



FINANCIAL PLANNING SERVICE



**BANK OF
SCOTLAND**

In partnership with

Schroders
personalwealth

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WELCOME TO THE PERSONAL FINANCIAL PLANNING SERVICE

Through our partnership with Schroders Personal Wealth we aim to create best-in-class investment and financial planning for our customers.

If financial planning is required, we will introduce you to Schroders Personal Wealth who will help you make investment choices based on your financial goals.

A blue tufted sofa and a wooden coffee table.

A PERSONAL RELATIONSHIP DESIGNED AROUND YOU

We all have different objectives in life and need different strategies to help try to achieve them. This is precisely why we will introduce you to a personalised service.

Financial Planning service

The Financial Planning service is available to our customers with at least £100,000 in savings, investments and/or personal pensions or a sole annual income of at least £100,000. This service is provided in partnership with Schroders Personal Wealth.

Your Schroders Personal Wealth adviser will work closely with you to understand what you need and develop your personal financial plan.

They will draw on the skills and talents of teams of expert advisers and third party specialists. This will ensure you receive the insights and expertise, which aim to meet your individual needs.

Before any services or products are provided to you your adviser will explain what advice they can give and what products and services this covers, any advice or product charges that apply and agree these with you. Products and services have individual eligibility criteria and terms and conditions. Exclusions and limitations may apply.



HOW WILL SCHRODERS PERSONAL WEALTH WORK WITH YOU?

A four-stage process.



First your adviser will get to know you

To begin, your Schroders Personal Wealth adviser will have an in-depth discussion with you about your current circumstances and your plans for the future. This will enable them to set a clear direction for your wealth management strategy.



Building a strategy

Once you're comfortable with your strategy, your adviser will aspire to help you turn it into reality. If your plan requires more specialist experience, they will draw on the talents of financial experts from across the business.



Moving forward

Your Schroders Personal Wealth adviser will work together with you to consider the different ways you could achieve your overall objectives. With the help of specialist advisers, where appropriate, they'll guide you to what they believe to be the most appropriate way forward and map out a detailed financial plan.



Keeping your plans up to date

In the future, you may find that there are new factors or significant changes that need to be taken into account. Whenever this happens, your adviser will be available to help you make the best possible adjustments.

HELP TO INVEST WISELY

Whether you want to grow your wealth, aim to reduce risk to your capital in retirement or plan ahead for your children's education, your Schroders Personal Wealth adviser will guide you through the whole investment process, helping you to assess what's involved.

Attitude to risk

You'll need to decide what sort of investor you are. Are you essentially cautious, looking for a relatively low-risk way to try to reach your goals? Or are you happy to take more risk in exchange for higher potential long-term growth? Perhaps you're a little of both. Whatever your answer your adviser will work with you to design a financial strategy you can have confidence in.

Portfolio diversification

Your adviser will recommend that you spread your investments across a variety of different assets – known as diversification – to aim to reduce your overall level of risk. This is a key element of good investing and can help minimise the effect that any one event – such as a change in interest rates, or a slump in the property market – can have on your capital.

Investment solutions

Your adviser can suggest a range of investments to support your goals. These may include tax efficient ISAs, investment bonds, the Schroders Personal Wealth Discretionary Portfolio Service or more specialised products and services.

The value of your investments and the income from them can go down as well as up, and you may not get back the amount invested. Tax treatment depends on individual circumstances and is subject to change in future.

All investment advice will be provided to you by Schroders Personal Wealth.

PLAN FOR YOUR FUTURE **MAKE MORE OF TODAY**

The aim is to help you get where you want to be in retirement, allowing you to enjoy it to the full once you're there.

Be prepared

If retirement is still some way off, your Schroders Personal Wealth adviser will work with you to help determine what you can afford to invest now and what this might provide you with in the future. If you've retired already, or are soon to be, we'll support you where possible to make more of the funds you have.

They will help you create a retirement plan flexible enough to cope with today's changeable work and pensions environment. They will talk through possible changes to your personal circumstances or financial regulations, that could affect your plans. If you have an unexpected windfall, or your family commitments change, they can help you make sure that your retirement provisions are still relevant.

For a better tomorrow

As your retirement draws closer we will help you make a smooth financial transition to this new stage in your life. The team of retirement specialists can help guide you through your options at retirement to ensure you are aware of the flexibilities that could be available to you.



THEIR SECURITY YOUR PEACE OF MIND

Your Schroders Personal Wealth adviser can help you develop a plan that seeks to provide financial support for your family and wealth, should the unexpected happen.

Wealth protection

Your adviser can help you prepare for a future you can't yet see, with personal protection solutions designed to give you choice and support when you need them most. So if illness, accident or even death should strike unexpectedly, you know you have taken steps to help you be prepared financially.

If you are unable to work due to accident or long-term illness, Income Protection could provide you with regular payments, while Critical Illness cover could give you or your family extra financial help at a difficult time. A Life Assurance policy could provide for loved ones in the case of your death, and help safeguard your family home or provide towards their future. They can also help you put plans in place for long-term care, when you need it.

PASSING ON YOUR WEALTH

Your Schroders Personal Wealth adviser can help ensure you have adequate financial provisions for your family, charities or any dependants should the unexpected happen. They can assist you with a range of specialist products and services from carefully selected providers to meet your needs.

Inheritance Tax Planning

Your adviser can help you find ways to reduce the amount of inheritance tax payable, by offering a variety of trusts, life assurance options and investment bonds that could be used to potentially reduce your tax liability after death to help secure your wealth for your family's future.

Trusts

It might be the case that you have built up your wealth over the years. Or perhaps you have had a windfall or inherited a sum of money. Whatever your individual circumstances, setting up a Trust could be the right decision for the future with the added flexibility to be tax efficient. Tax treatment will depend on individual circumstances and is subject to change in the future. A Trust can help you protect your wealth, making sure the people that matter most to you are the ones who benefit in a way that you want them to.

Making a Will

Writing a Will is one of the best ways to ensure your wishes are carried out when you die.

Your adviser can introduce you to the law firm, Brodies LLP, who provide a specialist Will Writing Service for customers domiciled in Scotland, or Hugh James, for customers domiciled in England and Wales.

Fees and charges apply for these services.

Find out more



Book an appointment in branch



Call: **0345 366 2727**

Lines are open

9am–5pm (Mon, Weds, Fri)

9am–7pm (Tues, Thurs)

9am–1pm (Sat)

Excluding Bank Holidays



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bankofscotland.co.uk/financialadvice

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Eligible investments with us are protected by the Financial Services Compensation Scheme. We are covered by the Financial Ombudsman Service.

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If you have a hearing or speech impairment you can contact us using the Next Generation Text (NGT) Service or via Textphone on **0345 600 9644** (lines are open 9am to 5:30pm, 7 days a week). If you're Deaf and a BSL user, you can use the SignVideo service available at [**bankofscotland.co.uk/accessibility/signvideo**](https://bankofscotland.co.uk/accessibility/signvideo)

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