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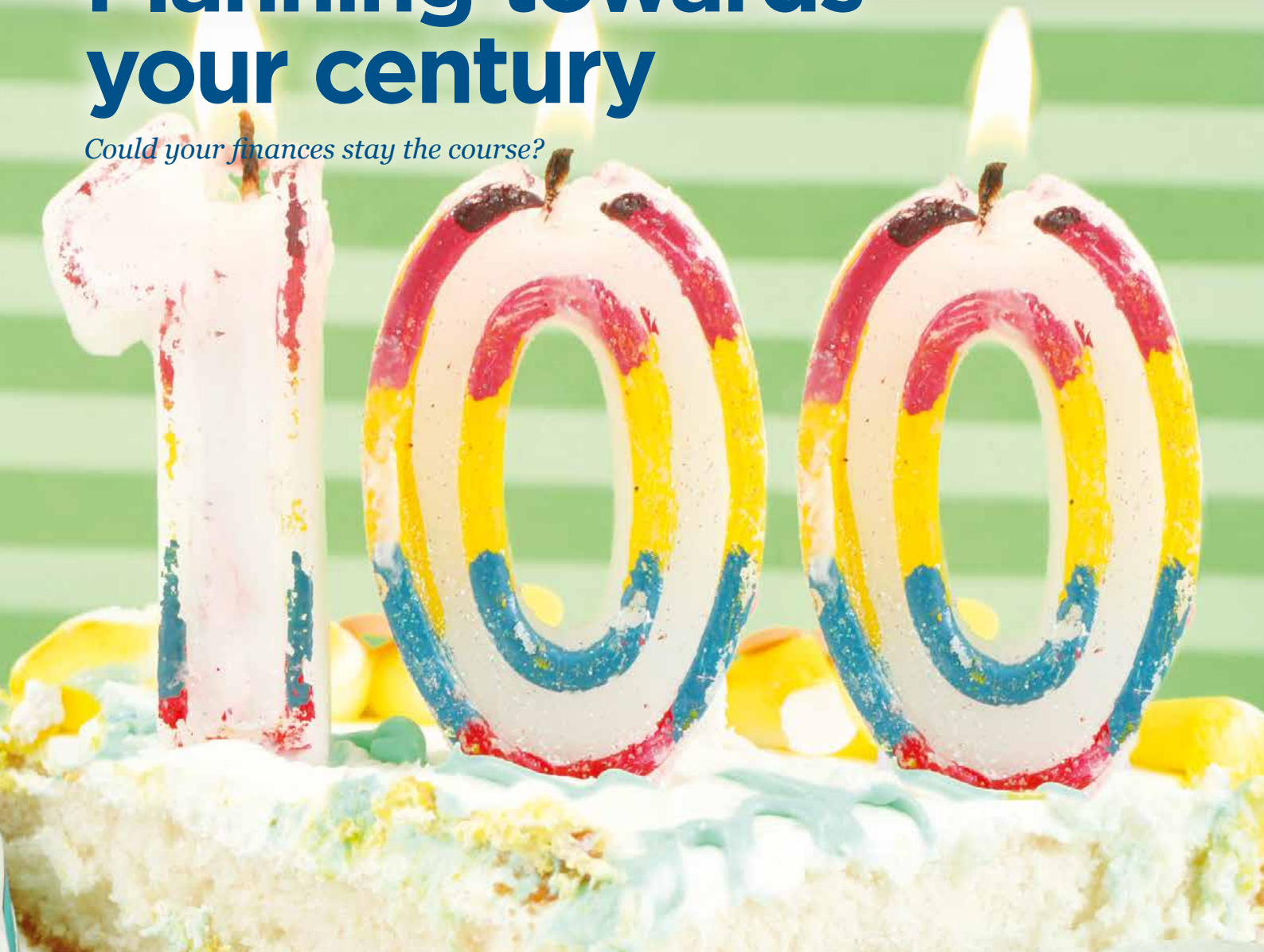


Tel: 0121 633 7218 • www.thechamberlaingroup.com • enquiries@thechamberlaingroup.com

SUMMER 2020

Planning towards your century

Could your finances stay the course?



