

Introduction to Solidus

Trusts & Estate Planning



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We are a leading Estate Planning and Trust Services company with over 30 years experience of working directly with Financial Advisers and Estate Planners. We create Trust solutions which are designed to protect people's wealth, providing generational wealth protection and tax savings. Our clients are independent Financial Advisers, Estate Planners and financial advice companies.

We have earned an outstanding reputation in our field for providing unrivalled wealth protection services which complement current financial advice. We work with hundreds of leading Financial Advisers and Estate Planners across the country, providing them with ongoing training and support so we know that they are able to give their clients the best estate planning advice.

Licensee Support

At Solidus, we understand the essential role an Adviser provides their clients. We look to support effective financial and estate planning with flexible legal frameworks. Solidus' purpose is to be the first call for Advisers when they need Estate Planning services.

We support in many ways, including:

- Bespoke onboarding
- Access to the Solidus Knowledge Centre
- Individual and group training
- Webinars
- Workshop events

Benefits of Working With Solidus

Deliver Client Benefits

Our Financial Advisers and Estate Planners understand how to use a range of Trust solutions to deliver potential protection and tax efficiency for their clients. By expanding your client proposition and differentiating advice, you should increase client satisfaction and increase long-term Funds Under Management. Inter-generational relationships with clients' children or Beneficiaries are frequently enhanced.

Closer Client Ties

By successfully helping your client protect their assets for their loved ones and maximising tax planning options, the likelihood of you retaining these clients increases and can lead to you receiving high-quality referrals as your clients are more likely to recommend you to family and friends.

Increasing Earnings

Providing Trust Solutions to your clients enables you to retain existing clients, generate new leads and secure new business. Unlike provider Trusts, you can legally earn fees by charging clients.

Estate Planning Solutions

All of our estate planning solutions include advice as well as comprehensive legal planning. Our plan frameworks:

- Are typically family controlled
- Use Will and Trust precedents developed by our legal partners
- Are flexible, allowing clients to easily change the distribution of their estate
- Maximise protection and tax planning benefits

The Solidus Plan

The Solidus Plan is a purpose designed framework targeted for Legal Partnership clients with larger estates over £1,000,000.

Lasting Powers of Attorney

A Lasting Power of Attorney (LPA) is a legal document designed to allow a person (the Donor) to nominate one or more people (the Attorney(s)) that they trust to make decisions on their behalf should they lack the capacity to do so themselves in the future.

The Single Person Beneficiary Protection Plan

The Single Person Beneficiary Protection Plan is a purpose designed framework which delivers lifetime benefits whilst shielding and protecting residual estate inheritances for the intended Beneficiaries.

The Legal Partnership Beneficiary Protection Plan

The Legal Partnership Beneficiary Protection Plan is a purpose designed framework delivering lifetime benefits whilst shielding and protecting residual estate inheritances on both first and second death.



Additional Solutions

At Solidus we provide a full range of solutions to support your advice to your clients. In addition to our Estate Planning Solutions, we provide:

Financial Trust Solutions

Our Financial Trust solutions are:

- Customised to client requirements
- Typically family controlled
- Guaranteed by our legal partners

The Multiple Bond Trust

The Multiple Bond Trust is designed to hold existing bonds from providers which are not currently held in Trust. They are available for absolute transfers or where the client retains their right to income and giving up their right to the capital.

Assurance Trust

The Assurance Trust is a purpose designed Trust to receive the proceeds from a client's life assurance policy upon their death, including policies integrating critical illness payments and relevant life plans. It maximises protection and tax planning benefits for clients.

Asset Preservation Trust

The Asset Preservation Trust is a purpose designed death benefit Trust to receive the proceeds from the following upon the death of the client:

- Death in Service payments
- Personal pension (including those in drawdown) additional contribution schemes
- Free standing additional contribution schemes
- Small Self-Administered Schemes
- SIPP funds

Protective Gifting Trust

The Protective Gifting Trust is designed to allow a client's protective transfer of assets to their chosen Beneficiaries during lifetime. It is used primarily:

- To assist children with property purchases
- For the transfer of properties (second homes/BTL) by clients to mitigate IHT
- To receive excess income from client's estates

Deed of Variation

The Deed of Variation for single and married clients allows beneficiaries to redirect their inheritance for tax planning purposes within two years of the date of death. It can address common shortfalls in estate planning for individuals with inefficient planning or no Will. It offers flexibility and maximum protection of assets, allowing beneficiaries to utilise Nil Rate Band planning and Residence Nil Rate Band planning.

What Our Clients Say

“We have partnered with Solidus for many years now and they have provided solutions for the majority of our clients. Without Solidus, we would not have been able to achieve the volume of business that we have over the years. There have been some long-standing members of the Solidus team whose great technical knowledge has been very valuable to us as a company to provide the best planning for our clients. We particularly value the high quality of the final documentation that Solidus produces and their responsiveness to our extensive client queries.”

Matthew Smith – Buckingham Gate Chartered Financial Planners



“Solidus offer premium solutions and have assisted with training. Their support team are patient and always available to assist with queries, structuring, processes and advice. We were also really impressed with the community of advisers who use Solidus and unselfishly share with us. They have helped Strathmore not only provide a high level offering to our clients but have assisted in developing a focussed business, delivering new client leads and high levels of satisfaction. Solidus have proved the value of their planning by helping our clients through probate and fulfilment.”

