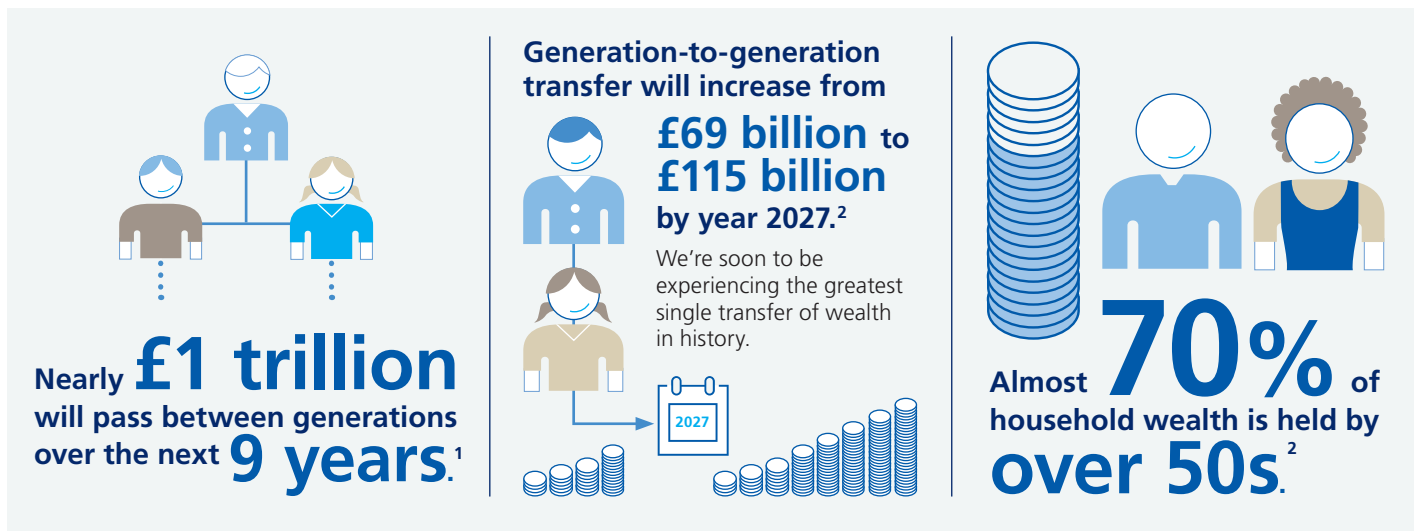


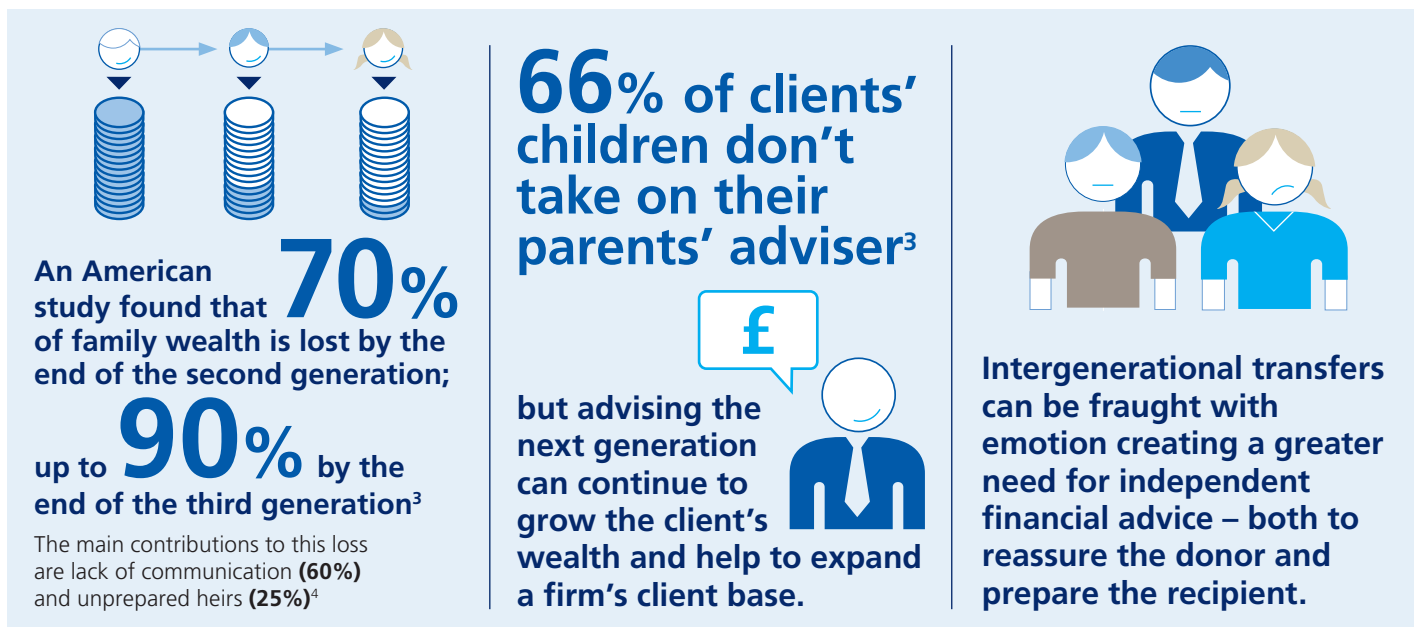
Bloodline & Intergenerational planning

The need for practical intergenerational planning is critical. Our clients are seeking ways to pass money to younger generations in a controlled manner that will help create better financial outcomes. With a variety of approaches, we help clients to preserve as much of their estate as possible for the next generation.

How much money will pass between generations?



Why is this important?



Who are the generations of current and future clients?

	Silent generation pre 1945	Baby boomers 1945-1960	Generation X 1961-1980	Generation Y 1981-1995	Generation Z After 1995
Financial needs	Hold a bulk of the wealth but it's decreasing in value		Within their peak earning years	Growing in economic capital	Recipients of intergenerational planning
Advice needs	Established relationship with their financial advisers		Seeking financial advice as they accumulate wealth and approach retirement	Struggling to buy property and pay off debts	Will have different approaches to careers and communication than previous generations
How to engage	Prefer face-to-face interactions and post. Estate planning needs are more immediate	Also prefer face-to-face but growing comfortable with digital solutions. Because of their large wealth accumulation, they're most prone to losing wealth without planning	Online – but face-to-face with time permitting. Will both be inheriting and beginning to plan their estate	Face-to-face supplemented with online resources. Looking to establish themselves and prudently invest received inheritances	Digitally focused. Can have tax efficient investments created for them from inheritance

