

HARTEY NEWS



KEEPING YOU ABREAST OF COMPANY DEVELOPMENTS AND INFORMING YOU OF CHANGES WITHIN THE FINANCIAL INDUSTRY

Even though the summer holidays are just nearing a close, it would be fair to say 2015 has already been a busy year; we have a new Government, a new budget has been set to help with Inheritance Tax, new pension rules have been introduced, we've seen the suffering of the Greek economy, plus plenty more.

Throughout this newsletter we will cover off some of the areas above, along with bringing you up to speed on investments and what's going on in the company.

OPENING HOURS:

Monday – Thursday 9.00 am – 5.00 pm, Friday 9.00 am – 4.00 pm



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SUMMER 2015

www.harteywm.co.uk

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FIRST THINGS FIRST... WHAT'S NEW WITH US?

New premises

We're thrilled to announce that we will be opening an office over on Hilliards Court, Chester Business Park from October 2015. Not only is this a great opportunity for us, but I'm sure you'll agree that it will make life easier for our clients living in the local area too. We will let you know as soon as it's open.



New Seminar dates

With Autumn nearing we've been busy organising our next series of investment seminars. This time we've added an all new section to our presentation which focuses on managing the risk within your investment portfolios.

The great news is, as well as our usual venues, we've been able to add an extra date in October where we'll be visiting the Cottons Hotel in Knutsford. We're very pleased to be able to introduce a seminar at this venue as it gives our clients (and their friends) in this area an extra opportunity to come along to the event.

Keep reading for more details on dates and venues!

New team member

We are delighted to welcome Charlotte Hampson to the team to head up our marketing, media and client services.

Charlotte will be managing the advisors diaries, ensuring that clients have their regular reviews booked in and that any new faces are sent the relevant information about the company and are fully prepared for their first appointments.

Alongside this, Charlotte will be organising our ever important investment seminars, making sure venues are booked, communications are sent and clients are catered for. Plus she'll be making sure that our website and company marketing is all up- to-date and looking fresh!



ANYONE FOR TEA?

July saw us host our first client appreciation day. We invited our clients to an afternoon of tea, cakes, sandwiches, a small presentation and a raffle to thank them for their support. A wonderful 60 joined us for the day and it's safe to say fun was had by all!

We'd also like to say a big thank you to everyone who took part in the raffle - we raised a massive £400 for the Charlotte Hartey Foundation.



7 THINGS YOU NEED TO KNOW ABOUT THE PENSION CHANGES

April 6th 2015 saw the introduction of the most significant pension changes in a generation. The changes are good news for most of us but, as ever, they need action and there are some significant pitfalls to avoid. Here are seven important things you need to know:

1

Once you reach 55 you can take money out from your pension plan, either as income, or as lump sums, whenever you choose. For all practical purposes your plan has changed from being a 'pension' plan to being one of the most tax efficient 'savings' plans you could possibly wish for.

2

25% of your fund can be extracted tax free. Any balance will be taxed as income at your marginal rate of tax. Get it wrong and you could end up with a huge tax bill. Be sure you talk to your adviser before you decide how much to take if you wish to avoid that unwanted tax bill.

3

Your pension no longer has to die with you. As long as you don't take the annuity route, your pension plan can be passed to your beneficiaries totally tax free if you die before you reach 75. After age 75 your beneficiaries can take income at their marginal rate of tax. Take it all as a lump sum and there will be a tax charge of 45%.

4

The change in the taxation of pension death benefits will cause many families to review their Inheritance Tax strategy. Be sure to talk your adviser as there are some big pitfalls to avoid.

5

Many clients who have avoided pensions because of the previous lack of flexibility and control are now looking again at the benefits. Whether you are a higher rate tax payer or have modest earnings on which you are not paying tax there is something in this for you.

