

**Anna & Mark Barlow**

# **Your Life Plan**

**2 March 2026**

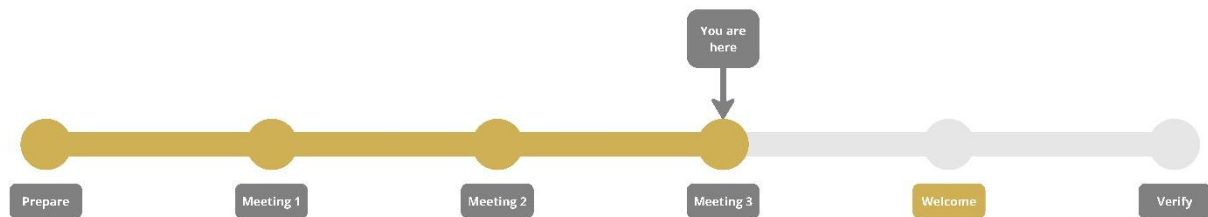


# Welcome to your Life Plan

This document outlines the key factors we have uncovered in our initial meetings. Your Life Plan has been created to help you manage your money to improve your life.

Your Life Plan sets a clear pathway to help you **LIVE** the life you want, look after those you **LOVE** and leave the **LEGACY** you want to leave.

## Life Plan Timeline



- Our initial meeting was on Tuesday, 14 January 2025 at 10:00 (Teams)
- Our second meeting was on Thursday, 20 February 2025 at 10:00 (Teams)
- Our third meeting is scheduled for Thursday, 27 March 2025 at 10:00 (Teams)

At this stage, your plan includes:

- Your initial meeting summary
- Your aspirations, concerns, and priorities
- Your goals
- Risk factors and constraints
- Your Financial Plan

## Next steps

At this point, we aim to conduct a final verification of your plan to confirm that you are happy with everything before we start to implement the strategy.

From then on, we will continue to review your Life Plan through;

- **Regular check-ins** – Scheduled meetings to ensure your goals remain relevant to your needs
- **Goal assessment** – Evaluate progress towards each goal, determine what has been accomplished, what is still in progress and what needs to be revised
- **Financial reviews** – Review your portfolio performance, evaluate income and expenditure, tax planning etc to assess if any adjustments are needed to stay on track



# Your requirements

## The reasons you approached Equilibrium ...

You approached Equilibrium as you are looking to consolidate and organise your finances ahead of retirement. With 11 pension arrangements between you, a portfolio of buy-to-let properties, and a range of savings and investments, you wanted professional guidance to bring everything together into a clear and manageable plan.

You are both still working — Anna as a nurse and Mark in financial services — but are planning to retire in approximately five years' time. You are keen to begin planning now so that when the time comes, you are confident and financially secure.

You have built up significant wealth through your careers and property investments. Your combined net worth is approximately £2.24 million, including £694,500 in pension savings, a residential property portfolio worth around £1.64 million, and cash and investment holdings of £168,500.

You have not worked with a financial adviser in a holistic capacity before and are looking for support to streamline your pensions, manage your tax position efficiently, and build a clear retirement plan.

Tax efficiency is a priority, particularly around income tax as you approach and enter retirement, capital gains tax on your property portfolio, and inheritance tax planning for the longer term.

## What matters to you...

- Retiring with financial confidence in approximately five years
- Consolidating and simplifying your 11 pension arrangements
- Maximising tax efficiency across income, CGT and IHT
- Building and managing your property portfolio wisely
- Supporting children Ella and Jake at the right time
- Ensuring your wills and estate planning reflect your wishes
- Having a long-term, trusted relationship with your adviser



# To **LIVE** the life you want...

## Your aspirations, concerns and priorities

The purpose of your money is to give you both the freedom to enjoy retirement on your own terms, without financial worry. You want to know that when you stop working, your lifestyle will be fully supported by the wealth you have accumulated.

You enjoy an active lifestyle including travel, socialising, and pursuing your interests. You want to maintain this standard of living through retirement without the need to budget anxiously or compromise. Knowing you have a clear, well-structured plan will give you the confidence to enjoy the life you have worked hard to build.

You are settled in Stockport and content in your home. Your primary residence is not a focus for change — your attention is on structuring your finances to support the life you want to lead, rather than changing where or how you live.

You currently own a portfolio of buy-to-let properties alongside your main residence. Managing this portfolio efficiently — including decisions about when and whether to sell — will be an important part of your financial plan, particularly given the capital gains tax implications of any disposals.

Finally, as you look ahead to retirement, you want the reassurance of knowing your finances are in good order should your circumstances ever change. Planning for the unexpected — including health, care, and life changes — is part of building a truly robust Life Plan. You are interested in the full breadth of support Equilibrium can offer, not just investment management, but guidance and structure across all aspects of your financial life.

