



MJB (Partnership) Ltd  
Independent Financial Advisers  
1 Dukes Court, Chichester, PO19 8FX,  
Tel: 01243 771777

## Fair Value Statement

# About Us

## Introduction

This document is aimed at providing you with a brief overview of our firm and to introduce our services.

MJB (Partnership) Ltd are a well-established firm of Independent Financial Advisers based in Chichester that has been looking after clients' pensions and investments for over 25 years. We have good client retention and have always prided ourselves in providing a personal service to our clients that has met the above cross-cutting rules.

We are located in a modern office in Chichester with three advisers and support staff. The team provide an approachable and friendly service to individuals and family groups looking for advice in financial services.

## The Value of our Service

Our experience combined with the use of modern systems leads to clear explanations of advice that provide good tax efficient outcomes. The ongoing relationships that we build with clients over many years provides them with peace of mind, trust and a reliable source of information and guidance on questions they may have.

For example, there are many ways of drawing benefits from a pension, so we can explain the pros and cons of each, select and set up the most appropriate and ensure tax efficiency of the income required.

## We are a Best Practice Member Firm

- Best Practice provide an institutional regulatory supervision and compliance framework service which provides us with a high level of regulatory assurance and leading-edge client management systems.
- This high quality and financially sound organisation ultimately provide us with a high level of assurance and comfort around the regulatory framework of the proposition and services we deliver to you, our clients.
- By leveraging the quality and services of an organisation like Benchmark, a Schroders plc group company, we have comfort that we will remain at the leading edge of our profession, ensuring we maintain a "Best Practice" approach to serving our clients. Many of the benefits we derive, we see as having direct value add relevance for our clients, including:
  - The provision of an independent complaints handling process for all of our clients,
  - enhanced professional indemnity insurance,
  - integrated client technology systems, including the Wealth Platform
  - independent compliance supervision of our advisers and the suitability of our client advice

## Initial Advice

Getting to know our clients and building a relationship with them is the key to trust and good advice. In Simple terms the process may look like this:

- Discovery Meeting
- Full get you know you meeting,
- Establish your goals and objectives / needs and wants,
- Establish your priorities,
- Establish your attitude to risk and capacity for loss,
- Analysis of existing planning
- Research of potential solutions
- Construct a holistic financial plan,
- Meet to discuss the financial plan and recommendations,
- Agree implementation.

## Advisory Services - Annual Review Service

- For us and our clients, this is an integral part of the financial planning journey and our annual ongoing advisory service. It gives us an opportunity to sit down with you and your family, to reflect on the past year and to look forward and consider what might be on the horizon for you in the coming years. To give you reassurance and peace of mind about how your investments are tracking against your goals and to review our plans in the context of any changing circumstances in your life, new goals, or changes in your objectives.
- We consider the outlook for markets and the economic landscape and changing tax regulations which might impact on your current plans. We make sure everything we are doing remains suitable and is aimed at helping you and your family to achieve your goals.
- An opportunity to think about the coming years, plans for your family, begin to consider key life stages and events and how we might need to adapt our plans for them.

**Important information:** Best Practice IFA Group Limited is authorised and regulated by the Financial Conduct Authority, registration number 223112. Registered in England and Wales No 04490633. Evolution Wealth Network Limited is authorised and regulated by the Financial Conduct Authority, registration number 591218. Registered in England and Wales No 08229133. Registered office: Broadlands Business Campus, Langhurst Wood Road, Horsham, West Sussex, England, RH12 4QP.

- We ensure that your current position is still appropriate
- At review we discuss and re-establish your preference for investment risk and check that the portfolio held is in line with your risk. We discuss tax allowances and arrange top ups where required.

### Annual Review Service with Cash Flow Planning / Forecasting

- Helps us to show you visually how your plan has been set up to meet your objectives.
- The cash flow forecasting provides a visual illustration of how a client's investments and wealth will move over time in relation to the financial plans that we formulate to meet their goals. This gives clients considerable comfort knowing that there is some mathematical rigour to our advice and how it will help them to meet their goals.
- Cash flow planning allows us to scenario test your plans against historical market events and simulate how our clients' goals could be impacted by these types of events. It allows us to show how risk events might impact portfolios. It's a really great way to help you understand more about investment risks and how it translates to the plans you have in place. It helps you to feel more informed and comfortable about your plans.

