

**PERSONAL AND CONFIDENTIAL**

Client Fact Find

Client Names:

Client C

Adviser Name:

JULIE GOODMAN

Date:

25-FEB-2025

Adviser Internal Reference: 2085417

Presented By:

**LOCKHART CAPITAL MANAGEMENT LLP**

32 Anyards Road

Cobham , Surrey, KT11 2LA Tel: .

Email: [juliegoodman@lockhartcapitalmanagement.com](mailto:juliegoodman@lockhartcapitalmanagement.com)

An appointed representative of Best Practice IFA Group

which is authorised and regulated by the Financial Conduct Authority

Objectives:

**SELF**

**PARTNER**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Protection |  | Pension Planning |  | Savings/Investments |  | Estate Planning |  | Mortgages |
|  | | ✔ | | ✔ | | ✔ | |  |
|  | |  | |  | |  | |  |

Financial Goals:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| What are your financial goals, target timeline and any associated costs to achieve these goals? | | | | | |
| **Rank** | **Owner** | **Goal** | | **Amount Required** | **Date Needed** |
| 1 | Self | To grow my pension and proceeds from my business sale | |  |  |
| 2 |  |  | |  |  |
| 3 |  |  | |  |  |
| 4 |  |  | |  |  |
| 5 |  |  | |  |  |
| 6 |  |  | |  |  |
| 7 |  |  | |  |  |
| 8 |  |  | |  |  |
| Do you need a lump sum to achieve these financial goals?  If a lump sum is required, do you have any savings or investments that could be used to meet these needs? | | |  | | |
|  | | |

Personal Details:

Self

Partner

Mr.

Client C cc

Male Married

Address

AN12 3NR

United Kingdom 01234567890

[clientc@gmail.com](mailto:clientc@gmail.com)

Mobile

01-Jan-1958

United Kingdom UK

Yes

Title Forename(s)

Surname Gender Marital Status

Address

Postcode Country Telephone (home)

Email Preferred Means of Contact

Other contact Date of Birth Country of Birth Place of Birth

UK Domiciled?

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Name** | **Relationship** | **Dependent On** | **DOB** | **Age (on Fact Find)** | **Dependant Until** | **Child Trust Funds** |
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| --- | --- | --- | --- | --- |
| **Self/Partner** | **Country** | **ID Type** | **Tax ID** | **Primary?** |
| Self | United Kingdom | National Insurance Number | AB123456C | Yes |
|  |  |  |  |  |
|  |  |  |  |  |

Notes:

Yes England Good No

Managing Director

Employed

01-Jan-2000

Company Name 24 years, 1 months

**Dependants:**

**National Insurance / Other Tax Identifiers:**

UK Deemed Domicile Date UK Resident for Tax?

Tax Region State of Health

Smoker? Main Occupation Employment Status Employment Type Employment Start Date Employer/Business Name

Time in current emp/self employment

To grow my pension whilst generating an income to meet my income needs until such time as my company is sold. To invest the proceeds from the sale of my business in due course.

Income:

|  |  |  |  |
| --- | --- | --- | --- |
|  | Self | Partner | Joint |
| Salary Self-employment  Overtime, commission,  bonuses Rental income Personal pension  Occupational pension  State pension  State benefit Maintenance  Investment bond withdrawal  Investment income  Other income Total Gross Income Total Net Income Total Of All Gross Total Of All Net  Highest Tax Rate Payable |  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| Gross:  Net: £3,050.00  Certainty: |  |  |
|  |  |  |
| Gross:  Net: £1,000.00  Certainty: |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| £0.00 |  |  |
| £4,050.00 |  |  |
| £0.00 | | |
| £4,050.00 | | |
| 40% |  |  |

|  |  |
| --- | --- |
| Do you anticipate any changes to your short or long-term  income? If yes, please provide details  How would an unexpected major life event (e.g. death, divorce, illness) affect your  income?  Is there anything else to know about these incomes? | Yes |
| He is in the process of trying to sell his business and if this happens dividends ( shown as  £132k ) will stop.  25/2/25- He may draw a gross dividend in July of £500k which after paying tax in Germany and the UK will be a net figure of £200k. This has not been included in the income figures as the dividend is yet TBC. |
| He would accelerate the sale of his 75% share of his company. |
| He is now receiving state pension of £1k per month. Wife also receives state pension of £700 per month albeit she keeps this in her own personal account as her personal spending. In addition, Wife receives £6k per annum in rental income. |