6

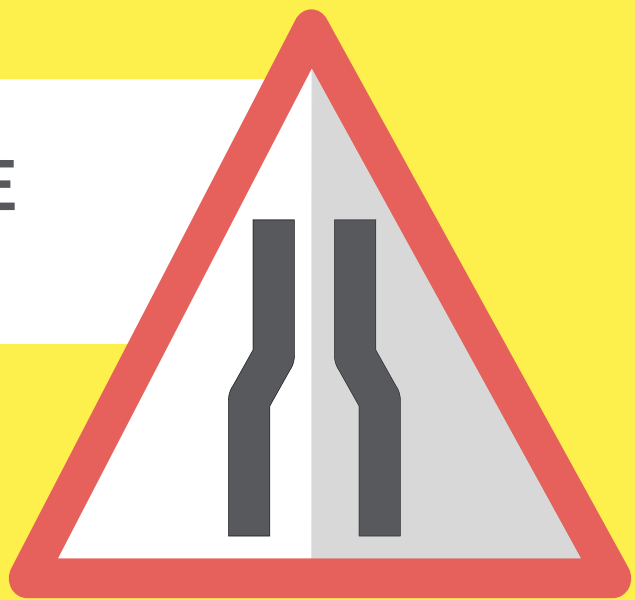
If you have worked hard to build up a big pension plan be very careful or you could be one of the losers. For example, if you are enrolled into one of the new Auto Enrolment pension schemes and do not opt out within one month, you could be caught by the reduction in the lifetime allowance to £1 million and finish up with a huge tax bill (almost 55%).

7

If you are fortunate enough to be in a final salary pension scheme you have a great deal of security but unfortunately you do not benefit from the new freedoms or the ability to pass your pension fund to your beneficiaries. Giving up security for flexibility and control is a big, big decision. We recommend speaking to your advisor as it could be worth investigating.

After your house your pension is probably your biggest investment. Please, please do not lose out. Now is the time to give it some love and attention.

NARROWING THE KNOWLEDGE GAP FOR INVESTORS



Record-low interest rates are rarely out of the news these days. With UK investors struggling to achieve a decent income from traditional investment sources, it might raise a few eyebrows to learn that less than half can correctly explain the term ‘income investing’.

With low-yields, low-rates and the new pensions freedoms, the hunt for income is now more pressing, and more challenging, than ever. Whilst most investors know it’s important to generate income for their portfolios, surprisingly few know how to go about it.

Lack of knowledge

A shocking 38% of UK investors* are still relying on savings accounts as a source of income, even though this leaves them struggling to achieve inflation-beating rates of return on their hard-earned cash. For many of these investors, it’s time to take a step back and weigh up how to make their money work harder for them.

Complex challenge

In today’s low-yield, low-rate world, generating a stable, attractive income in retirement is a complex challenge.

With traditional sources of income no longer delivering the goods, the income opportunity set has to be broader and more global than ever before.

Risk needs to be carefully managed to prevent against the potential loss of future wealth. At the same time, accessing competitive market returns to grow assets is equally as important, to ensure clients do not run out of money in the future.

Potential for clients

Multi-asset income funds tick all these boxes. Designed to deliver strong risk-adjusted returns, these specialist funds give clients the potential to build and preserve wealth, beat inflation and reduce the risk of outliving their assets.

Combining a broad range of asset classes, multi-asset funds give clients access to a level of diversification that they would struggle to achieve when investing alone. They also balance the provision of sustainable income with the management of downside risk, while keeping a close eye on capital appreciation.

Most are accessible, easy to understand and come without complex and expensive guarantees. They also tend to be flexible, tax efficient and cost efficient.

If you want to learn more about multi-asset management we recommend you come along to one of our Autumn seminars to find out more!

* Survey conducted by J.P. Morgan Asset Management

“With traditional sources of income no longer delivering the goods, the income opportunity set has to be broader and more global than ever before.”

WHAT'S YOUR NUMBER?



Many business owners and senior executives spend a lifetime working hard in their business but rarely to take a step back to ask themselves why? What is it all for?

At Hartey Wealth Management we help our clients to define what financial security and independence means for them. Understandably, it means different things to different people, but essentially, financial independence boils down to defining the desired lifestyle you want to be able to live in retirement, without the fear of ever running out of money, whatever happens.

“Using a clearly defined process and realistic assumptions, we help you to identify your personal ‘number’”

And that's where your 'number' comes in. We help our clients to define their ideal lifestyle and answer life's big questions...

Questions like:

- How much cash will I need in the future to ensure that I can achieve and maintain my desired lifestyle without ever running out of money?
- What do I need to do to secure my family's future... whatever happens?
- What will all the hard work and long hours mean in the end?
- When will I be able to ease off and start doing all the things I've always looked forward to, but never been able to find the time?
- How much do I need to be able to sell my business for to set me up for the rest of my life?

Using a clearly defined process and realistic assumptions, we help you to identify your personal 'number', i.e. the amount of money that you'll need in order to live life to the full, secure in the knowledge that you'll never run out of cash.

We create your personal lifetime cash flow model, including 'what if' scenarios, so that you can see the impact of key financial decisions, such as deciding to retire 5 years early, or buying a holiday home in Barbados (yes, one of our clients now knows they can afford to do that without undermining their long-term financial security).

