# CLIENT PROFILE: PRIYA & ANIL PATEL

Client ID: C005  
**Last Updated:** 10/01/2026  
**Adviser:** Jonathan Hayes, DipPFS  
**Next Review:** 28/01/2027 (16:00 PM, Office)

# PERSONAL DETAILS

**Client 1:** Priya Patel  
DOB: 15/09/1985 (Age 40)  
Address: 45 Laurel Avenue, Surbiton, KT6 4DP  
Email: priya.patel@nhs.net | Mobile: 07834 567890  
Occupation: NHS GP Partner (6/10ths), Elmbridge Medical Centre  
Income: £95,000 (partnership share)

**Client 2:** Anil Patel  
DOB: 22/11/1983 (Age 42)  
Email: anil.patel@datainsights.com | Mobile: 07756 123456  
Occupation: Data Analytics Consultant (Self-employed Ltd)  
Income: £68,000 salary + £25,000 dividends  
Company Value: £45,000 retained profits

**Children:**

* Ravi, DOB: 10/04/2015 (Age 10) – Local primary
* Maya, DOB: 18/12/2017 (Age 8) – Local primary
* Zara, DOB: 05/06/2021 (Age 4) – Starting school Sept 2025

# FINANCIAL SUMMARY

Combined Income: £188,000  
Net Worth: £975,000  
Property: £625,000 (Surbiton 4-bed, bought 2014 £445k)  
Mortgage: £245,000 @ 3.45% (fixed until Oct 2026), £1,680/month, 16 years left

# ASSETS BREAKDOWN

ISAs: Priya £48,200 (mixed, not optimised), Anil £35,800 (Vanguard 60/40)  
Savings: Joint £32k, Emergency £18k (Marcus 4.75%) – TARGET £30k  
Pensions:

* Priya: NHS DB £18.5k/year accrued, no SIPP yet
* Anil: SIPPs £87k current + £42k Accenture + £28k Deloitte + £15k company = £172k total  
  Junior ISAs: Ravi £12.4k, Maya £9.2k, Zara £3.8k  
  Anil’s Company: £45k cash reserves  
  Premium Bonds: £15k (Priya)  
  Director’s Loan: Anil owes company £12,000

# PROTECTION

Priya: £400k Life (Aviva, expires 2044), in trust, NHS sick pay  
Anil: £400k Life + £150k CI (L&G, expires 2043), in trust  
No Income Protection for Anil (ongoing concern)

# GOALS & PRIORITIES

1. Retire age 60 (both) – 18–20 years – TARGET £70k/year
2. Build emergency fund £18k → £30k (PRIORITY 1)
3. University funding: £35k per child = £105k total
4. Loft conversion: £55k (5th bedroom + study) – timing 2026
5. India family trips: Every 2 years, £8k per trip
6. Support ageing parents (likely future financial support)

# RECENT CHANGES (Jan 2026 Review)

* Priya increased partnership 5/10ths → 6/10ths (Jan 2025): £80k → £95k income
* Anil business growth sustained: Revenue +30% (2023–24), dividends £18k → £25k
* Still considering hiring associate (short-term income dip possible)
* Parents ageing: Priya’s father (69) retired; Anil’s mother (67) ongoing health issues
* Zara starting school Sept 2025: £800/month childcare costs ending

# TAX POSITION

Priya: £95k income, full PA, NHS pension 14.5% (£13,775/year), 40% taxpayer  
Anil: £68k salary + £25k dividends = £93k, company pays 25% corporation tax  
Generally tax-efficient but further optimisation available

# RECOMMENDATIONS STATUS

**Last Full Review: Jan 2026**

1. IN PROGRESS: Emergency fund £18k → £30k  
   Progress ongoing; childcare savings post-Sept 2025 available to accelerate
2. PENDING: Consolidate Anil’s 4 pensions (£172k total)  
   Current charges ~0.85% (£1,462/year) vs Vanguard ~0.38% (£653)  
   **Potential saving:** £809/year  
   Anil procrastination ongoing – **MUST COMPLETE 2026**
3. DECLINED (for now): Income Protection for Anil (£120/month for £3.5k/month)  
   Rationale: “Self-insure”  
   **High concern remains** – revisit once emergency fund complete
4. PENDING: Optimise Priya’s ISA  
   8 funds, ~0.65% charges, underperforming  
   Plan: Simplify to Vanguard LS80  
   Priya authorised adviser to implement
5. NOT STARTED: Wills update (last done 2016, pre-Zara)  
   Must include Zara + update guardians – **STRONG PRIORITY**
6. NOT STARTED: LPAs (neither has them)  
   Priya acknowledges importance but lacks time – **book solicitor directly**
7. ✓ DONE: Anil company pension £10k/year employer contribution  
   Saves £2,500 corporation tax annually

# CURRENT OPPORTUNITIES

1. Priya income uplift embedded: £15k/year (~£9k net)  
   Recommend:
   * Emergency fund completion
   * ISA contributions (£450/month) to maximise allowances
2. Childcare savings £800/month (from Sept 2025):
   * £300/month Junior ISAs
   * £500/month loft conversion fund
3. Anil business performance: Revenue £180k, profit £68k  
   Increase employer pension £10k → £15k  
   Saves £3,750 corporation tax; £15k pension for £11,250 effective cost
4. Loft conversion £55k (target Oct 2026):
   * Option A: Save £500/month × 20 = £10k + borrow £45k
   * Option B: Save £1,500/month × 20 = £30k + borrow £25k
   * Option C: Use £45k company reserves + save £10k  
     **RECOMMEND:** Option C (most tax-efficient)
5. Parental support planning:  
   Provisional £500/month (£6k/year) contingency from 2027+

# CONCERNS & RISKS

* Emergency fund still below target (£18k vs £30k)
* Anil business concentration risk (60% revenue from 2 clients)
* No IP for Anil: self-employed, 3 children, mortgage exposure
* Pension fragmentation: admin inertia costing £800+ per year
* Estate planning gaps: Wills outdated, no LPAs
* Priya workload intensity: 6/10ths demanding; potential reduction to 5/10ths would reduce income by £15k

# UPCOMING ACTIONS

**Before Next Review (2026):**

* Emergency fund acceleration using childcare savings
* Anil pension consolidation completion
* Priya ISA restructuring implementation

**At Next Review (2027):**

* Emergency fund confirmed at £30k
* Pension consolidation review
* Estate planning execution (wills + LPAs booked)
* Loft funding final decision
* Income protection for Anil revisited
* Updated retirement projections reflecting higher income

# RECENT COMMUNICATION

03/01/26: Email – Confirmed Priya income level maintained  
08/01/26: Call with Anil – business performance and dividend planning  
10/01/26: Pension consolidation forms resent to Anil

# NOTES

* Both extremely time-poor; admin avoidance is the core blocker
* Priya trusts advice but wants execution handled
* Anil understands strategy fully, then delays action
* Strong Indian family values; parental support likely
* Send festival greetings (Diwali, Holi)
* Vegetarian household
* Liverpool FC supporters