In this issue...

Welcome to our summer newsletter. No-one could have predicted how the last few months have turned out. The disruption to everyday life seems set to continue, with coronavirus lockdown measures easing but still bringing us nowhere near to our 'pre-Covid-19' lives. The same can be said for the stock markets, which have seen sharp falls; the investment landscape has certainly shifted - if not permanently, then for the foreseeable future. This naturally has implications on personal financial planning, savings and investments, protection and pensions. Will-writing and estate planning has also seen a recent increase in demand, for sobering reasons, but the astonishing fund-raising accomplishments of Captain Tom Moore highlight the importance of planning for long and productive later lives. In this edition we bring you an overview on how these globally altered circumstances may impact on your own financial positions.

03

It will happen to you

Lockdown prompts a will-writing uptake

04

Planning towards your century

Living longer, active lives requires careful financial planning

05

Tax rises on the way

Funding the Government's Covid-19 measures will fall on taxpayers

06

Time to review your drawdown plans

How coronavirus could impact your pension withdrawals

07

The kids are alright

Savings limits for children have doubled as CTFs start maturing this year

08

Leaving it to chance

Can you afford to rely on State provision?

How now!

What's the difference between a Black Swan and a Grey Rhino? Unfortunately, unless someone can supply a snappy punchline, I'm afraid the answer's rather long-winded. Well, economic theorists *have* been involved...

At this time of national emergency, some of the world's finest minds have been exercised by this subtle, but important, distinction. It was prompted by someone referring to COVID-19 as a Black Swan. In case you do not have a popularising econobabble book on your bedside table at the moment, a Black Swan event is unforeseeable and unimaginable, occurs without warning, is usually quite independent of any ongoing global economic stratagems and yet can have devastating effects on the economy. It has been claimed that the Coronavirus pandemic is an example.

However, the populariser of the term, Nassim Taleb, claims that Covid 19 is not a Black Swan at all, but what fellow economist Michele Wucker calls a Grey Rhino - ie, an urgent risk that can, indeed, be seen charging toward you but which nobody takes seriously until it's too late.

Although new technologies are frequently precursors, often Black Swans and especially Grey Rhinos come disguised as one of the four horsemen - pestilence, famine, war or death. Of the four, pestilence (whether plague or environmental catastrophe) is perhaps the most likely to catch everyone completely off guard. But whether you consider the current crisis a Black Swan or a Grey Rhino, after the event, the retrospective prophets of the world say that we should have seen it coming, or even that they actually predicted it but were voices in the wilderness. Frequently, such claims to prescience do not stand up to scrutiny.

Yet I am not so sure that COVID 19 should be classed as either a Black Swan or a Grey Rhino and I think the animal world needs to be scoured for a third contrived metaphor. Having rejected Stripecy Bee as sounding ridiculous, I have settled on Brown Cow. Cows are relatively benign (and tasty) creatures that mind their own business chewing cud and manuring farmland most of their days. We walk past them in fields, bid them good day and think very little of them. However, once in a while, moo cows have been known to go postal. The local news then includes a story about unsuspecting rambblers kicked and trampled to death by rogue ruminants. However, just because, once in a blue moon, Daisy and Ermintrude get out of bed the wrong side, would we seriously think about circumnavigating every cow-filled field and turn a 3 mile walk into a 10 mile slog with all the repercussions this would have for our joints and shoe leather? (OK, you might have a dog and the cows might have calves with them but forget about that for now as this just complicates the analogy; this isn't *that* carefully thought through).

The point is that Brown Cows are rarely a threat to us but might be once in a blue mooOOO. We all know that. But to make comprehensive ongoing provision for cattle attack would be to tie up precious resources desperately needed elsewhere. Another way to look at this is to consider the railways. We *could* make Scandinavian-type provision for winter blizzards but who would be prepared to pay for it via their season tickets? - notwithstanding that in the increasingly unlikely event of the line through Tipton being covered by 10 foot snowdrifts everyone will ask why we were not prepared. And so with Coronavirus. We have seen epidemics break out on the far side of the globe many times. Would we really have thanked the government for putting into place expensive measures to counter every remote threat? Would we have gleefully paid our taxes?

