryony graduated from the University of Exeter after obtaining her degree in Physical Geography. Bryony's ambitious and energetic nature drew her to the financial sector in 2015.

Her focus at Milford & Dormor Financial Planning is on the Investment Desk where she brings energy and passion to the job.

Having already achieved industry benchmark investment qualifications, Bryony is ambitious to develop her qualifications and experience further.

Outside work, Bryony plays golf, is a keen skier and enjoys travelling.

Veselina (Vessie) graduated from University of Leicester with a degree in Banking and Finance and has since held a number of roles in the financial sector. She holds an industry recognised investment qualification and is keen to develop her skills and knowledge of the industry further.

Vessie joined the team in June 2018 and her role on the Investment Desk is to support the investment decision making, process and operations.

Outside work Veselina enjoys going to the gym, drawing and cooking. She has visited a number of countries around the globe and is keen to continue with her travels.



**Veselina Petrova**  
Investment Assistant



**Rachael Cameron**  
Office Manager

Rachael's career started in property in Oxfordshire, setting up and managing a sales office for an independent estate agency, before setting up her own in Exeter. She then had the opportunity to be bought out and made a complete change of career, and has since worked as a PA and office manager for several organisations across Exeter.

Rachael's role is to lead the team in the office, making sure all processes continue to be carried out smoothly and efficiently, and ensuring that we maintain a first-class service to clients at all times.

Outside work, Rachael enjoys eventing, sailing, gardening and watching Exeter Chiefs.



**Holly Madden**  
Client Services  
Administrator

Holly has six years' investment administration experience working for a large Investment firm in Exeter.

Her role, as Client Services Administrator, is to ensure we continue to deliver an efficient and professional service to clients, as well as supporting the technical and investment desk teams. In time, she is keen to study towards passing the Technical Assistant qualifications.

Outside of work Holly enjoys travelling and her greatest achievements were cage diving with great white sharks in Australia and climbing to Machu Picchu in Peru. Holly also enjoys spending time in Cornwall and socialising with her friends and family.



**Liz Priddle**  
Client Services  
Administrator

Liz spent the last 20 years working in private medical insurance in various roles but felt the need for a change while remaining within the financial services sector.

Liz's role at Milford & Dormor Financial Planning is client services and ensuring efficient administration in a part time capacity.

Outside work Liz enjoys racket sports (most particularly racquetball and badminton) as well as travel, walking and outdoor life in general.



**Beverley Perry**  
Client Services  
Administrator

Beverley joined Milford & Dormor Financial Planning in March 2017 after 25 years of working with and training young people and adults in a variety of roles and organisations in the South West.

Her strong background in helping people led her to her current position as Client Services Administrator where she is passionate in delivering a friendly and efficient assistance in a part time capacity.

Outside work, Beverley enjoys home improvements, socialising with friends and family and yoga.

## OUR FEES

Our fees are divided into two phases:

### Initial one-off fee, typically includes:

- Snapshot of your current situation, based on an understanding of your financial goals, preferences and values.
- Strategy to target your financial goals based on your current situation and values – this could include planning for investments, pensions, estate planning, asset protection, or tax mitigation.
- Action plan and implementation of the agreed strategy.

### Ongoing annual fee, typically includes:

- Ongoing investment portfolio management and advice.
- Review meetings to measure progress against the agreed action plan and update it.
- Support to reflect changes in your personal situation, tax, legislation and investment markets, and keep the strategy current.
- Online access to our client portal, periodic valuations and our in-house views.

**At Milford & Dormor Financial Planning we act in the best interests of our clients at all times. Accordingly, we are committed to providing a transparent fee structure, with no unexpected hidden charges and we do not receive any commission from product providers.**

**We offer a free introductory meeting, an opportunity for a prospective client to discuss their individual circumstances and objectives, and for us to ascertain how our expertise and advice might be beneficial. Before commencing work on a prospective client's behalf, we send a proposal letter for approval, setting out the scope of our advice and our proposed fees, based on the range and complexity of the advice.**





Trusted and innovative  
investment, pension and  
tax saving advice from  
experts who deliver.

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