



Case Study: Financial Planning

Background:

Sarah was working for The White Company as the Brand Director. 1st Financial Foundations Independent Financial Advisers were advisers setting up a group pension scheme for The White Company.

Upon meeting Sarah, it was clear that she was busy and enjoyed her work. She was very much focused in a demanding role and wanted help in sorting out her finances, with a view to making her money work for her.

At the time of meeting Sarah, her company had provided her with accommodation, and she was simply enjoying life.

What happened next:

We arranged a meeting with Sarah and her partner Rich to understand what 1st Financial Foundations Independent Financial Advisers could do for them.

At the meeting, we discussed their current circumstances, their personal and financial goals, and their overall objectives. More often than not, we find during an initial meeting that people do not have a clear idea of what they are trying to achieve or what their real goals are. It is easy to have a dream and live in the hope that one day you will get there – and there is nothing at all wrong with that – but if you continue to do the same things and expect different results, then you are leaving it to chance or luck.

The first prescription was for Sarah and Rich to join our RDPD club (Rich Dad Poor Dad). We work very much with RDPD thinking, helping teach our clients Financial Education.

Following a few more meetings with Sarah and Rich, we ultimately established that their real goal was to get out of the Rat Race – which, in principal, really is everyone's ultimate goal.

I explained to them the 1st Financial Foundations Independent Financial Advisers' Philosophy:

- Use what you have
- Grow what you need
- Release the flow of wealth
- Never run out of money
- Enjoy the life

The process:

- 1) Fact find and goals
- 2) Build a strong foundation – safe and secure planning
- 3) Build Assets to provide investment income
- 4) Review

We have known Yash for a number of years – from a time when we knew we needed a financial plan, but were struggling to put one together. Yash educated us to the point where we were able to work with him to develop – and execute – our plan. The way he works is very collaborative – there is no ‘prescription’ without the ‘patient’ understanding the circumstances thoroughly. The proof of the efficacy of this approach is that we are now in the position to start carrying out some long-held plans, knowing that our future is secure.

Rich and Sarah

The outcome:

They now enjoy strong-Asset backed investments in properties, providing cash flow and allowing Sarah and Rich to enjoy capital appreciation, a tax-efficient pension and ISA pots.

They are now travelling the world and enjoying their life. With their capital-backed investments, the cash cow is dispensing enough cash to live a comfortable life and they are sensible with their money.

We have become very good friends and have ventured into development projects, as it is always nice to have a challenge – but the most important factor is to understand the risk at all times.

I have learnt a lot from my experiences with clients. From time to time we all make mistakes, but through the experiences that we share, we always help our clients to avoid making those common mistakes.



Yash Tosar – Managing Director

“ 1st Financial Foundations help clients to manage Risk. ”