

The Wealth Succession Boom: How planners can win big

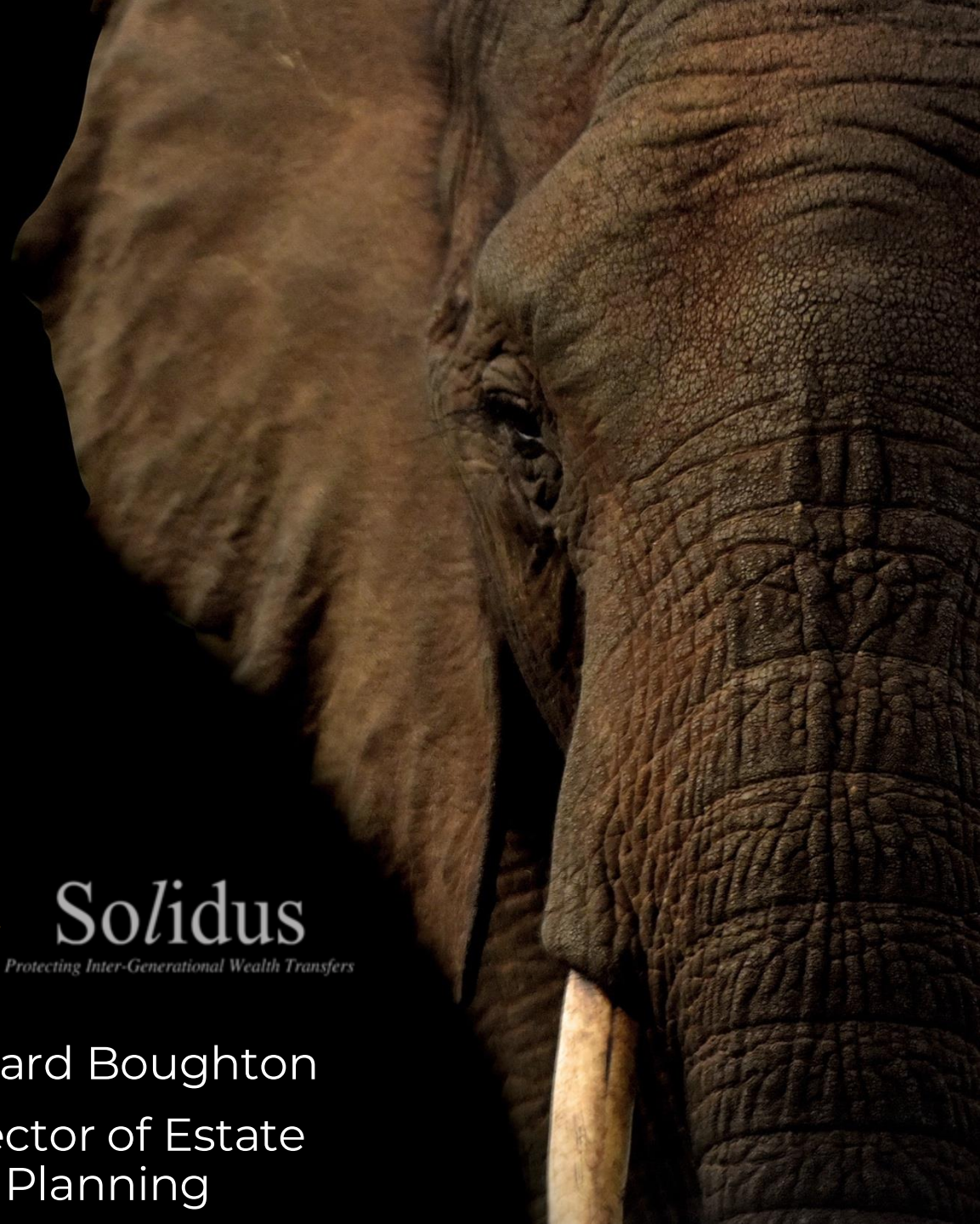
The **Family** 
Elephant

James Dent
Founder & Director



Solidus
Protecting Inter-Generational Wealth Transfers

Richard Boughton
Director of Estate
Planning



What we will cover

- Market Opportunity
- Why Financial Planners are best positioned
- Legal aspects of Wealth succession
- Financial Planning within Wealth Transfer
- Impact on your businesses
- Real world example
- Next step- making the opportunity count

Market Opportunity

- The 'Great Wealth Transfer' is underway
- Professionals in their 'silos.'
- Traditional Solicitors
- HNW families lack bespoke estate planning
- Families face complex financial/legal risks (eg Divorce etc).