### Family Protection Planning

- It may be an uncomfortable subject, but we all need to plan for the unforeseen in life and how this would impact ourselves and our family. We can help you to consider different scenarios which could occur and identify if there are any shortfalls in your protection planning. We can explain what options you have to address these shortfalls and how they would ensure you and your family are able to maintain your lifestyle and still meet your longer-term financial goals, in the event of ill health or death.
- Access to professional tools and paraplanning resources/staff to conduct analysis and research to find the best/most suitable product. Use of trusts to provide ease of access, control etc.

### Holistic Financial Planning

- It is not just about monetary goals; this is about life and family and a consultative approach. This enables us to help clients to think about things they may not have considered and how plans can work together to create a cohesive timeline of advice.

### IHT and Estate Planning

- We work with your other professionals who have a deep knowledge and understanding of HMRC tax rules in relation to clients and their estate's assets. We can help to understand the value of future liabilities and design and implement strategies to reduce this burden, often saving clients thousands of pounds in potential tax charges. This provides real value and peace of mind that your loved ones will be looked after when they are gone.

### Retirement Planning

- A key life phase. This is an area of planning which deserves significant time in reviewing for our clients each year. Often in the background, checking on progress of plans and investments you have made to fund your life in retirement. Adapting to market swings and modelling various impact scenarios. Retirement planning is one of the most valuable services we provide our clients.
- More than 60% of our clients are currently in retirement, following our advice and drawing on their assets to live a stress-free life in retirement. Our retirement planning takes the worry away from our clients.

### Mortgages

- Whether you are buying your first home, taking a step up to a larger property or looking to release money for home improvements, we can help you to understand your options and find the best deal to suit your needs.
- The mortgage process can seem daunting but with our expert advice, we can guide you through the property buying process. With access to the whole of the market for mortgage lenders, we can source the best deals for you, taking into account your budget, term and preferences.

### Equity Release

- Equity release can be a valuable source of financial planning for clients aged 55 and over. It is not something to enter into lightly and with our experience and expert advice, we will ensure you fully understand your options and that any advice to release equity from your home is suitable for your circumstances and needs. There may be other options to consider before taking this step and we will ensure these are understood before you make any decision about an equity release loan.

**Important information:** Best Practice IFA Group Limited is authorised and regulated by the Financial Conduct Authority, registration number 223112. Registered in England and Wales No 04490633. Evolution Wealth Network Limited is authorised and regulated by the Financial Conduct Authority, registration number 591218. Registered in England and Wales No 08229133. Registered office: Broadlands Business Campus, Langhurst Wood Road, Horsham, West Sussex, England, RH12 4QP.

## Long Term Care

- Long Term Care can be a complex, emotional and difficult topic. Whether thinking about yourself or exploring options on behalf of a loved one, we will simplify and explain all the options available and how best to plan for them.

## Defined Benefit Pensions

- If you are fortunate enough to have a defined benefit pension, or final salary pension it is often called, only qualified advisers in this very specialist area can review your options and provide advice on whether you should retain or transfer the pension. This is a complex area of advice and one we can help you with, ensuring any advice is in your best financial interests.

## Tax Efficiency

- Making sure we consider tax reliefs and allowances, enables clients to maximise their after-tax wealth. If you don't take advantage of annual tax reliefs, then you could quite literally be paying more tax than you need to. We can evidence the amount you have potentially saved through our planning.

## Market and Product Research and Analysis

- To recommend the most suitable solutions for our clients, we use professional tools to conduct research and analysis of provider and product solutions. This ensures we can make recommendations to best meet your needs and goals.

## Corporate Services

We can advise on Company pension contributions and corporate Life cover schemes, which are very tax efficient for both Employer and Employee.