Those are rhetorical questions. Looking at the way nearly all of our clients' portfolios have held up during the current difficulties I can only say that the one sensible response to all potential threats and actual catastrophes is to spread your eggs between many baskets. And remember - **Brown Cow events**; you heard it here first. Stay safe.

Robert Pryjmachuk

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ESTATE PLANNING

It will happen to you...

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The Covid-19 pandemic has provided many people with an awkward reminder of things they prefer to ignore.

Key workers have become much more prominent during the coronavirus crisis. The list of 'key' occupations surprisingly included solicitors "acting in connection with the execution of wills". Like many of the other unexpected members of the list, their presence becomes clear once you stop to think about it.

Some solicitors' firms saw double the normal number of enquiries about will writing just as the lockdown started in March, according to the Law Society. Many people discovered that having a will suddenly moved up their list of priorities from 'do-it-later' to 'do-it-now'. Writing a will forces people to recognise their own mortality, which is why deferral and delay so often sets in. The Covid-19 pandemic has provided enough additional incentive to prompt many people into action.

However, difficulties with last minute solutions are a reminder of why it is much better to prepare in advance. For example, in England and Wales, the Wills Act 1837 requires the signature of the person making the will to be witnessed by two people who are physically present at the signing – video links do not count, according to the Ministry of Justice.

To complicate matters further in a time of social distancing, neither witness should be a

beneficiary under the will, because it would invalidate their entitlement. Northern Ireland takes the same approach, although in Scotland the law only requires a single witness and the rules have been amended to allow for video witnessing.

Over half of the British adult population currently do not have a will. If you are part of that majority, then the rules of intestacy (which vary between the four constituents of the UK) will determine how your estate will be distributed on your death. Whether those rules are appropriate will depend upon your personal circumstances. But you should bear in mind that the intestacy rules do not automatically pass everything to a surviving spouse or civil partner if there are children, nor do they make any provision for unmarried partners.

KEEPING CONTROL

Having a will lets you decide who receives what from your estate and can also control when and how benefits are distributed if you use a trust. For example, you may not want your children to inherit outright at 18.

Ideally your will should form the cornerstone of your estate planning. We can work with you and your legal advisers to develop a structure that meets your long-term goals as tax-

“ *Ideally, your will should form the cornerstone of your estate planning...don't file it away and forget it.*

efficiently as possible. The inheritance tax rules are particularly relevant at present because various changes look likely to be announced in this autumn's Budget. However, you shouldn't regard these expected tax changes as a reason to procrastinate. In fact, it is more important to act now and review lifetime planning options, which could become less attractive if the proposed reforms currently being considered take effect.

Even if you do have a will, don't file it away and forget it. A will, like any other piece of financial planning, needs to be reviewed regularly to reflect both changes in your circumstances and to tax rules.

✦ *The Financial Conduct Authority does not regulate will writing, trusts and some forms of estate planning.*

The Financial Conduct Authority does not regulate tax advice, and tax laws can change.



FINANCIAL PLANNING

Planning towards your century

The extraordinary fundraising achievements of the 100 year old Captain Tom Moore have highlighted both how long some of us will continue to lead active and fruitful lives, and also how much the quality of such a long life will depend on how well we've planned for it.

The number of people who celebrate their 100th birthday has quadrupled in the last 30 years, according to the Office of National Statistics (ONS). Pre Covid-19 this trend looked likely to continue, with the ONS forecasting that around 19% of all new-born girls (and 14% of all new-born boys) will become centenarians.

The downside of living a long time in retirement is that your finances might not last the course. Most people start the last third of their lives in reasonably good health and with apparently adequate resources. But a long life does not always imply a healthy life. You might well need help with care costs if you were to fall ill or require help with your basic living activities. It is also likely that individuals will have to make a significant contribution towards their care costs in the future.

The other calls on retirees' financial resources may come from their families. The costs of going to university, buying a house, as well as school fees for the youngest relatives could all impact on the solvency of that great institution

– the bank of mum and dad, or grandma and granddad. In addition, there could be the need, or at least the desire, to make a dent in a potential inheritance tax bill by making some lifetime gifts.