Approaches to consider to proactively preserve wealth

Pensions	Property	Investments
Making pension contributions for family members reduces the impact of IHT and gives recipient access to pension freedoms	Utilise the Residence Nil Rate Band and settling into trusts to lessen IHT implications	Flexible ISAs can be used to make tax efficient gifts
Can be gifted at any life stage to contribute towards the recipient's future	Early property gifts (in whole or as deposits) may prevent the donor's estate from paying IHT and immediately improve financial standing of recipient	AIMS ISAs and Guaranteed Whole of Life plans can help to reduce the IHT implications of standard ISAs
Long term opportunities for growth before funds can be accessed	Whole of Life and convertible term assurance policies can help to protect property portfolios	Making investments for future education costs for the youngest generations

To learn more about the intergenerational planning solutions that PP Wealth Ltd and PP Trusts Ltd can offer, please get in touch with our estate planning consultants at 01582 462552. We may record or monitor calls to improve our service.

Sources:

1. 'Unprepared IFAs could miss out on the 'Inheritance Economy' as nearly £1 trillion set to pass to the next generation in the next 10 years' by Cebr and Kings Trust Court, 10 May 2017
2. 'Over 50s are worth billions, according to new report' by Eleanor Dougherty, The Telegraph, 1 February 2016
3. 'The great wealth transfer is coming, putting advisers at risk' by Liz Skinner 13 July, 2015
4. 'Lost Inheritance' by Missy Sullivan, Wall St Journal, 8 March 2013

23 Thrales End Business Centre
Thrales End Lane, Harpenden
Herts AL5 3NS

t | 01582 462552
f | 01582 764664
e | info@pp-trusts.com



www.pp-trusts.com

