Other financial planning areas

Only include areas where a need evidently exists for one/both customers but review declined and/or no product recommendations made.

Delete all areas where a need evidently DOES NOT exist eg no mortgage, retired and not eligible for pension, retired and living within income therefore no income protection need, single no dependants therefore no life need etc.

Personalise to suit customer circumstances.

## Lifestyle protection

Protecting your lifestyle

Life and critical illness

Field\_1 a need for lifestyle protection in the event of death or critical illness. Field\_2

Field\_3, there’s a risk INSERT\_2 would be unable to meet all Field\_4 financial commitments, and maintain Field\_5 lifestyle, if you die. In addition, you may not have enough money to fund changes to your lifestyle that may result from being diagnosed with a critical illness.

Life

Field\_6 a need for lifestyle protection in the event of death. INSERT\_3

S\_FIELD\_7\_6, there’s a risk INSERT\_4 would be unable to meet all Field\_7 financial commitments, and maintain Field\_8 lifestyle, if you die.

Critical illness

Field\_9 a need for lifestyle protection in the event of critical illness. Field\_10

Field\_11, there’s a risk you may not have enough money to fund changes to your lifestyle that may result from being diagnosed with a critical illness.

## Income protection

Protecting your income

Field\_12 a need to Field\_13 income in case of long-term illness. Field\_14

Field\_15, there's a risk you'd be unable to meet your Field\_16 if you were unable to work for a long period due to an injury or illness.

## Mortgage protection

Protecting your mortgage/loan

Field\_17 a need to protect your Field\_18 in the event of Field\_19. Field\_20

Field\_21, there's a risk your Field\_22 wouldn't be fully repaid if you were to Field\_23. This could result in financial hardship for Field\_24, and therefore, could put your home at risk.

## Retirement

Retirement planning

Field\_25. However, Field\_26

By not reviewing your retirement savings, there’s a risk you wouldn’t have enough income to meet all your financial commitments, and maintain your lifestyle when you retire. Any available tax relief will be lost if you don’t make use of this allowance.

RACoE referral

Referral to the HSBC Retirement Advice Centre of Excellence

I recommend a referral to the HSBC Retirement Advice Centre of Excellence because INSERT\_5.

You’ll receive a separate Retirement Advice Report outlining the recommendations being made and why they’re appropriate for you. It will contain full details of all other charges and fees that will become payable if you decide to proceed with any of the recommendations.

## Managing and growing wealth

Managing and growing your wealth

Field\_27 a need to:

Include all that apply

* grow your Field\_28 to provide the opportunity for better returns than cash
* provide Field\_29 £INSERT\_6 a Field\_30. You need this income for INSERT\_7 because INSERT\_8
* provide Field\_31 £INSERT\_9 a Field\_32 while also giving the opportunity to grow your Field\_33. You need this income for INSERT\_10 because INSERT\_11
* provide an income to improve your lifestyle
* invest for INSERT\_12 because INSERT\_13
* save a regular amount of £INSERT\_14 over INSERT\_15 because INSERT\_16
* top up your existing HSBC Field\_34
* review your existing investments
* make your investments more tax-efficient
* reduce the level of risk in your portfolio
* increase your cash holdings
* provide a lump sum for INSERT\_17
* use your late Field\_35 Additional Permitted Subscription
* manage your Capital Gains Tax liability within your investment
* invest in your joint names
* automatically use your future ISA allowances

INSERT\_18

However, Field\_36

By not reviewing this area, there’s a risk INSERT\_19.

## Passing on wealth

Passing on your wealth

From the information you provided your estate Field\_37 have to pay Inheritance Tax. However, this can only be confirmed by doing a full review of your estate. Any Inheritance Tax due from your estate may reduce the legacy you want to leave for your family or chosen beneficiaries. There may also be delays in distributing your estate if there isn’t enough cash to pay the tax bill.

However, you declined to review this area because INSERT\_20.

I recommend you review this area INSERT\_21 as soon as possible. This will help establish if your estate has a potential tax liability and, if so, your options to reduce it.

In the meantime, please read our **Guide to Inheritance Tax and Estate Planning**.