

Financial Planning for Accountancy & Tax Clients

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Client Specific

Sole traders	Business liabilities pass to estate	Life and critical illness insurance
	Ill health	Permanent health insurance
	Retirement	Pension planning
Partners	As above plus:	
	Death/ illness of partner	Partnership assurance
	Death Illness of key employee	Key person insurance
	Employee recruitment and retention	Employee benefits
Company directors	As sole trader	
	Death Illness of key employee	Key person insurance
	Death illness of co director shareholder	Director share purchase assurance
	Company cash	Off shore bond
	Employee recruitment and retention	Employee benefits
Business sale	Investment of proceeds	FFFP Portfolio management service
Tax Clients	Investments	Correct wrapper
		See other issues below
	Pensions	See below

Review Questions (also apply to personal holdings...)

Insurance	Are sums assured adequate?
	Are plans in appropriate trusts?
	Are trustees still appropriate?
	Are premiums competitive?
	End dates appropriate?
	Legal requirements covered (PI, EL, PL)
Pensions	Company contribution wherever possible?
	Salary diversion?
	Returns acceptable?
	Adequate contributions?
	Company NOT trustee?
	Risk acceptable?
	Consolidation appropriate?
	Optimise Death Benefits
Investments	Performance Acceptable?
	Risk volatility in line with requirements?
	Correct tax wrapper?
	Inheritance tax protected?
	WRAP Platform considered?
Mortgages	Rate competitive?
	End date appropriate?
	Funding sufficient?
	Offset considered?
Private Medical Insurance	Everyone should!
Employee Benefits	Cost effective & appropriate?
	NEST