The traditional three life stages of education, work and retirement have become increasingly blurred as people retrain, set up their own businesses and switch careers for a longer working life. This gradual transition from work to retirement needs to be planned for.

Creating the right mix between investments, pensions and earned income will be key: planning that far ahead is never easy, so professional financial advice should be your first port of call.

If you are drawing up a financial plan to see you through to your late 90s, here are some practical steps to consider:

■ **Be flexible** Financial plans and your attitude to them should be flexible to cope with unexpected changes. As we've seen recently, stock market falls can impact

on your portfolio and pensions and you may be forced to adjust your plans, such as reviewing the age you intend to start drawing your pension.

■ **Start saving early** The longer your money is invested, the more it should be worth, thanks to the benefits of compound returns. Retirement may seem a long way off if you are in your 20s and 30s, but money put aside now can make a difference to your financial wellbeing in your 70s or 80s.

■ **Know what you have** Pensions are probably the cornerstone of your retirement plan, and they offer valuable tax relief. Keep track of



Most people start the last third of their lives in reasonably good health and apparently adequate resources. But a long life does not always imply a healthy life.

Tax rises on the way?

The fallout from Covid-19 has created a large bill for the Government...which ultimately means the taxpayer.

When the Chancellor launched the Self-Employed Income Support Scheme, he commented that “it is now much harder to justify the inconsistent contributions between people of different employment statuses”. The comment was widely seen as a hint that the self-employed could soon face higher national insurance contributions (NICs), bringing the amount they pay closer to the level paid by employees.

A rise in the NICs rate would be unlikely to be the only tax increase. Shortly after Rishi Sunak’s announcement, the Office for Budget Responsibility (OBR) revealed an estimate that Covid-19 would lead to the Government borrowing £273 billion in the current financial year. That’s almost five times

the figure it had projected at the time of the spring Budget. The Coronavirus Job Retention Scheme has been extended by four months since the OBR’s April calculations, so its next borrowing estimate could be over £350 billion.

The Government won the December election with a manifesto commitment that it would “not raise the rate of income tax, VAT or National Insurance”. If it keeps to that pledge, then it could be forced to look to areas such as pension tax relief for extra revenue.

Forewarned is forearmed.

✦ *The value of tax reliefs depends on your individual circumstances. Tax laws can change. The Financial Conduct Authority does not regulate tax advice.*

your various pensions and get an up to date valuation of your State pension entitlement.

■ **Maximise savings** If you get a pay rise, increase your pension contributions so your savings keep pace with your income. It may be prudent to invest at least some of any windfall, for example from an inheritance, rather than spend it all at once.

■ **Review your essential bills and additional spending** If you are able to enjoy a healthier and more active later life, you may need more funds for leisure activities or holidays. Judicious cash flow planning can help you gauge how much you may need to save for any given stage.

One lesson we can learn from Captain Tom – there’s always scope for something new.

✦ *The value of your investments, and the income from them, can go down as well as up and you may not get back the full amount you invested.*

Past performance is not a reliable indicator of future performance.

Investing in shares should be regarded as a long-term investment and should fit in with your overall attitude to risk and financial circumstances.



PENSIONS

Time to review your drawdown plans

Many people may need to reduce the income they are taking from their drawdown pension funds in light of recent falls in the value of their investments resulting from the economic impact of Covid-19.

The dramatic initial falls in equity markets were followed by some recovery and were by no means fully reflected in portfolios that were diversified into bonds and other assets. But there may, of course, be further fluctuations ahead.

The falls have reduced the value of people's pensions, equity ISAs and investment portfolios. For those accumulating savings and contributing regularly to a pension, the general guidance has been to continue contributions and wait for asset prices to recover in the longer term.

The situation can be different, however, if you are taking regular withdrawals from your

pension fund or other investments and you may need to review your pension planning.