## Philosophy and Investment Research Methodology

- Our investment proposition is researched to provide the most suitable investment solutions to cater for your needs. We choose to outsource investment management to professional money managers. Our skill is in selecting which ones to blend together to build portfolios aimed at meeting your goals. We have the time and professional skillset to monitor your investments and the investment managers. To make sure we stay on track to meet your goals. We tend to your investments while you give all the other things in life your full attention.
- We usually adopt a blend of active and passive investment management strategies in our client solutions because in different market conditions different approaches are likely to produce better returns.
- Our investment proposition is researched to provide the most suitable investment solutions to cater for your needs.
- This ultimately gives our clients great comfort that their investments are being managed by investment professionals and their financial plans are being looked after by highly qualified financial planning professionals. This is the value that a relationship with our firm provides. It's what our clients pay for.

## Discretionary Fund Management / Multi Asset Portfolios etc.

- We recommend discretionary investment management solutions for clients. We believe this adds value because a full time team of research analysts are selecting the funds with an specialist investment manager applying a strategic asset allocation model.
- Our approach means that our time is focused on you. We let the professional investment managers monitor the markets on a day-to-day basis. We feel this combination delivers you the best value.

## Investment Proposition

- We have also used our experience and research to determine the most appropriate investment solutions and platforms to suit our client's needs. Our research tools include FE analytics, Trustnet and O&M.
- We believe this approach allows our financial planners the greatest opportunity to spend their time and energy focused on you and your family's goals and objectives, where we add the greatest value.

**Important information:** Best Practice IFA Group Limited is authorised and regulated by the Financial Conduct Authority, registration number 223112. Registered in England and Wales No 04490633. Evolution Wealth Network Limited is authorised and regulated by the Financial Conduct Authority, registration number 591218. Registered in England and Wales No 08229133. Registered office: Broadlands Business Campus, Langhurst Wood Road, Horsham, West Sussex, England, RH12 4QP.

## Rebalancing

- Auto-rebalancing of your portfolio on a regular basis, to reset your investments back to your agreed initial investment mix is discussed. We will also proactively consider the tax consequences of these actions and will ensure we are taking advantage of any tax reliefs or allowances that you are entitled to.
- This is a proactive investment management service which helps to keep your investments on track to meet your goals and saves you money through utilisation of your annual capital gains tax allowances.
- Helps to ensure your investments and selection of funds / asset classes remain aligned to your chosen attitude to risk and capacity for loss.
- Helps to reset your investments on a regular basis back to your strategic investment plans, by adjusting dynamically for swings in markets.

## Technology

- One of the reasons we chose to work with Benchmark, was their technology. Something they have won numerous awards for. Ultimately backed by Schroders, we have every confidence that the security of our client's information within Benchmark's client management technology systems, is in very safe hands. This decision is something we know our clients expect us to get right. It's incredibly important to them and a reason they feel safe working with us.
- Our client management systems create adviser efficiency – with information readily available for a fast and reliable response service.
- Client technology such as an online portal. What are the features, interactivity, convenience, security provide to the client? All of which add value to client.

## Staff / Adviser Training and Development Programmes

- Our staff have regular training and are encouraged to take recognised qualifications, deepening knowledge and professionalism within the business. This enables them to understand the client and the advice being given so that clients can be confident when talking to staff about administration issues.
- There are CPD programmes – to maintain professional knowledge, and updates on regulatory and tax changes with the implications to client solutions.

## Working with your Firm / a Financial Adviser – Tangible and Intangible Benefits

- Working with a professional financial planner provides expertise and peace of mind
- We build multi decade trust-based relationships with our clients. We get to know what really matters most to them and their families. What they are trying to achieve in life and help them to achieve it.
- Our relationships are often the longest standing relationships our clients have. They lean on us for so much more than the financial plans we cultivate and manage for them. This doesn't happen without trust.

## Summary

By treating all clients as individuals, we tailor the advice to ensure suitability. We pride ourselves on developing long-term relationships with clients to ensure the advice we give is appropriate and the best it can be.

**Important information:** Best Practice IFA Group Limited is authorised and regulated by the Financial Conduct Authority, registration number 223112. Registered in England and Wales No 04490633. Evolution Wealth Network Limited is authorised and regulated by the Financial Conduct Authority, registration number 591218. Registered in England and Wales No 08229133. Registered office: Broadlands Business Campus, Langhurst Wood Road, Horsham, West Sussex, England, RH12 4QP.