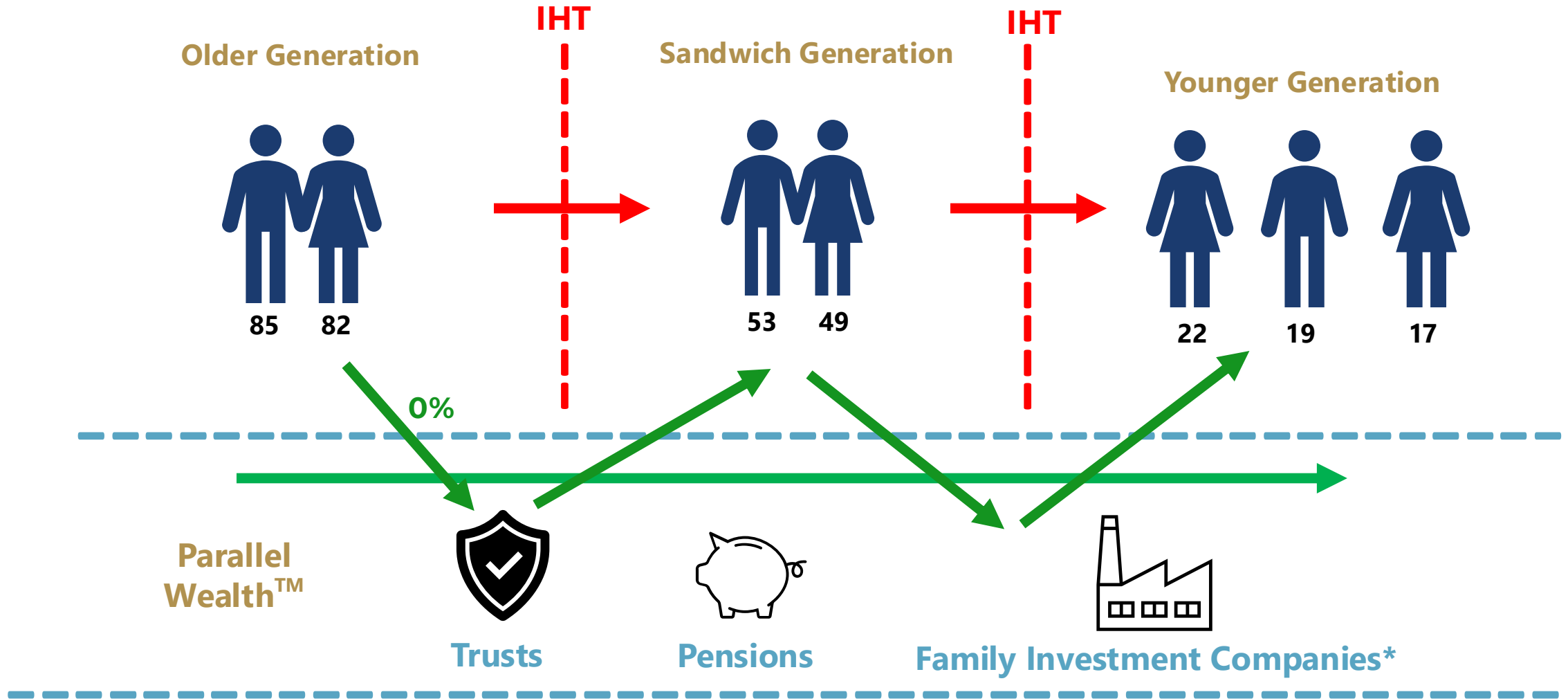
Why Financial Planners are so well placed

• The '.

- Our current role with family wealth.
- Practical solutions combined with the human dynamic.
- Parents wealth advisers vs Family wealth advisers.



