

Annual Review Meeting Estate Planning Agenda

Many of our leading Licencees open the annual review meeting with Estate Planning. This provides a soft start to the meeting and identifies threads for discussion during the financial planning review. We have outlined in this document key questions to raise which could help identify further Estate Planning requirements and better outcomes for your clients.

The Client Audit, what to consider for your annual review:

- DIS and Pensions: APT solution
- Checking the Wills to see if they include appropriate planning
- Assurance trust for life policy in place
- Lifetime gifting options
- 1st death planning
- 2nd death planning
- Lasting Power of Attorney: Are LPAs in place
- Excess income: potentially can be gifted regularly, completely free of IHT
- Foreign assets: potential need for foreign wills to reduce costs in the long term
- Business assets that fall under business relief: Business trusts: Part of BPP planning

Have there been any significant changes within the family?

- Has anyone had any capacity issues? **Solution** (parents etc – you may be able to assist with LPAs).
- Any additions to the family – births/marriages/adoptions – **Solution** may need a review of Wills & Wishes
- Any deaths or expected inheritances – **Solution** you may be able to assist with probate or investigate if Deeds of Variation may be appropriate – or it may warrant a change in client planning.
- Have there been any disagreements or divisions requiring an estate planning review.

Review of Will and Wishes

- Has it been reviewed by Solidus? It is good practice to submit a non-Solidus Will to Solidus along with a client overview form three weeks prior to the annual review. This provides you with substantive guidance – “We have had our Estate Planning experts review you current Wills and the following input has been provided”.
- Current executors and Trustees – any changes required?
- Any changes to pecuniary legacies?
- Any additional protection being sought/concerns?
- Are the documents securely stored?
- Any changes to the Letter of Wishes required?

Review of Trusts

Make sure you have a copy of all the client's signed Trusts.

Review each Trust individually including third party Trusts and any historic Will Trusts.

- Any Changes to Trustees circumstances – retirements needed? – addition of children (instruct Solidus).
- Any additions required to Beneficiaries?
- Is there a Letter of Wishes to accompany the Trust – if yes, is it current. If no, get Solidus to provide one – it is key that Trustees receive guidance, and this is shared in advance with Trustees.
- Do any Trusts need to be registered? Contact Solidus.
- If the Trust has been registered on TRS are there any address changes or other items that need to be communicated to HMRC?
- If the Trust is active with assets are there any reporting requirements – tax return (Solidus have contacts for Trust tax returns)
- Have the Trustees had their minutes actioned formally – (contact Solidus to provide minutes)
- Have any parties moved overseas or has any overseas property been acquired by the Trust. If so has advice been sought in that country to see if there are any reporting requirements or tax implications. If it is a EU country there will be Trust Registration under 5MLD legislation.

Further Trust Planning

DIS and Life Cover

Are there any areas where Trust planning is currently being neglected and may result in a foreseeable outcome under Consumer Duty?

- Any DIS payments that could be protected in Trust and be tax efficient for clients?
- Any protection (life cover – SL/JLSD not written into Trust)?

Pensions

If your clients are under the age of 75, would they like to add protection of their pension benefits? Ask them – most clients are unaware of the issues and benefits.

- Protection for a surviving spouse or child who may receive the pension transfer.
- Significant potential tax planning for High-Net-Worth Clients.
- Distribution certainty for blended families where inadvertent disinheritance may occur/be a risk.

Lifetime Transfers

Do your clients have excess income?

- It is likely a Protective Gifting Trust could be used. Transfers can be immediately IHT effective, and you could invest for the long term within the Trust.

Do your clients have excess assets that may result in the unnecessary payment of IHT or impact a RNRB tax allowance?

- Assist children on the property ladder? – Wrap a Protective Gifting Trust around the gift.
- Bond or investment – maybe assigned to Trust.
- Property – if a BTL can some or all the income be given up from a property with no mortgage? – Use a Protective Gifting Trust

Lasting Powers of Attorney

- Do the clients have or Need LPA's? Are current LPA's up to date (not usually possible to make any changes).

For further assistance

Once you have identified any areas that require changes, further planning or detailed review please contact Solidus and we will provide any assistance. The Licensee portal provides all relevant documentation, training videos, application forms and more; we advise all our licensees to become familiar with the portal. <https://portal.siep.co.uk/login>

Solidus support: support@solidustrusts.co.uk for client overview forms and queries

Solidus applications : applications@solidustrusts.co.uk for application forms



Further contacts : Richard Boughton richard@solidustrusts.co.uk Director of Estate Planning

Malcolm Noblett malcolm@solidustrusts.co.uk Managing Director