Alongside this cash flow model, we also build you a strategic financial plan to help make your 'number' a reality.

What we do has the potential to change your life. Just knowing that you'll be able to afford to retire at 50 or 55 changes your priorities and perspective completely.

Why not contact us to arrange a free, no-obligation meeting to establish whether we can help you plan a different financial strategy for your future.

ARE UK RATES ON THE RISE?

UK inflation returned to zero in June, down from a very modest 0.1% in May. The fall reflected deeper discounting in the clothing sector and a slightly accelerated decline in food prices.

Capital Economics estimated that the UK was set for another brief period of deflation, possibly starting this month, and that inflation would remain below its 2% target throughout the next two years. However, there were still “no signs that

low inflation reflects a more general economic malaise”, the economics consultancy said.

In the three months to May, the UK's unemployment rate rose to 5.6% and employment dropped by 67,000 - its first fall in two years. Perversely, average earnings rose by 3.2%.

Economists suggested that the figures could be explained by rising productivity and that job losses and low inflation have not stopped the Bank of England from thinking more intently about the next rise in interest rates – which would be the first since July 2007.



We invite you to a
seminar on
The 5 Mistakes
The 4 Principles
The 3 Secrets
every investor
needs to know

**“Can’t see the
wood for the trees?”**

This short, half-day seminar shares an interactive presentation that will teach you the five mistakes, four principles and three secrets to investing, plus it offers advice on how you can manage the risk and reduce the charges on your investments.

EVENT DATES AND LOCATIONS

There are a number of dates and locations to choose from, so take a look below and pick the event that’s right for you!

The Albright Hussey Hotel, Shrewsbury:

22nd September 2015

Doubletree by Hilton Hotel & Spa, Chester:

29th September 2015
27th October 2015

The Lion Quays Hotel, Oswestry:

6th October 2015
3rd November 2015

Cottons Hotel & Spa, Knutsford:

20th October 2015

All events will start at 10.30 am and a complimentary lunch will be served at 1.00 pm.

HOW TO BOOK...

We have limited spaces available so make sure you book your FREE place today to avoid disappointment!

Call: 0808 168 5866*

Email: info@harteywm.co.uk

Book online: www.harteywm.co.uk

Remember, you can bring a guest along too!
If you know someone who is looking for financial guidance and they would like to come along and find out more about our services, simply request a space for them at the time of your booking.

*Our freephone number may not be free from all telephones, i.e mobile phones and other devices.



What we've been up to...

www.charlottehartey.co.uk

£500 is donated to equip local youth club

With very little to keep the village children occupied, a local team have set up a youth club in West Felton.

Although a huge effort was made to recruit volunteers and sponsors, the team didn't quite make their target to be able to provide the children with both the football table and pool table they were after, so the Foundation donated enough money to help buy the pool table, plus a few extras for the club.

The kids were really thankful of the charity's help and have vowed to hold a sponsored tournament/event to raise money for the foundation.

Aberystwyth student, Rebecca receives £500 for her 'Soul 61' journey

Soul 61 is a Christian Leadership programme, which will see Rebecca live and work alongside a Soul Survivor church, helping her develop her own character and better understand how she can serve people.

Rebecca will head off on this 10 month volunteer trip in October. We'll be following her journey and hope to add regular updates to the Charlotte Hartey Foundation website.

Foundation offers £500 to set Emily on her Albanian Action Team journey

Emily has opted to use her gap year to take part on the Albanian Action Team programme which will entail everything from helping with youth and children's groups, supporting church services and teaching English classes.

Further to this she will be travelling around different UK schools to share her experiences and inspire others to take part in the programme.

We'd like to wish Emily the very best and we look forward to following her journey.



Foundation helps send 8 St Martin's Scouts to Shropshire Linx Camp

Eight hopeful scouts we're looking for help to raise funds to attend the Shropshire Linx Camp in July.

As well as the Scouts hosting several bag packing and fundraising events, the Foundation donated £480 towards the week long camp, where the Scouts would undergo a number of outdoor activities.

NEED A LITTLE HELP FROM OUR FRIENDS?

There's almost always a time when you're in need of some professional assistance, but when it really comes to it would you know who to contact at a time of need? Well, we've pulled together a little directory of our most trusted friends to help make your life a little bit easier.

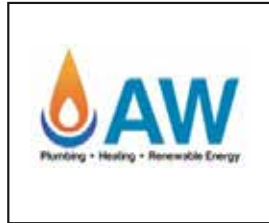
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