

Investment Process - for Fee only based clients.

In order to maximise the return on your investment, it is important that we apply the following process:

1. What is your objective when saving or investing your money?
2. Determine how much you have to invest. This can be a lump sum or regular monthly premium.
3. Establish for how many years you wish to save.
4. State how much you need your investment to be worth at the end of the term of your investment. Care needs to be taken to take into account inflation and the effects of factors such as changes in interest rates.
5. Establish your attitude to risk. This is done by using questionnaires. There is no right or wrong answer, simply what is it that is most appropriate to you.
6. Using a process called Stochastic Modelling, a model portfolio is created and the proportions of your money then allocated to different sectors, eg property, gilts, shares etc.
7. An assessment is then made to establish the statistical chances of you achieving your objective within your time frame, with particular reference to your attitude to risk.
8. Once satisfied that the chances of achieving your objective are realistic, funds will be selected to deliver the performance necessary to achieve your objective, the money is invested.

9. Using a computer programme called Itrak, the progress of your investment against your objective is monitored daily. The system will alert if a fund rises or falls in value quickly, so that action can be taken quickly.
10. Valuations sent monthly.
11. Review of investments takes place annually, or more often by agreement.

As you near the time of realising your objective, it is recommended that you move your investments away from more speculative funds to lower risk funds, thereby shielding your investment from any last minute violent market fluctuations.

This approach can be used irrespective of the type of investment product being used i.e. pension, unit trust, ISA, PEP, Pension etc.