



KELLANDS

CHARTERED FINANCIAL PLANNERS

Why go for financial advice?

In the current environment it's more important than ever that you've got someone who can help you look after your finances.

We no longer use a mangle to dry our clothes, send messages via fax machine, or rent videos from shops. Likewise, financial advisers no longer just want to sell you some insurance – they are focused on delivering the best outcomes for you and your family.

So what DO they actually do and why should you consider speaking to one?



Here are seven things you might not know a financial adviser could do for you:

1. Personal and tailored advice – a financial adviser will find a solution that's right for you, rather than just hand you an off-the-shelf, one-size-fits all solution. They'll ask you questions about you, your job, family and lifestyle to get a full picture of who you are and what you really need - whether you're a first-time buyer, a business owner, starting a family or preparing for retirement.

2. Knowledge of the market – an independent financial adviser isn't tied to a particular bank or provider, which means they can research the whole market to find the right product for you. Because of this, they could have access to products that are more suitable for you than those available online.

3. Peace of mind – a financial adviser will find out what financial products you already have, even if you're not sure where the paperwork is. They'll look at what financial support your employer provides, and confirm what you're entitled to from the state. They'll tell you where the gaps in your finances lie so you only buy what you need to. And they can advise you on things like tax and trusts, which many of us can find complex. Talking to a financial adviser will give you the peace of mind that all your needs have been considered.

4. The buck stops with them – with something as important as your finances, you don't want to worry that you've got it wrong. A financial adviser, on the other hand, is a specialist in this area. They'll keep up-to-date with the latest products and changes in the market, and take responsibility for making the best choice on your behalf.

5. Practical help – when you start to take your retirement income or if you ever need to claim on any of your protection plans, your adviser will help you with this. Whether that's making the initial claim, or following up with any paperwork for you. It's an adviser's job to support you throughout your partnership with them – and that includes the aspects that can often be more difficult for you during an emotionally challenging time.

6. Proactive support – a financial adviser can provide ongoing support to make sure you're on track to meet your objectives. For example, you may need to alter how much you're saving in your pension or how much income you're taking from your pension because your circumstances change. Or you may need to make a claim on your protection policy. Rather than leaving you to manage this yourself, your adviser can make the relevant changes so your plans are always valid and up-to-date.

7. Save you time and money - Good financial planning and advice will guide you towards the best and most cost efficient solution for you. Whether this means saving money or helping you fund your future through investment, seeking professional advice will save you the time and energy of trying to filter through the various options and products that are available to you online. And new research, What it's worth: Revisiting the value of financial advice from the ILC suggests that, holding other factors constant, those who took advice around the turn of the century were on average over £47,000 better off a decade later than those who did not.

Need advice? Kellands can help.

Choosing an independent financial adviser is probably one of the most important decisions that you will have to make during your lifetime. Right from our first initial consultation, we seek to work with you to build a long term financial strategy that is designed to meet your current and future financial objectives.

So if you require financial advice for the first time or are seeking a second opinion, why not talk to Kellands Hale?

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