

# Cambrian

Chartered Financial Planners

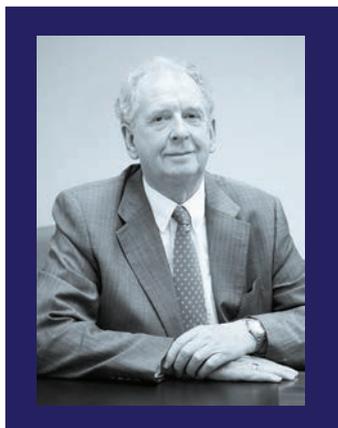


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AUTUMN 2015 - NEWSLETTER



## Welcome to our latest newsletter

"A job for life is now very rare. I'm proud to have devoted my working life to achieving my goals for Cambrian. We will celebrate our 42nd Anniversary in December and I've no intention of easing off for many years to come. We strive to create a working environment where the members of our great team feel valued, secure and stimulated – where they can achieve their personal and career ambitions. Our offering to our clients is based around extraordinary devotion to service. From the first meeting where we establish their financial situation and goals throughout their working life and into retirement with their plans having come to fruition."

*Roger Taylor*

Roger, Cambrian's founder and Managing Director, is married to Norma with two children and five grandchildren. Since a life-threatening accident, Roger no longer advises clients but ensures that Cambrian's high standards are maintained and growth continues.

## Staff Exam Success ●●●●●

**Cambrian is committed to supporting its entire team in progressing their careers by undertaking professional qualifications and the recent success of our staff demonstrates this:**

**John Brown** (Paraplanner for Jack Taylor) achieved passes in R06: Financial Planning Practice and R04: Pensions & retirement planning and has now achieved Diploma Status in Financial Planning. Now that John has achieved Diploma he is looking to move onto the next phase of his career and become an IFA.

**Sharon Rogers** (PA to John Pennington) has passed, R03: Taxation, R05: Protection, R01: Regulation & Ethics and R02: Investment Principals & Risk so far this year and is well on her way to achieving Diploma Status in Financial Planning.

**Zoe Keevil** (Paraplanner for John Pennington) passed R02: Investment Principles and risk, CF6: Certificate in Mortgage Advice and R08: Pensions Update.

**Alistair Cartwright** (Paraplanner for Jack Taylor) achieved a pass in CF6: Certificate in Mortgage Advice.

**Helen Wright** (PA/Paraplanner for Jason-Lloyd Jones) passed R01: Financial services, regulation & ethics.

**Matt Wood** (Compliance Manager) passed R08: Pensions Update.

*Congratulations to all Cambrian staff who recently passed exams!*

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## Pensions Freedoms

**One of our clients, Mr B, recently came to us with seeking advice about raising capital to pay to his ex-wife as part of their divorce settlement.**

Fortunately the client had an old pension plan from which he did not require any future income having made sufficient provision for retirement elsewhere, but his current provider was a closed-book legacy pension provider and didn't offer the new pensions freedoms. We were able to advise him to transfer the pension to a new provider who allowed him to withdraw the fund tax efficiently within his basic rate tax band.

The client was then able to make the payment to his ex-wife without disturbing any of his other assets or capital.

*This is just one example of many clients we have been able to help with Pensions Freedoms. Releasing funds from your pensions will only be suitable in some circumstances where it will not be of detriment to your future retirement needs and there can be tax implications by doing so. Speak to us if you think Pensions Freedoms could help you or someone you know.*

### Pension Freedom Key Points:

- There are now no limits to how much income you can take from a money purchase pension after age 55.
- Pensions can be passed on tax-free between generations.
- The first 25% of pension lump sum is still tax-free but any lump sum and/or income above this will be subject to income tax.
- There is no requirement for anyone to purchase an Annuity – but they may still be suitable for some clients.

## Cambrian in Numbers

**9** 9: number of advisers employed by Cambrian or as appointed representatives of Cambrian

**42** 42: the number of years since Cambrian started as Cambrian Investments in 1973

**24** 24: the number of support staff employed by Cambrian or its AR firms working from our offices in Hawarden

**2,414** 2,414: the number of clients who pay for an ongoing service from Cambrian

**17** 17: the number of years we have been based at our offices in Hawarden

**4** 4: the number of Cambrian advisers who have achieved Chartered Status – the highest level of qualification in the financial services industry. These are Jack Taylor, Jason Lloyd-Jones, Ian Richards and Mike Owen.