Expenditure:

|  |  |  |  |
| --- | --- | --- | --- |
| **Essential** | Self | Partner | Joint |
| Mortgage  Rent Council tax  Utilities Home insurance  Car & vehicle maintenance  Car insurance Car finance Travel costs Personal loans |  |  |  |
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| --- | --- | --- | --- |
| Credit cards  Total Essential |  |  |  |
|  |  |  |

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| --- | --- | --- | --- |
| **Lifestyle** | Self | Partner | Joint |
| Education fees  Childcare Groceries & household  supplies Holidays  Recreation & entertainment  Hobbies Phone & broadband Mobile phone contract  TV licence  TV streaming services &  subscriptions Other insurances all household exp  Total Lifestyle |  |  |  |
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| Net: £2,000.00  Importance: Flexibility: |  |  |
| £2,000.00 |  |  |
|  | | Partner | Joint |
| **Discretionary** | Self |
| Investment contributions Pension contributions  Cash savings Charities & Donations  Accountant Financial Adviser Monetary gifts  Presents (e.g. birthday &  celebrations) Professional & misc items  All personal exp  Total Discretionary |  |  |  |
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|  |  |  |
| Net: £2,000.00  Importance: Flexibility: |  |  |
| £2,000.00 |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| Total Monthly Expenditure Total Annual Expenditure  Monthly Household Disposable  Income | £4,000.00 |  |  |
| £48,000.00 |  |  |
| -£3,662.50 |  | |

|  |  |
| --- | --- |
| Do you anticipate any changes to your short or long-term  expenditures? If yes, please provide details  How would an unexpected major life event (e.g. death, divorce, illness) affect your  expenditures? | No |
|  |
| Income from pension would continue together with state pension. He would accelerate the sale of the business which in turn would generate further liquidity. |

|  |  |
| --- | --- |
| Do you have enough guaranteed income to cover your essential expenses?  Is there anything else to know about these expenditures? | Yes the above income (NET) covers all day to day and essential expenditure. A dividend will be declared this year in July and will provide a further buffer. He did not want to provide a breakdown but was happy to provide headline figures. |
|  |

Notes:

**Notes for Income:** State pension for Client C starts in Aug 24 for 10,800.

There is the possibility he will still sell his company in the future. Negotiations/conversations are happening now.

Assets:

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Do you have any assets? | | | Yes (If yes, please give details below) | | | | | | | |
| **Description** | **Whose Name** | **Type** | | **Classification** | **Provider** | **Ref No** | **Start/Purchase Value** | **Start Date** | **Current Value** | **Valuation Date** |
| Boad | Client | Vehicles - Motor Yacht | | Chattels |  |  |  |  | £50,000.00 | 26-02-  2025 |
| Business | Other | Other - Other | | Other |  |  |  |  | £7,000,000.00 | 19-02-  2024 |
| PPR | Joint | Residential Property  - Main Residence | | Property |  |  |  |  | £900,000.00 | 25-02-  2025 |
| cash | Joint | Savings - Current Account | | Savings |  |  |  |  | £32,000.00 | 25-02-  2025 |
| euro deposit Euros- 10,000 | Client | Savings - Current Account | | Savings |  |  |  |  | £8,295.00 | 26-02-  2025 |
|  |  |  | |  |  |  |  |  |  |  |
| Total assets  Are you considering disposing of any  assets this tax year? | | | Self: Partner: Joint: Combined: | | | | | | | |
| (If yes, give details) | | | | | | | |

Liabilities:

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Do you have any | | liabilities? | Yes | | (If yes, please give | | details | | below) | | | | | | |
| **Description** | **Whose Name** | **Type** | | | **Classification** | **Lender** | | **Ref No** | | **Start Value** | | **Start Date** | **Current Value** | | **Valuation Date** |
|  |  |  | | |  |  | |  | |  | |  |  | |  |
|  |  |  | | |  |  | |  | |  | |  |  | |  |
|  |  |  | | |  |  | |  | |  | |  |  | |  |
| UK Tax liability | Client | Liability - Other | | | Liability |  | |  | |  | |  | £10,000.00 | | 25-02-2025 |
| Equity release | Joint | Liability - Mortgage | | | Liability | Canada Life | |  | |  | |  | £150,000.00 | | 25-02-2025 |
| Total liabilities | | | Self: |  | Partner: | |  | |  | Joint: |  |  | Combined: |  | |

Notes:

**Notes on Liabilities:** He can decide to roll up interest or repay this. He is mindful to do the latter in the future.

Existing Arrangements:

Protection

No (If yes, please give details below)

Do you have any Protection?

