mint wealth management

Financial Planning Service for Professional Firms

Financial advice for your clients – why bother?

Many professional firms are considering entering into formal arrangements with Independent Financial Advisers in order to address the financial planning needs of their clients.

This is being driven by a number of factors –

- Desire to ensure that the firms' clients are properly advised
- Legal requirement in some areas of client work to seek professional financial advice, for example in connection with Trustee Act 2000 or pensions and divorce situations
- Implications of the Legal Services Act 2007
- Professional Body Guidance
- Duty of care obligations to clients requiring firms to manage the risk of legal action against them, based on Court cases such as Hurlingham Estates Limited vs Wilde & Partners*
- Opportunity to increase fee income

However, firms need to be careful in several ways –

- Is the firm clear about what it is permitted to do and what is not allowed under the various regulations?
- Has the firm undertaken an appropriate due diligence process with third party advisers?
- Are the third party advisers competent and authorised to advise the client?
- Is the referral arrangement compliant with Financial Services Authority, Professional Body and Data Protection Act rules?
- Is the referral arrangement on a formal basis, with agreed service level standards?
- Is income shared? If so, is this permitted under the rules?

Mint Wealth Management can assist your firm to address all of these issues and more.

** In this case the Court found that the firm should have provided additional specialist advice or highlighted to the clients that further specialist advice was required.*

The Mint Wealth Management Financial Planning Service for Professional Firms

Working closely together

Our previous experience of working with professional firms, such as Solicitors and Accountants, has highlighted that a mutually successful business relationship is built upon having a shared vision and closely aligning our business goals and philosophies. That is why we believe it is vital to work closely with professional firms to provide financial advice to their clients.

We achieve this in a number of ways.

- Understanding the needs of the firm and its clients
- Helping to proactively identify opportunities for new and existing clients
- Providing compliance support to ensure the firm meets all regulatory and professional body requirements
- Training for key fee earners

The right adviser for the job

Your clients will all have different needs and we take care to match the skills of our advisers to your requirements. Our specialist services include:

- Financial planning for clients on separation or divorce
- Trust review service
- Estate planning service
- Personal injury trusts and structured settlements
- Pension planning and exit planning for business owners
- Business protection – shareholders and key persons

The benefits of the Mint Wealth Management proposition to your firm

- Secure client relationships by broadening areas of advice
- Protect clients from poor or conflicting advice
- Potential for cross referral of work
- Open up potential new sources of income and profit
- Discharge duty of care obligations
- Meet regulatory and professional body requirements
- Help to meet legal requirements in some areas of work e.g. Trustee Act 2000

About Mint Wealth Management ...

Mint Wealth Management is part of Intrinsic Independent Limited, one of the country's leading financial services organisations. We work with both individual and corporate clients and take pride in the fact that many were recommended to us by existing clients.

Our clients value our independent status – we always have our clients' best interests at heart and work with them to create tailor-made financial solutions based upon unbiased and comprehensive research of all the appropriate options.

We aim to use our expertise and experience to

- Fully understand every client's requirements
- Provide independent, tailored advice and explain it clearly
- Keep clients up-to-date with the progress of their financial plans
- Respond quickly to questions and queries
- Deliver what we promise

Our team …

All of our advisers have been carefully selected for their high professional standards and integrity and their commitment to delivering excellent customer service.

Advisers will use their considerable knowledge and experience to identify your clients' needs and objectives both in the short and longer term and develop their financial plan accordingly.

Our advisers are supported by market leading technology which ensures your clients' assets are managed effectively at all times. We also have strong professional relationships with specialist services, such as Discretionary Management and bespoke Tax Planning, if this is required.