**£75** £75: how much we will pay you for referring a client to us

## Cambrian Short Cuts

PA to Jack Taylor, Anne Fitzpatrick, was married earlier this year and has recently celebrated her 30th birthday. Congratulations on both!

Two members of the team, Janet Randles and Susan Hughes (PA to Stephen Hopkins), are both celebrating 25 years with the Cambrian family this year. Many thanks to both for your long and dedicated service.

We recently welcomed Jane Butcher as a new addition to our team. Jane, who has a wealth of mortgage experience, joins Lindsey Evans in the Mortgage department.

We recently took on two paid student interns from the University of Chester, Kayley and Craig, to help us out and gain experience over the summer months.



## Changing Face of Financial Advice

**Cambrian started life in 1973 as Cambrian Investments and in that time, we have faced many challenges and fundamental changes to our industry. We have always embraced change and moved with the times which is why today, we are bigger than ever.**

The UK Government recently announced a major review of our industry which will examine (amongst other things) the following;

- the advice gap for those people who want to work hard, do the right thing and get on in life but do not have significant wealth;
- how to encourage a healthy demand side for financial advice, including addressing barriers which put consumers off seeking advice.

Cambrian's main priority has always been to ensure that we can deliver advice to everyone, no matter their circumstances or wealth. We firmly believe that no one should be locked out of receiving professional financial advice. We are proud of the fact that we do not impose minimum investment values on our customers. We manage to do this and still run a profitable business which invests in and rewards its staff well, and puts excellent client service standards at the centre of everything we do. It is these attributes which make us stand out from the crowd – and why we have been awarded the prestigious Chartered Financial Planners title.

With further change likely on the horizon, now seems as good a time as any to take stock of where we're at and where we are going. And we would like to put you – our valued clients – at the heart of that; starting with direct feedback.

### Tell us how we are doing

If you could take a few moments – we would be really grateful if you could email [feedback@cambifa.co.uk](mailto:feedback@cambifa.co.uk) to tell us

- 1)** what we're doing well – and where we could improve our service and/or
- 2)** how we could improve access to our advice.

The names of everyone who sends in feedback will be placed into a proverbial hat and one lucky person will win **£100** of High Street vouchers or a donation to a charity of your choice.

The deadline to be eligible for the competition is **30th November 2015** and the winner will be announced via our website in December.

## Refer a Friend Scheme

We recognise that our clients have played and still play an important part in the growth of Cambrian.

We have, therefore, decided to reward this loyalty with a 'refer a friend scheme'.

For every new client that you refer to us, who subsequently transacts business with us, we will send you a referral reward of **£75** as a thank you or donate to charity on your behalf.



# £75\*

Email us with details at [referrals@cambifa.co.uk](mailto:referrals@cambifa.co.uk) of yourself and the person you'd like to refer.

\* Excludes Mortgage only.

## Key Allowances 2015/16

Tax-free ISA limit	£15,240
Tax-free junior ISA and Child Trust Fund limit	£4,080
Capital Gains Tax exemption	£11,100
Inheritance Tax transferrable nil-rate band	£325,000
Personal Allowance for Income Tax	£10,600
Personal allowance reduces if net income exceeds	£100,000
Pension Annual Allowance	£40,000
Pension Lifetime Allowance	£1,250,000

**Don't miss out on using these allowances before 5th April 2016!**

**Contact your adviser to discuss making full use of your annual allowances/exemptions.**

## Dates for your Diary...

### 1st October 2015

Cambrian WRAP clients quarterly review email.

### 31st October 2015

Midnight deadline for paper applications of self-assessment tax returns.

### 24th December – 4th January

Cambrian closed for Christmas break.

### 4th January 2016

Cambrian WRAP clients quarterly review email.

### 31st January 2016

Midnight deadline for online submissions of self-assessment tax returns.

### 5th April 2016

End of tax year. Tax allowances (ISAs, pensions, CGT) need to be utilised by this date.

Our full range of services includes:



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