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Type** | **Owner** | **Life** | **Provider** | **Policy No** | **Cover Amount** | **Trust** | **Start Date** | **End Date** |
|  |  |  |  |  |  |  |  |  |
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Retirement / Pension

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | Self | | | | |  | Partner | | | |
| Are you saving for retirement? What age do you wish to retire?  On how much?  Does your company offer a pension  scheme? Does your employer contribute?  Are you a member? If no, why not?  If yes, give details  Do you have any other pension  plans? | | | No | | | | | |  | | | |
| 80 | | | | | |  | | | |
|  | | | | | |  | | | |
| No | | | | | |  | | | |
| No | | | | | |  | | | |
| No | | | | | |  | | | |
| Yes (If yes, please give details below) | | | | | | | | | |
| **Type** | **Life** | **Provider** | | **Policy No** | **Start Date** | **NRD** | **Personal Contr** | | | **Company Contr** | **Trust** | **Value** |
| SIPP | Self | James Hay Pension Trustees | | 123456 | 17-Jan-2019 |  |  | | |  | No | £688,332.95 |
|  |  |  | |  |  |  |  | | |  |  |  |
|  |  |  | |  |  |  |  | | |  |  |  |
|  |  |  | |  |  |  |  | | |  |  |  |

Will

Self

Partner

Yes Mirror Yes

19-Mar-2020

Have you made a will?

Type of will Is the will still relevant?

Date of will

Solicitor / Executor

Notes:

**Notes on Will:** 25.2.25 Will is still valid. POA's are in place.

Expectations, Needs & Attitudes:

|  |  |  |
| --- | --- | --- |
| Do you expect a change in situation or plans which may affect your future needs?  (Eg planning a family / changing job / private education / early retirement / medium to long term saving plans / ethical investing) | | |
| If yes, please give details | SELF: Yes Possible sale of company in the next 12/18 months | PARTNER |

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Which of the following are current needs (enter today's date), future needs (enter date for review), or never likely to be needs (leave blank)?  1. Life & 2. PMI 3. PHI 4. LTC 5. Pension 6. Pension 7. Savings 8. Invest 9. Estate 10. Mortgages CIC Pre Retirement At Retirement Planning | | | | | | | | | | |
| SELF |  |  |  |  |  |  |  |  |  |  |
| PART |  |  |  |  |  |  |  |  |  |  |
| Details if adviser disagrees with client on this issue: | | | | | | | | | | |
| Is a referral required: No | | | | | | | | | | |

Self Risk Conversation:

|  |
| --- |
| Describe your investment experience and how you gained this knowledge. |
|  |
| How do you feel about the value of your investments going up and down and might this change in different stages of life? |
|  |
| What concerns do you have about maintaining your income during retirement? |
|  |
| Do you have enough guaranteed income to cover your essential expenses in retirement? |
|  |

|  |  |  |
| --- | --- | --- |
| **Attitude to Risk**  (tick required risk level, following completion of a risk questionnaire, as appropriate for product type) | Self | Partner |
| **Level 1** - **Very Low**  People in this category have a very low risk tolerance, and are highly likely to be concerned about the possibility of losing money, and they potentially have very little experience in investments or may be an investor seeking capital security. You would probably prefer your investment to fluctuate less and make more modest returns than risk losing money for higher returns. Keeping your money safe, rather than exposing it to the risks of financial markets, is likely to be your priority. However, if inflation is high, it will reduce the value of your investment, which could therefore decrease in ''real-terms''. Investing in anything other than cash is unlikely to be appropriate for you. |  |  |

