



Financial Advisors

Become an estate planning specialist with EPS

- Provide a holistic service to your clients
- Improved client retention
- New client generation
- Earn £20K to £50K every year



PLANNING PROTECTION CERTAINTY

estplan.co.uk

Professional advisors

- A **Financial Advisor's** role is to help clients meet their financial planning objectives, both in terms of building wealth and ensuring financial security in retirement.
- An **Estate Planning Consultant's** role is to help clients:
 - Protect wealth by mitigating risk
 - Maximise inheritance for loved ones
 - Make it easier for loved ones when they pass away

There is an obvious synergy between financial planning and estate planning. Estate planning can be described as 'sensible financial planning'

The **Consumer Duty Rules** mean it is no longer acceptable just to tick a box.

All Financial Advisors must:

- Act in good faith
- Take steps to avoid foreseeable harm to customers
- Enable customers to pursue their financial objectives

However, this will *only* be achieved by providing high quality Estate Planning advice to your clients.

Working with EPS has allowed me to provide a truly personal holistic service to my clients, to retain control, and to earn additional income; all from a role that provides great personal satisfaction.

Dave Boothman

IFA and EPC

Becoming a consultant with EPS has allowed me to continue working part-time, earn money and perform a role that my clients truly appreciate. The training, support and delivery are first class.

Fred Millward

Retired SJP Partner and EPC

Regulatory Environment and Compliance

The estate planning sector is not formally regulated. However, we have always treated our business as if it were. We are proud to be full members of the Institute of Professional Willwriters (IPW). We hold £2M per claim of Professional Indemnity Insurance covering all our consultants advice. We have never had a complaint in over 20 years. The IPW is the only estate planning membership organisation with Code Approval from the Chartered Trading Standards Institute.

All of the above puts us at the top of the independent estate planning sector.

All training and support is delivered through our associated company - Castle Training and Consultancy Ltd. Castle was set up to provide a 2-year training and mentoring service to new entrants to the sector.

Peter Burton is a Fellow of the IPW and sits on their training panel. He is also a member of STEP with over 28 years experience in the sector.

Paul Dodsworth has over 20 years experience, is a Fellow of the IPW, holds the full STEP diploma (TEP) and sits on the IPW Management Council.



Benefits for your clients

- **Improved service offering.** Estate planning is a vital part of any client's financial planning strategy. By adding estate planning to your services you will ensure your client's assets are protected and distributed according to their wishes.
- **Meet their estate planning objectives.** Most clients will want to protect each other initially, and then maximise inheritance for their loved ones. This will only happen with good quality estate planning.
- **Minimise family disputes.** Poor estate planning can lead to family conflict after the death of a loved one. As their financial advisor and estate planning consultant you can help them set out their wishes clearly, avoiding any confusion and potential disputes.
- **Effective wealth transfer strategy.** Effective estate planning will ensure that wealth is transferred according to your client's wishes. As an estate planning consultant you can ensure that the right people inherit, at the right time and in the right way.
- **Peace of Mind.** Having a financial advisor who can also provide high-quality estate planning advice gives clients additional confidence and helps them feel secure, knowing that their wealth will be managed and passed on according to their wishes.
- **Great service delivery.** By working with EPS the service delivery will be first class. Look at our client testimonials rated Excellent on Trustpilot and 4.9 on Google.





Benefits for you

- **Improve client retention.** By adding estate planning to your services you will improve trust and ring-fence your clients from other estate planners who are keen to help them with their estate planning and refer on to IFAs they work with.
- **Additional financial services business.** The estate planning process identifies the need for Inheritance Tax planning now and can also identify investment opportunities.
- **New clients.** The estate planning process will help you generate new clients. It will also keep you in control of the distribution of funds to beneficiaries and give you a better opportunity to acquire the children as new clients in due course.
- **Job satisfaction.** Becoming an estate planning consultant and helping your clients protect their wealth and maximise inheritance for their loved ones, comes with lots of genuine thanks and a very high level of job satisfaction.
- **Substantial additional income.** By becoming an Estate Planning Consultant with EPS you should expect to earn substantial additional income.
- **The best training and mentoring programme available.** We have been helping our clients with their estate planning for over 20 years. In that time we have acquired substantial technical knowledge and have developed an estate planning strategy which maximises sales value, meets clients objectives, is fully compliant and delivers an excellent client experience.

Training

By the end of the initial 4-day induction training course you will be able to:

1. Give advice in relation to:

- Wills and various Will Trusts
- Lasting Powers of Attorney
- Lifetime Trust Planning
- IHT planning

2. Understand and explain:

- All the documents produced to your clients
- Ensuring that they understand and are happy with the documents
- How the documents are signed and witnessed, ensuring they are validly executed

To become an Estate Planning Consultant with us you will need to:

- Join the IPW as an associate
- Pass an entrance exam (fairly basic and you will be coached through)
- Pass a 'role play' (also coached through)
- Commit to regular ongoing training (see opposite)

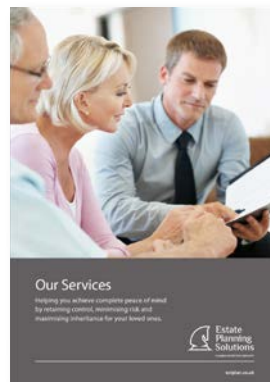


Ongoing Support

Becoming an Associate Member of the IPW is akin to passing your driving test. It is only the first step in learning to become a really good Estate Planning Consultant.

Our 24 month mentoring programme includes:

- Monthly technical training meetings
- Observing and learning via 'The Pathway' - Taking instructions, holding attestation meetings and other administration
- Weekly support and mentoring programme
- Learning together with scenario training and case studies
- Sales support
- Marketing support, emails, letters, leaflets and brochures etc.
- Administration training (in-house)



What is your legacy going to be?

You have helped your clients generate wealth.
Surely it makes sense that **you** help them protect it?

If you are interested in becoming a Professional
Estate Planning Specialist, please send an email to:
enquiries@estplan.co.uk

Alternatively please call:
Paul Dodsworth 07834 488 757

Estate Planning Solutions is the trading name of Holistic Estate
Planning Solutions Ltd. (Registered in England and Wales 4321172)

- * **Paul Dodsworth is a full member of the Society of Trust and Estate Practitioners (STEP) Membership No. 202808**



Google ★★★★★ Google Reviews 4.9

Rated EXCELLENT by ★ Trustpilot



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