

- BROCHURE

Corporate Financial Advice

Helping you plan for the financial future of your business

No matter how good your business idea or how successful your enterprise becomes, its future may depend on how well you've prepared for the unexpected.

At Fairstone, we understand how busy you are and how hard it is to make time to focus on planning for the financial future of your organisation.

Our team of experienced corporate financial advisers can help you:

- ✓ Protect your business against the unexpected loss of shareholders and key people
- ✓ Manage group pensions in a tax efficient way
- ✓ Enhance your recruitment proposition through attractive employee benefit packages
- ✓ Create attractive staff incentives to help you retain your best people
- ✓ Keep up to date with policy changes and your legal obligations
- ✓ We aim to work with you as an extension of your team, offering an innovative service that meets your specific needs with practical and cost-effective solutions.

Protecting your business

If you think about your core team, the skills and more importantly knowledge of your business and its inner workings that your key individuals have, what would you do if you unexpectedly lost them to illness or sudden death? Are they replaceable and at what cost to your business?

The death or serious illness of a key director or employee can cause significant consequences for a business including:

- ! Loss of profits
- ! Reduced capacity
- ! Reduced practical know-how
- ! The recall of loans
- ! Loss of key clients/contacts

You can reduce the risks for yourself and your business with the following protection options:

Shareholder protection

You have two situations to consider:

- 1 If the shareholder's beneficiaries decide to cash in their inherited shares
- 2 If the existing shareholders wish to purchase the shares but lack the adequate funds to do so

Shareholder protection can help by setting out how shares are to be managed if a shareholder passes away.

The policy can also include critical illness and is taken out on the lives of each shareholder by either fellow shareholders, or the business.

Should a shareholder die or become critically ill, pay-outs can be used to purchase the shares of the holder.

Loan protection

Most businesses will have some form of commercial debt and the average **business borrowing currently stands at £344,000**. This can include overdrafts, commercial loans/mortgages or directors' loan accounts. These types of liabilities can be protected against both death and diagnosis of a critical illness.

Relevant life plans

Possibly the most under-used business protection product available, relevant life plans enable large businesses to set up group life plans, providing cost effective life assurance protection for employees and directors alike. This is particularly useful for business owners as it can provide life cover for themselves, paid for by the business with no adverse tax implications (P11d) and in the event of death, the sum assured can be paid without impacting on their estate from an inheritance tax perspective.

Key person insurance

Key person insurance is a policy that helps to safeguard a business against the financial impact of death, terminal illness or critical illness of a key person during the policy term. It will usually cover you for recruitment and training costs and well as the value of lost business.

The policy is written on the life of the key person but owned and paid for by the business.

The death of a key person could have a significant effect on your business.



of businesses cease trading within one year



of sole traders cease to trade immediately



of new businesses cease to trade immediately



Managing group pensions

It has long been recognised that most people aren't saving enough for retirement and, as a result, may not be able to live comfortably on their state pension alone.

As a business owner, how are you supporting your employees to plan for their retirement? There are a range of potential solutions that will provide both you, and your employees, with tax efficient retirement benefits.

Auto enrolment

Auto enrolment makes it compulsory for employers to automatically enrol eligible workers into a pension scheme and then pay into the scheme on their behalf.

There are minimum contribution guidelines for both you and your employees which are currently set at 3% from the employer and 5% from the employee.

Schemes are going to vary in terms of fees, expenses and investment approach. If you need help setting up auto enrolment for your business, an independent Fairstone financial adviser can search the whole of the market to find the best possible solution for you and help you to remain compliant.

You also have the option to set up a Small Self-Administered Scheme (SSAS) or a group SIPP (Self-Invested Personal Pension) your Fairstone adviser can provide further information and help you decide on the right route for you and your business.

Enhancing your recruitment and retention proposition

You know that your employees are your greatest assets and that when they are fully engaged, they can be your best brand ambassadors.

Employee incentives can be the key to attracting and retaining the right people that will help you to drive your business forward.

Typically, these incentives include:

- ✓ Employee insurance and health care
- ✓ Related HR benefit administration

It can also include:

- ✓ Group life schemes
- ✓ Group income protection

The package you provide is completely dependent on what is appropriate for you and your business objectives.

Your Fairstone financial adviser can help you create a bespoke package that meets your budget and your end goals.

Fairstone is a full-service wealth management house delivering intelligent solutions for your lifetime financial journey.

As one of the UK's largest Chartered financial planning firms, our team of financial advisers offer independent financial advice, investment management and estate planning services.

Our clients are at the centre of everything we do and thanks to them we are the number one rated wealth management house on TrustPilot*.

Fairstone is the **#1 rated** wealth management house on Trustpilot



Trustscore **4.9** | 6,337 reviews



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*All Trustpilot references are correct as of time of print, January 2022

The value of investments can go down as well as up. Past performance is not an indication of future performance and you may not get back the full amount you originally invested.

If you are in any doubt about tax implications that may affect you, please seek advice from a tax specialist before making any decisions.