|  |  |  |
| --- | --- | --- |
| **Level 2** - **Low**  People in this category have a low risk tolerance, and are likely to be concerned about the possibility of losing money, and may have limited experience of investment products or may be an investor seeking capital security. You would probably prefer your investment to fluctuate less and make more modest returns than risk losing money for higher returns. You’re prepared to move away from investing in cash and to accept some investment risk in products such as Fixed Interest Securities, Property or UK equities for the longer term. You accept that growth prospects are limited and this means you should not expect the value of your investments to rise much more than if you had kept your money in a bank account or other low risk investment. Additionally you understand that your investment value will fluctuate which could mean that you may get back less than you invested. |  |  |
| **Level 3** - **Low Medium**  People in this category have a low-medium risk tolerance, and are likely to be concerned about the possibility of losing money, but do not want to completely ignore the possibility of making higher returns. You may have some experience of investment products, or may value capital security over high returns. You probably want greater returns than are offered by bank accounts and other low risk investments, and therefore are prepared to accept some fluctuation in return for potential growth in products such as Fixed Interest Securities, Property, UK Equity or International Equity and realise that these are likely to be better for longer-term returns. You could get back less than you invested. |  |  |
| **Level 4** - **Low Medium**  People in this category have a low-medium risk tolerance, and are likely to be concerned about the possibility of losing money, but do not want to completely ignore the possibility of making higher returns. You may have some experience of investment products, or may value capital security over high returns. You probably want greater returns than are offered by bank accounts and other low risk investments, and therefore are prepared to accept some fluctuation in return for potential growth in products such as Fixed Interest Securities, Property, UK Equity or International Equity and realise that these are likely to be better for longer-term returns. You could get back less than you invested. |  |  |
| **Level 5** - **Medium**  People in this category have a medium risk tolerance, and would probably prefer investments to fluctuate less and make more modest returns than risk losing money for higher returns. It is likely that you are looking for a balance of risk and reward, with the potential for higher returns in the longer term, and you may have some experience of investment, including investing in products containing riskier assets such as equities and bonds or may be willing to take some risks with your capital. You are probably prepared to accept some fluctuation in order to make higher returns than exclusively low risk investments and are aware that the value of your investment will rise and fall. Examples of investments may include Fixed Interest Securities, Property, UK Equities, and International Equities. You could get back less than you invested. | ✔ |  |
| **Level 6** - **Medium**  People in this category have a medium risk tolerance, and would probably prefer investments to fluctuate less and make more modest returns than risk losing money for higher returns. It is likely that you are looking for a balance of risk and reward, with the potential for higher returns in the longer term, and you may have some experience of investment, including investing in products containing riskier assets such as equities and bonds or you are comfortable with taking some risks with your capital. You are probably prepared to accept some fluctuation in order to make higher returns than exclusively low risk investments and are aware that the value of your investment will rise and fall. Examples of investments may include Fixed Interest Securities, Property, UK Equities, and International Equities. You could get back less than you invested. |  |  |
| **Level 7** - **Medium High**  People in this category have a medium-high risk tolerance, they will usually be fairly experienced investors, who may have used a range of investment products in the past and probably concentrate on getting higher returns on investments or they are an investor willing to take a higher degree of risk with their capital. You’re prepared to accept that this will increase the risk of large fluctuations in your investment value and understand that this is crucial in terms of generating long-term return. Examples of investments may include Fixed Interest Securities, Property, UK Equities, International Equities and Emerging Markets. You understand there is a possibility you may lose some or all of your capital. |  |  |
| **Level 8** - **Medium High**  People in this category have a medium-high risk tolerance, they will usually be fairly experienced investors, who may have used a range of investment products in the past and probably concentrate on getting higher returns on investments or they are an investor willing to take a higher degree of risk with their capital. You’re prepared to accept that this will increase the risk of large fluctuations in your investment value and understand that this is crucial in terms of generating long-term return. Examples of investments may include Fixed Interest Securities, Property, UK Equities, International Equities and Emerging Markets. You understand there is a possibility you may lose some or all of your capital. |  |  |
| **Level 9** - **High**  People in this category have a high-risk tolerance, and probably concentrate on getting higher returns in the longer term and are less concerned about losing money. They are usually experienced investors who may have used a range of investment products in the past, and who may take an active approach to managing their investments, or they may be an investor willing to take a high degree of risk with their capital. You understand there may be sharp, day to day fluctuations in your investment value. Examples of investments may include UK Equities, International Equities and Emerging Markets. You accept there is a risk of losing some or all of your capital. |  |  |

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| --- | --- | --- |
| **Level 10** - **Very High**  People in this category have a very high-risk tolerance, and probably concentrate on getting higher returns and are significantly less concerned about losing money. You are likely to be an experienced investor with a good understanding of the risk/reward balance or you will be an investor willing to take a very high degree of risk with your capital. You understand your investment will be exposed to significant levels of risk, and will be exposed to significant and very sharp day to day fluctuations. Examples of investments may include UK Equities, International Equities and Emerging Markets. You accept there is a risk of losing some or all of your capital. |  |  |

Product Specific:

***Complete relevant sections as determined in 'Needs'***

Pension (Pre-Retirement)

|  |  |  |  |
| --- | --- | --- | --- |
|  | Self |  | Partner |
| Do you have a state pension forecast? Is there a pension shortfall?  Please include details about the pension shortfall |  | |  |
|  | |  |
|  | |  |
| Pension forecasts can be obtained via [https://www.gov.uk/check-state-pension](http://www.gov.uk/check-state-pension) | | | |

Self

Partner

Yes 66

£50,000.00

£10,600.00

Is Pension (Pre-Retirement) a need? Preferred age of full retirement

Annual pension desired (today's terms) Anticipated state pension pa Anticipated company pension pa Anticipated personal pension pa Anticipated other income pa

Potential shortfall

Desired rate pension increase in retirement

Pension (Drawing Benefits)

Self

Partner

Would you like to draw pension benefits now?

