

The IFS Wealth Management Service



ifs **Financial Management**

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IFS Financial Management Ltd is Authorised and Regulated by the Financial Services Authority



The IFS Wealth Management Service centers on our use of online trading systems, which allow clients to hold a whole gambit of investments & pensions under one roof.

Suffice to say that there are significant benefits to this approach.

- A single portfolio can be constructed by us, regardless of the type of pension or investment vehicle that you hold.
- The whole portfolio can be altered at the touch of a button.
- Trades are booked same day – there is no delay in getting fund-switching forms from the client to the insurer.
- Switches are typically free.
- Valuations can be produced at the touch of a button.

Please rest assured that this is no more risky than older style arrangement, as we spread our clients' money across a wide range of unit trusts, and the custody arrangements are fully FSA regulated.

The different systems

Although we constantly review the whole market, we currently recommend three online systems, which we believe to be in the vanguard.

These are offered by **Transact, Skandia & Standard Life**

Our Managed Portfolio Service

Each of these systems offers something unique, but each gives our clients access to our “manage portfolio service”.

So, whilst you can still build your own portfolios if you prefer, we are happy to build and actively manage investment portfolios on your behalf.

- We predominately use the **Standard Life** system for those clients who are already in **pension drawdown**.
- We tend to use **Skandia's** system for the majority of our investment-based portfolios, and for those who are not yet approaching retirement.
- We use **Transact** for our higher-net worth clients, who want to hold assets in more niche areas.

So on to the actual systems ...



skandia

Within the **Skandia** system we have built a series of our own in-house investment portfolios, and clients are able to move between these portfolios if they want to seek higher returns, or to reduce risks.

- We choose the most suitable funds from over 70 fund-managers, and every quarter we check to ensure that they are meeting expectations.
- If any one fund is really going off track, then we'll recommend its replacement.
- Then, at the end of each year we review all of the portfolios and recommend updates for the year ahead.
- The Skandia system also allows us to review and switch client holdings on a bulk basis, and so we can actively trade for a group of clients in one go.

The Skandia system therefore provides a comprehensive risk management tool, which enables us more actively advise clients when we feel that changes are required to their portfolios.



The **Standard Life** system is more generally used for those clients in pension “drawdown”.

Pension Drawdown – a “bespoke” approach

At IFS we believe that every drawdown pension needs an entirely bespoke investment approach, which seeks to provide sufficient returns to fully cover the client’s income requirements.

Furthermore, since the preservation of pension assets is so critical, risk management is paramount in our thoughts.

Drawdown pension contracts therefore need constant management in order to ensure that the clients’ requirements are met over the entire lifetime of the plan, whilst remaining within strict HMRC rules.

Why Standard Life?

Standard Life has been at the forefront of pension provision for many years, and their pension contracts are amongst the very best available in terms of cost and flexibility.

The Standard Life system also has one core benefit; it allows us to hold a separate cash account from which we can fund a client’s pension payments, without having to constantly sell investments to raise the money.

Our investment team can therefore manage the underlying portfolio, without disruption, and without having to worry about income funding.



The IFS Wealth Management Service



We have been using **Transact** with selected clients since 2004 with excellent feedback.

The Transact wrap has also been voted best wrap provider in a variety of industry awards.

Transact allows you to view your investments in collective funds, ISAs, pensions, life assurance bonds and even cash deposits from a single log-in screen via any Internet connection.

Transact puts you in a position where you can buy many investments with the fees discounted to close to the level paid by the big institutions.

We would recommend this wrap service for the more sophisticated client who wants to hold a wide range of investments, trade investments in a bespoke portfolio, hold individual shares or make more complex pension or trust arrangements. The platform copes admirably with all these requirements.

It is a little bit more expensive than the other services we recommend, but offers more flexibility and a wider range of investment management options for those clients who have those needs.

Transact offer completely transparent records of your costs, showing all fees, discounts and tax reliefs in searchable reports available to you directly. For the purist investor who likes to track every detail, the Transact service is the ideal.

Transact also helps with annual tax reporting, Capital Gains Tax estimates and offers instant “one click” links to facts and figures about all listed investments by giving you externally sourced data from relevant web sites

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