Ravi Solanki – Sure Wealth

“Working with Solidus has significantly enhanced the estate planning services we can offer our clients and enabled Advisors to provide holistic financial planning advice. The team at Solidus demonstrate a high level of expertise, provide tailored support, and show genuine commitment to helping us support our clients. Their willingness to help and responsiveness to any queries we have distinguishes them from other providers. Their training sessions have been invaluable to sharing knowledge throughout Foster Denovo.”

Kirsty Butler – Foster Denovo



Helpful Guidelines For The Advice And Administration Responsibilities For Client Planning

Effective financial planning and protection requires financial advice together with reliable and flexible legal frameworks. This table identifies the responsibilities of different parties for core common client solutions.

Client Solution	Financial Planner Responsibility	Solidus Responsibility and Professional Indemnity Insurance
<p>Life Cover Advice risk to write life cover (SL and JLSD) into Trust is an industry standard. Failure by financial planners to do so leads to a lack of client protection and potential negative tax impacts</p>	<ul style="list-style-type: none"> ✓ Policy advice and administration ✓ Confirmation that policy can be written to Trust ✓ Confirmation of correct Policy and Trust drafting details supplied to Solidus ✓ Execution of the Trust documentation as advised 	<ul style="list-style-type: none"> ✓ Effectiveness of the Trust solution under current law for the solution applied for ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution
<p>Death in Service Advice risk to write DIS benefits into Trust is an industry standard, no matter what age. Failure by financial planners to do so leads to a lack of client protection and potential negative tax impacts</p>	<ul style="list-style-type: none"> ✓ Confirmation that DIS benefits can be directed to Trust ✓ Confirmation of correct DIS and Trust drafting details supplied to Solidus ✓ Execution of the Trust documentation as advised ✓ Execution of the nomination of beneficiary form 	<ul style="list-style-type: none"> ✓ Effectiveness of the Trust solution under current law for qualifying DIS benefits ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution
<p>Pensions The election of a Trust for receipt of available pension death benefits provides protection and flexibility for clients before the age of 75</p>	<ul style="list-style-type: none"> ✓ Pension Advice & Administration ✓ Confirmation that pension-death benefits can be directed into Trust for each plan ✓ Confirmation of correct plan and Trust drafting details supplied to Solidus ✓ Execution of the Trust documentation as advised 	<ul style="list-style-type: none"> ✓ Effectiveness of the Trust solution under current law for the advised pension-death benefits ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution
<p>Lifetime Cash Transfers The financial planner is responsible for advising on the quantum that a client can afford to gift and the protection and generational tax benefits of Trust gifting</p>	<ul style="list-style-type: none"> ✓ Gifting Advice & Administration ✓ Checking on previous Potential Exempt Transfers (PETS) and Chargeable Lifetime Transfers (CLTS) ✓ Confirmation of correct gifting values, dates and Trust drafting details supplied to Solidus ✓ Execution of the Trust documentation as advised 	<ul style="list-style-type: none"> ✓ General advice on the impact of PETS and CLTS ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution

Client Solution	Financial Planner Responsibility	Solidus Responsibility and PI
<p>Lifetime Property Transfers</p> <p>The financial planner is responsible for advising on the quantum of equity that a client can afford to gift (including income) and the protection and generational tax benefits of Trust gifting CGT matters are the accountant's responsibility</p>	<ul style="list-style-type: none"> ✓ Gifting Advice & Administration ✓ Checking on previous PETS and CLTS ✓ Confirmation of correct gifting values, dates and Trust drafting, details supplied to Solidus in conjunction with the Client's accountant ✓ Execution of the Trust documentation as advised 	<ul style="list-style-type: none"> ✓ Effectiveness of the Trust solution under current law for the solution applied for (property or property and income) ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution ✓ Introduction to a conveyancing solicitor, if required
<p>Lifetime Bond Transfers</p> <p>The financial planner is responsible for advising on whether the client can afford to give up their access to the capital value of a Bond as well as the protection and generational tax benefits of Trust gifting</p>	<ul style="list-style-type: none"> ✓ Gifting Advice & Administration ✓ Checking on previous PETS and CLTS (and bond not in Trust already) ✓ Confirmation of correct values and required return of carved out capital (if required) ✓ Execution of the Trust documentation as advised 	<ul style="list-style-type: none"> ✓ Effectiveness of the Trust solution under current law for the bond solution applied for (carve out or total bond transfer) ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution
<p>Qualifying Business Business Relief (BR) / Agricultural Relief (AR) Planning</p> <p>Effective BR planning is generally a neglected part of Client advice. Failure to provide effective advice results in a lack of protection and can lead to significant potential tax impacts for beneficiaries</p>	<ul style="list-style-type: none"> ✓ Confirmation that shares are BR qualified and benefits can be directed into Trust ✓ Confirmation of correct business details and Trust drafting details supplied to Solidus ✓ Execution of the Trust documentation as advised 	<ul style="list-style-type: none"> ✓ Effectiveness of the Trust solution under current law for qualifying BR/AR benefits ✓ Correct and accurate drafting of the required bespoke Trust and associated documentation ✓ Advice on process and execution
<p>Residual Estate Planning</p> <p>The directing of the residual estate of clients (after the payment of IHT) is essential where client protection of assets and generational tax benefits are required</p>	<ul style="list-style-type: none"> ✓ Taking instructions and ensuring no undue influence ✓ Confirmation of correct estate valuation and estate-plan drafting details supplied to Solidus. ✓ Execution of the plan documentation as advised 	<ul style="list-style-type: none"> ✓ Effectiveness of the estate planning solution to deliver appropriate protective and generational tax planning benefits ✓ Correct and accurate drafting of the required bespoke Wills, Trusts and associated documentation ✓ Advice on maximising available tax planning

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