# CLIENT PROFILE: EMMA THOMPSON

Client ID: C004  
**Last Updated:** 22/01/2026  
**Adviser:** Jonathan Hayes, DipPFS  
**Next Review:** 12/03/2027 (14:00 PM, Office)

# PERSONAL DETAILS

Name: Emma Thompson  
DOB: 28/02/1980 (Age 46)  
Address: Flat 12, Oakwood Mansions, Clapham, SW4 8PT  
Email: emma.thompson@pharmatech.com  
Mobile: 07712 987654  
Occupation: Pharmaceutical Sales Director, PharmaGlobal UK  
Salary: £92,000 + £35,000 commission avg + £8,000 car allowance  
Status: Single, no children, no dependants  
Partner: Tom (4 years, separate finances, not cohabiting yet)

# FINANCIAL SUMMARY

Income: £135,000  
Net Worth: £685,000  
Property: £495,000 (2-bed flat Clapham, bought 2016 £385k)  
Mortgage: £185,000 @ 3.79% (fixed until March 2027), £1,350/month, 15 years left

# ASSETS BREAKDOWN

ISA: £95,600 (Vanguard Global All Cap 100% equities)  
Savings: £48,000 (Chase 4.1%, Monzo 4.5%)  
Pensions: PharmaGlobal SIPP £245k, AstraZeneca £68k  
Premium Bonds: £20,000  
Company Car: BMW 3 Series (lease, not asset)

# PROTECTION

Life: £250,000 (L&G expires 2041, in trust to sister)  
Critical Illness: £100,000 (included)  
Income Protection: £4,000/month (13 weeks deferred, to 65)  
PMI: Corporate Bupa

# GOALS & PRIORITIES

1. Retire age 60 (14 years) – TARGET £50k/year
2. Career break age 50 (4 years) – Need £60k saved
3. Trade up to 3-bed house: £650k budget in 1–2 years
4. Relationship with Tom: Discussing marriage/moving in
5. Travel: £12k/year budget (2–3 international trips)

# RECENT CHANGES (Jan 2026 Review)

* PROMOTED to Director: £85k → £92k (effective Jan 2025)
* Relationship with Tom ongoing (4 years) – still discussing cohabitation
* Tom: Architect, £78k income, owns Balham flat £520k (£95k mortgage)
* Considering: Sell both flats, buy £1.1m house together
* Mother (73): Early dementia progressing, social worker now involved

# TAX POSITION

Income: £135,000  
Adjusted: £125,100 (after £9,900 pension salary sacrifice)  
Lost PA: £4,900 (over £125,140 additional rate threshold)  
Paying 45% on income over £125,140  
Major tax optimisation still required

# RECOMMENDATIONS STATUS

**Last Full Review: Jan 2026**

1. ✓ DONE: Increased pension 8%→12% (£11,040/year), saves £4,968 tax (45% relief)
2. PENDING: Consolidate AZ pension (£68k) – deferred due to relationship/property uncertainty  
   **REVISIT: 2026/27 tax year**
3. DECLINED: Reduce mortgage term 15→12 years (£200/month extra) – flexibility preferred
4. ✓ DONE: Will updated (Dec 2024) – Estate: 50% mother, 30% sister, 20% nieces  
   **NOTE:** Update required if cohabiting/marriage proceeds
5. PENDING: LPAs – forms completed but not yet registered  
   **ACTION:** Submit to OPG in 2026
6. PENDING: Pre-nup discussion if marrying Tom – combined assets c. £1.1m  
   Emma remains resistant (“unromantic”) – handle sensitively
7. ✓ DONE: ISA contributions maximised at £20k/year

# CURRENT OPPORTUNITIES

1. Salary increase embedded: Extra £7k/year already redirected to ISA ✓
2. Commission improved: Expected £35k+  
   Recommend: £10k bonus sacrifice to pension – saves £4,500 tax
3. Relationship/property decision – THREE SCENARIOS:  
   A) **Marry & buy together:** Sell both (£1,015k equity), buy £1.1m, mortgage £365k  
   Joint £2,100/month (Emma £1,050) – SAVES £300/month  
   B) **Move into Tom’s:** Rent Emma’s £2,200/month – mortgage £1,350 = £850 surplus  
   Share Tom’s costs +£800 → Net +£50/month  
   C) **Tom moves into Emma’s:** Tom rents his (£2,400/month), pays half Emma’s £675  
   Emma SAVES £675/month  
   **RECOMMEND:** B or C short-term; marry/buy in 1–2 years
4. Mother’s care planning:  
   Mother assets £180k; care £5k/month (£60k/year) ≈ 3 years cover  
   After: Emma may contribute £2k/month  
   Recommend: LTC insurance £150/month **or** plan £2k/month from age 75
5. Sabbatical age 50 (4 years): Need £60k  
   Recommend: £800/month separate pot = £57,600 + interest ≈ £63k ✓

# CONCERNS & RISKS

* Single income reliance (mitigated by IP, savings, no dependants)
* Relationship entanglement without cohabitation agreement – legal grey area
* Mother’s care costs: £30k/year × 10 years = £300k potential impact
* Property timing risk if buying jointly – preferable to wait 12–18 months
* Career burnout risk – sabbatical likely necessary, not optional

# UPCOMING ACTIONS

**Before Next Review (2026/27):**

* LPA registration completion
* Formal relationship/property decision with Tom
* Pension consolidation revisit
* Mother care funding strategy agreed

**At Next Review (2027):**

* Updated retirement projections
* Property/relationship scenario modelling
* Long-term care contingency planning
* Sabbatical funding progress check
* Commission bonus sacrifice review

# RECENT COMMUNICATION

15/01/26: Email – LPA forms status (still unsubmitted)  
18/01/26: Call – property discussions ongoing  
22/01/26: Text – update on mother’s dementia and care involvement

# NOTES

* Highly independent; values autonomy
* Relationship caution rooted in parents’ difficult divorce
* Close to sister in Brighton (2 nieces, now 9 and 12)
* Keen traveller (Japan, Peru, Tanzania completed)
* Fitness-focused: half-marathons, yoga
* Actively questioning long-term sustainability of current role