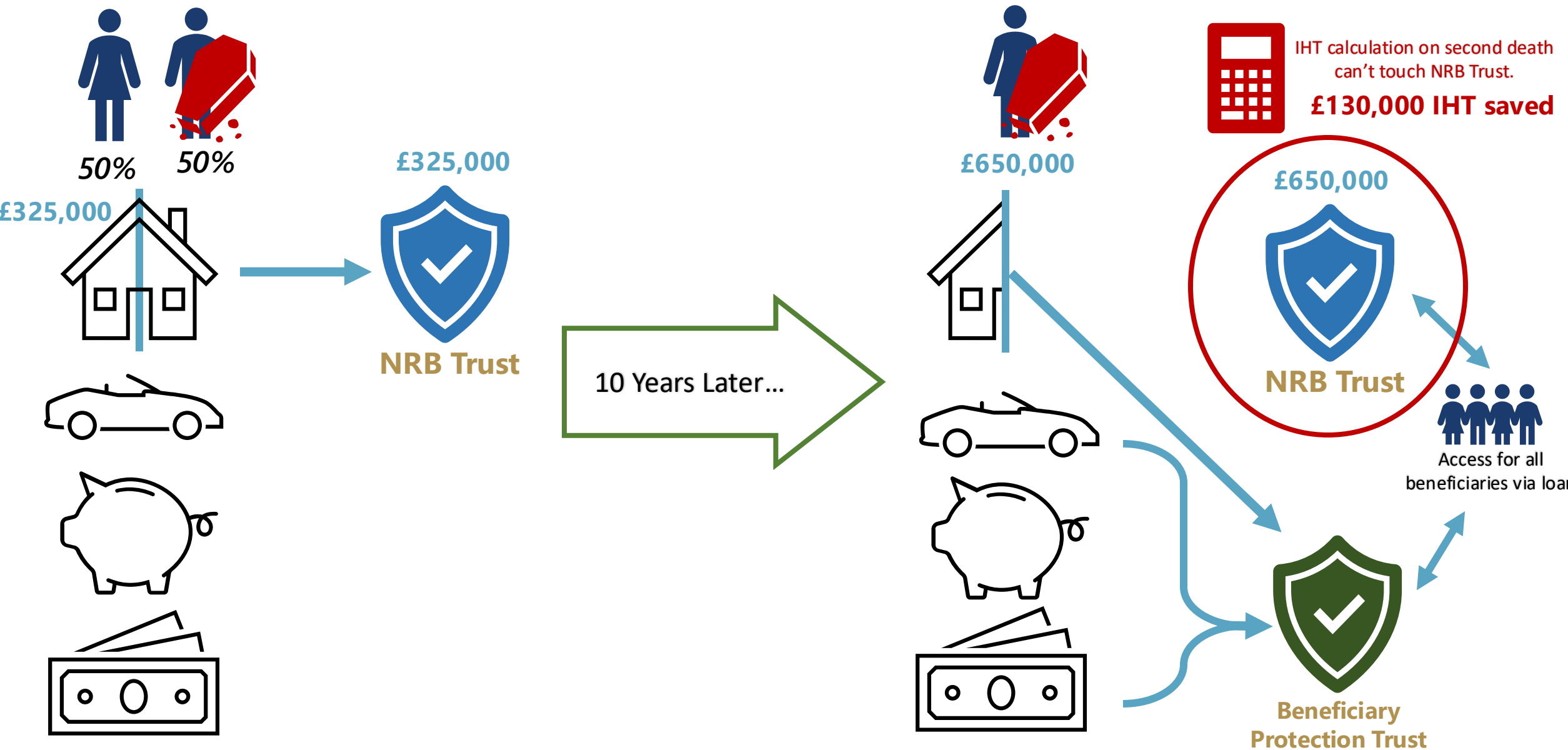
The family tree



Nil Rate Bands x2 : £650,000
Residence Nil Rate Bands x2 : £350,000*
Total : £1m

IHT = Inheritance tax
Applies at a rate of 40% (after available allowances)

Married Couple Nil Rate Band Planning



Legal aspects of Wealth Succession

- Protective Wills
- Powers of Attorney
- Discretionary & Lifetime Trusts
- Pension and DIS protection
- Trustee Services
- Client types (eg Blended Families)

Financial Planning within Wealth Transfer

- IHT planning
- Trust investment
- Trustee guidance
- Multi-generational engagement
- Recommendations/referrals
- Collaboration with professional firms.

Impact on your businesses

- Referrals boosted.
- Increased AUM, expanded solutions.
- Strategic partnerships with financial/law professionals
- Capital value enhanced.

Real World Example

- Richard's own family experience.



Next steps- making the opportunity count

- Plan the changes.
- Get the necessary development
- Reframe what you are delivering
- Collaboration/partnerships

Thank You



@thefamilyelephant



@thefamilyelephantfinancial



@theFamElephant



@the-family-elephant



james.dent@thefamilyelephant.co.uk