TAKING WITHDRAWALS

Withdrawals from pension funds are typically derived from dividends, interest and sales of units in the funds you hold in your pension. That is how you are able to benefit from the total returns of capital and income generated by your pension portfolio. If fund values continue to rise reasonably steadily, the combination of income and capital withdrawals should provide a steady source of income.

But a sudden downturn means you would need to sell more units in your funds to

support the same level of income. The losses would be crystallised and those units would no longer be in your pension portfolio to bounce back if the market improves again.

The impact on long term values is much greater if the downturn, and the consequent sales of units at lower values, occurs early on in retirement. The technical term for this is 'sequencing risk'.

Investors with well diversified portfolios have seen some of their holdings decline much less than other components in the

portfolio. So the overall impact may well be much less than some of the headline figures, and withdrawals may not have a serious effect on future performance. The necessary rebalancing of portfolios may also allow withdrawals to come more from funds that have held up relatively well.

Many investors have some cash reserves that have been set up for such circumstances. If you are in this position, you might feel that it would be preferable to draw now on these cash reserves and wait for a time to make further drawings from your investments.

Under lockdown, our levels of spending have declined with sharp cut-backs on eating out, holidays, clothing and many other purchases. A temporary reduction in expenditure and plans for future spending may be a prudent strategy in the circumstances. There is also the possibility that some taxes are likely to rise soon to cover the costs of the pandemic.

Regardless of how you use your drawdown plan, it is essential to review the income you take from your investments on a regular basis. If fund values have fallen — or simply not grown as much as anticipated — you can act accordingly so that long-term plans are not jeopardised.

✦ The value of your investment can go down as well as up and you may not get back the full amount you invested.

Past performance is not a reliable indicator of future performance.

Investing in shares should be regarded as a long-term investment and should fit in with your overall attitude to risk and financial circumstances.

INVESTMENTS

The kids are alright...

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The first Child Trust Funds (CTFs) are due to mature this September, giving those who turn 18 in that month access to a useful nest egg.

The Chancellor has more than doubled, to £9,000, the amount that can now be saved into a CTF, and its replacement the Junior ISA (JISA). Parents and other family contributors now have the opportunity to contribute more towards younger family members' savings. Both CTFs and JISA plans can be cashed in by children who have them from their 18th birthday.

The value of CTF plans will vary considerably. Some families will have made substantial contributions over the years, and there may be further investment growth on top. Others will find that this 'trust fund' contains just the initial payment made by the government when they were launched in January 2005. All children born between 1 September 2002 and 2 January 2011 were eligible.

Parents initially received a £250 payment from the government to invest in either a cash or

“ *Although the tax benefits are the same, interest rates paid on cash JISAs are higher than on the older CTFs and there is more product choice.*

stocks and shares CTF plan (lower income families received a £500 payment). However, this was later cut to just £50 before the scheme was withdrawn in 2011. CTFs were then replaced by JISAs, although contributions could continue for existing CTFs. JISAs didn't come with any 'free' money from the government, but the annual savings limits have increased regularly over the years.

A child can't have both a CTF and a JISA. However, it is possible to transfer a CTF into a Junior ISA. Although the tax benefits are the same, interest rates paid on cash JISAs are higher than on the older CTFs. There is also more product choice.

SAVING TAX FREE

With each of these accounts, savings can roll up in a tax-free environment, as there is no income tax to pay on any interest earned (in cash holdings), or capital gains tax (CGT) to pay on investment returns. For those able to save more substantial sums this may be a benefit. It's also worth noting that parents and grandparents can make contributions into these accounts on top of their own ISA limits.

Neither child nor parent can access these funds before the child's 18th birthday, at which point a JISA rolls into a standard ISA in the child's

name. Those with CTFs can roll their money over into an ISA at this point too, if they don't want to cash in these savings. This may be the preferred route that parents wish to encourage.

For most young adults, coming into these savings may be their first experience of managing substantial sums, so it's worth discussing with them in detail. There are likely to be short term calls on the funds for higher education or other costs, but there are additional saving options such as personal pensions. These may seem a very long term investment indeed for an 18 year old, but the earlier savings start to build, the better.

