

## What you need to know about...

# The Financial Health Check

Most financial advisers operate a 'head in the sand' approach to financial planning - i.e. they go straight for the products and solutions without looking at your underlying fundamental financial situation. What our financial health check service does is to ask and answer the truth about your money, so that you know exactly where you are now, and more importantly, where you are going. The service aims to guarantee that you reach your financial goals.

### What is the Financial Health Check?

This is a comprehensive financial plan, which takes a snapshot of your financial circumstances now, and projects this forwards into the future.

Using the most sophisticated software, we can show you how you are going to live the rest of your financial lives, whatever happens. This is a powerful tool as it allows us to put in place the solutions to potential problems, but more importantly to give you something to work towards.

### How does it work?

We operate on 3 levels with clients:

#### Step 1 - Life Planner

We aim to identify where you are now, how you got there, and where you want to be in the future. In other words, we help you to set goals for your financial future.

#### Step 2 - Financial Planner

We identify the resources that you have now, those you will have in the future, and what you might need to cover other eventualities. We then help you to set a strategy for your goals, and more importantly tell you the truth about how your money really works.

**This does not involve financial products,**  
just common sense financial principles.

#### Step 3 - Financial Adviser

Only once we have set out your financial future can we then begin to solve your problems by bringing in product solutions. We would then go through a rigorous process of research to ensure you get the best advice for your circumstances.

#### How is this different to other IFAs?

Most IFAs go straight to step 3. Why? Because this is where they make their money - by selling you something. We believe that you must get the fundamentals right first, before you start setting up solutions.

#### What is our ultimate aim?

##### FINANCIAL INDEPENDENCE

This means that at some point, if you choose to, you can stop working and start doing the things that you really want to do.

#### Some questions to ask yourself

1. What do you want to do with your time left?
2. When can you stop working and start doing the things you really want to do?
3. What do you need to do to ensure that you never run out of money?
4. How do you ensure that your family is secure no matter what happens?
5. How much is enough?

Continued overleaf...

### 3 typical client scenarios

When we go through this process we usually find that clients fit into one of 3 scenarios:

#### Not enough

This is the majority of people. They have worked hard but have not accumulated enough to do what they want in later life. They either have to:

**keep working, or  
reduce their standard of living; or  
their resources will run out.**

#### Too much

Weirdly, this situation is even worse! Imagine that you have worked all those years, paying tax on everything you do - income tax on your earnings, VAT on your purchases, corporation tax on your business, stamp duty every time you move house etc.

Well if you accumulate too much your family has to:

**pay tax all over again when you die at 40%!**

We can avoid this with careful planning so that you can either afford to give money away to your family, or retire sooner while you can still enjoy your life.

#### Just right

Obviously, this is what we aim for. We want to put plans in place so that you never run out of money, but keep the lifestyle you want.

More importantly, we want to ensure that:

**you don't have to work  
longer than you need to.**

### Think about your own situation

Did you ask yourself the 5 questions on the previous page? If you don't know the answers to all of these questions, then you really need a financial plan.

The Financial Health Check will:

**Help you to make the most of your time left.**

**Tell you when you can stop working  
and start doing the things you want to do.**

**Ensure that you never run out of money.**

**Ensure that your family is secure  
no matter what happens.**

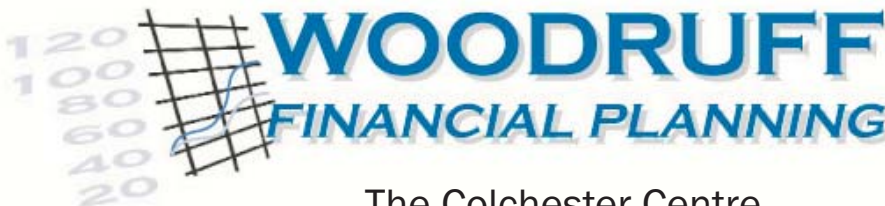
**Tell you when you can stop accumulating  
and start spending!**

### Why use us?

1. **Free** initial consultation
2. **Guaranteed** satisfaction with our advice
3. **Fee-based** - no commission hungry salesmen
4. **Fully independent** from insurance companies
5. State of the art **research tools**
6. Regular contact & **services to suit you**

Call today for independent financial advice on this or any other issue on

**01206 266882** or email **advice@woodruff-fp.co.uk**



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