Will you partially retire? If yes, when will you partially retire and on what annual

income? When are you to fully retire? (age/date) What annual income is required?

Will you require an increasing income over time? Do you require this increase to be guaranteed?

Will the pension need to provide for spouse/dependant

after death? How much tax free cash do you require?

For what purpose is this tax free cash?

Notes:

**Notes on Pension Pre Retirement:** Already drawing from pension but is still working.

Regular Savings

Self

Partner

No

Is Regular Savings a need? Savings objective & term

What amount can you afford?

Lump Sum Investment

Is a Lump Sum Investment a need?

What lump sum do you have to

invest? What emergency fund is needed?

Would you be prepared to reduce

your liabilities? By how much?

Over what time is the investment?

What do you require from your

investments?

Will any income be needed/taken in

the first year?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Self |  | Partner |  | Joint |
| No | |  | |  |
|  | |  | |  |
|  | |  | |  |
| No | |  | |  |
|  | |  | |  |
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Estate Planning

Self

Partner

No

Yes

Yes

Yes

Is Estate Planning a need? Are you UK domiciled?

Total assets Liabilities (personal) Net value of estate

Potentially taxable estate (above IHT threshold) Potential tax liability (above current rate of tax)

IHT liability details Does your will leave everything to your spouse? If you have made any gifts - when and how much

If you are to make any gifts - when and how much

How much will you leave to charity? Planning already in place to alleviate IHT liability?

Details of any trusts

Notes:

**Notes on Lump Sum Investment:** Will require advice on investments once company sale has gone through.

**Notes on Estate Planning:** 25/2/25-He is not concerned about reducing IHT at this stage. He has taken out an equity release mortgage and by cresting a debt will reduce IHT. He will consider this once his business is either sold or he draws a large dividend if the business remains.

Declaration:

The information requested is required to ensure that the financial advice offered is appropriate to your personal circumstances. Failure to provide any relevant information may lead to inappropriate advice being given. The information will be retained in accordance with our Privacy Notice and may be used to provide ongoing services and advice in the future. This information is provided on the understanding that it will be used in strict confidence and that it places you under no obligation to take any suggested recommendations.

In the course of providing our services we collect and process your personal data (as such term is defined in the UK GDPR), in the role of data controller. Full details of how and why we process personal data can be found in the Privacy Notice on our website, and the Service Charter or Client Agreement.

**PLEASE READ THIS DOCUMENT CAREFULLY BEFORE SIGNING**

|  |  |  |
| --- | --- | --- |
| **CLIENT** | | |
| Name  Signature | **Client C** | Date: **25-Feb-2025** |
| ☓ | |
| **ADVISER**  Name **Julie Goodman** Date: **25-Feb-2025**  Signature ☓ | | |

Notes:

Client has full mental and physical capacity and is not being treated as vulnerable.

# WHAT WOULD YOU LIKE TO GAIN FROM TODAY'S MEETING?

To Re-engage with my adviser at Lockhart Capital Management. To move my assets away from Charles Stanley.

# WHAT EXPERIENCE DO YOU HAVE OF RECEIVING FINANCIAL ADVICE?

I have several years of experience having had an adviser for over 10 years.

# WHAT ARE YOUR FINANCAIL OBJECTIVES AND ASPIRATIONS?

To sell my company and enjoy a comfortable lifestyle in the next 12 months.

# WHAT ARE YOUR FINANCIAL FEARS AND CONCERNS?

To lose significant amounts of capital. Preserving my wealth important to me as I can not earn it back again!

# WOULD YOU LIKE TO CONSIDER INCLUDING AN ESG COMPONENT TO YOUR INVESTMENT STRATEGY?

No. This is not an area of interest.

# ARE THERE ANY ANOMOLIES ON THE RISK QUESTIONNAIRE OUTPUT TO DISCUSS AND NOTE AND WHAT IS YOUR CAPACITY FOR LOSS?

No