✦ *The value of your investments can go down as well as up and you may not get back the full amount you invested. Past performance is not a reliable indicator of future performance.*

The tax efficiency of ISAs is based on current rules. The current tax situation may not be maintained. The benefit of the tax treatment depends on individual circumstances. Investing in shares should be regarded as a long-term investment and should fit in with your overall attitude to risk and financial circumstances.

The value of tax reliefs depends on your individual circumstances. The Financial Conduct Authority does not regulate tax advice, and tax laws can change.



SAVINGS

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National Savings hold off on rate cuts

National Savings & Investments (NS&I) has cancelled planned rate cuts on a number of its variable rate accounts, including its popular Premium Bonds, to help savers during the Covid-19 pandemic.

Initially it had planned to cut the prize 'rate' on Premium bonds from 1.4% to 1.3% in May. Proposed rate cuts have also been cancelled on its Direct saver account (which will continue to pay interest at 1%), its Investment account (0.8%), and its Income bonds (1.16%).

However, NS&I has cut rates on its fixed rate products as planned. This includes its Guaranteed growth bonds, Guaranteed income bonds and Fixed interest savings certificates held by existing customers over different terms, from one to five years.

This will affect those reinvesting after a product matures. If you currently have one of these products then the rate is fixed until the end of the term.

PROTECTION

Can you afford to leave protection to chance?

The State benefit system has come under more intense scrutiny during the coronavirus pandemic, highlighting some of the most serious gaps.

There is nothing quite like a crisis to show where societies are vulnerable, as has been well demonstrated globally over the past few months. In the UK, the immediate concern was the resilience of the NHS, which initially appeared at risk of being overwhelmed by demand for intensive care beds. Then, like many other countries, the UK was also forced to look at providing extra financial support for people who suddenly found themselves out of work, whether through illness, quarantine requirements or temporary business closure.

The most significant element of the Government's response was the Coronavirus Job Retention Scheme (CJRS), which by late May was covering nearly 8.4 million employees on furlough - handing them up to £2,500 a month in replacement 'pay'. Without the CJRS, many of those employees would have looked to means-tested Universal Credit, under which the standard allowance for a couple aged 25 or over is just £594 a month, before any additions (e.g. for children). Even that lowly figure includes a temporary increase for 2020/21 of about £87 a month.

For employees who were suffering from Covid-19 symptoms, the four-day waiting period before statutory sick pay (SSP) began payment was scrapped, which sounds generous until you realise that SSP is worth only £95.85 a week.

The government also introduced a range of other measures to support anyone with reduced earnings, such as changing the law to prevent evictions for three months and, through the Financial Conduct Authority, pushing banks and other lenders to grant three-month payment holidays for mortgages that, provided they are pre-approved, do not affect the individual's credit file for that period.

GETTING BACK TO NORMAL

The damage that could have been done to millions of families by the fallout from Covid-19 has been mitigated by the Government's multifaceted response. However, the Chancellor

is already acting to limit the cost of the Covid-19 measures on the government's finances. In a year or so from now, the social security safety net will probably have reverted to its lowly pre-Covid-19 levels.

The crisis has highlighted the importance of having your own financial protection arrangements to cover possible income loss from illness or disability. The lesson of this experience is that the 'normal' social security safety net is inadequate, but full protection would probably be too costly for the Government to provide: protection needs to be personal.

✦ *Your home may be repossessed if you do not keep up repayments on a mortgage or other loans secured on it (coronavirus concessions aside). Think carefully before securing other debts against your home.*



Chamberlain
WEALTH MANAGEMENT LTD

Chamberlain Wealth Management Ltd

The Seal Building, 44 Blucher Street, Birmingham B1 1QJ

e: enquiries@thechamberlaingroup.com

w: www.thechamberlaingroup.com

t: 0121 633 7218 f: 0121 634 3799

Pension
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Chamberlain founder Robert has been in the industry 31 years. He is a longstanding advocate of the principle that the first goal of wealth management is wealth preservation.

For a no obligation initial meeting to discuss any aspect of wealth management or tax planning with Robert in our Birmingham city centre offices, or a venue of your choice, please feel free to contact him on 0121 633 7218.



Robert Pryjmachuk