## Your goals

- 1 To build a robust retirement plan that enables you both to stop working in approximately five years with full financial confidence. Your plan should clearly show what you can afford to spend and when, with flexibility built in for life's changes.
- 2 To consolidate and rationalise your pension arrangements, moving from 11 separate pots towards a streamlined structure that is easier to manage and maximises your retirement income.
- 3 To develop a clear investment strategy for your cash and non-pension assets that is aligned with your risk profile, time horizon, and retirement objectives.
- 4 To model your retirement cash flow in detail, stress-testing different scenarios to ensure your plan remains robust whatever happens.



# To look after those you **LOVE...**

## Your aspirations, concerns and priorities

You have two children — Ella and Jake — and are keen to support them at the right time and in the right way. You are aware of the value of making gifts during your lifetime, both for family reasons and for inheritance tax planning, but want to ensure this is done thoughtfully and without compromising your own financial security.

You are supportive parents and want to be in a position to help Ella and Jake with significant life events such as property purchases or further study, but only when the time is right and your own plan is secure.

Lasting Powers of Attorney have not yet been put in place for either of you. This is an important gap to address — ensuring that, should either of you lose capacity, the other and appropriate people are empowered to act in your best interests. You recognise this needs to be done and are ready to take action.

You would also like to review your wills, which are not currently on file with Equilibrium. Ensuring your wills are up to date and reflect your current wishes — including who should benefit and in what proportions — is an important part of looking after those you love.

## Your goals

- 1 To develop a clear and considered gifting strategy for Ella and Jake, establishing the right timing, amounts, and mechanisms for family support without compromising your own financial security.
- 2 To put in place Lasting Powers of Attorney for both property and financial affairs and health and welfare for both Anna and Mark.
- 3 To review and update your wills to ensure they accurately reflect your current wishes and are aligned with your overall estate plan.



# To leave a powerful **LEGACY**...

## Your aspirations, concerns and priorities

You both have wills in place, though these have not been reviewed recently and are not currently held on file with Equilibrium. Given your combined estate — currently valued at approximately £2.24 million — it is important that your wills are up to date and clearly set out how you want your assets distributed.

Pension nominations are also an area that needs attention. With 11 pension pots between you, ensuring nomination forms are in place and up to date is critical, as pensions typically fall outside of your estate and pass according to the scheme's own nomination process rather than your will.

You understand that your estate is likely to be subject to a meaningful inheritance tax liability given its size. You are open to exploring strategies to mitigate this over time, including lifetime gifting, use of exemptions, and structuring assets tax-efficiently.

## Your goals

- 1 Review and update your wills to ensure they reflect your current wishes and are structured appropriately for your estate.
- 2 Complete and submit pension nomination forms across all 11 pension arrangements to ensure your benefits pass to the right people.
- 3 Build an inheritance tax mitigation strategy as part of your broader financial plan, taking into account lifetime gifting and portfolio structure.
- 4 Explore opportunities for tax-efficient giving — whether to family or to causes you care about — as part of your overall legacy planning.



## Risk factors and constraints

This section of your plan aims to set out any boundaries relevant to the creation of your financial plan and investment strategy. This is key to your confidence with our approach and your decision making.

### Your knowledge and experience

You have not previously worked with a financial adviser in a holistic capacity. You have accumulated your wealth through your respective careers and through property investment over many years.

Your assets span cash, pensions, and a buy-to-let property portfolio. You have a solid understanding of financial matters — particularly Mark, given his background in financial services — and are well placed to engage constructively with a structured financial plan.

You are aware of investment risk and the importance of taking a long-term view. You understand that short-term market movements should not drive long-term decisions. Your primary concern is not chasing returns, but ensuring your money works effectively in real terms and supports your lifestyle through retirement.

You have confirmed that if your portfolio were to experience a short-term fall in value, you would be able to give it time to recover without it affecting your standard of living.

### Your Financial DNA

We have reviewed your Financial DNA results, which provide further insight into your risk profiles and preferences for investment and financial planning.

#### Anna

Anna is a **Reflective Thinker** — analytical, thorough and philosophical in her approach to financial decisions. She draws her own conclusions from data and research, brings objectivity to decision-making, and appreciates having time to consider situations carefully.

Anna's primary behavioural bias is **Loss aversion**, meaning she may be reluctant to realise losses even when holding on could lead to further falls. Her secondary bias is **Status quo bias**, meaning she tends to favour information that supports keeping things as they are. We will be mindful of both of these when presenting options and recommendations.

Anna's risk behaviour score is **7%**, placing her in Group 2 (Ultra Conservative). This indicates a strong preference for capital preservation and cautious, low-volatility investment. Her portfolio structure will reflect this, with returns aimed at matching or slightly bettering cash deposits.



## Mark

Mark is a **Strategist** — results-orientated, rational and focused on achieving ambitious goals through sound processes. He takes an impartial approach and is comfortable making difficult decisions. He values the big picture and appreciates clear action plans and logical steps.

Mark's primary behavioural bias is **Pattern bias**, meaning he may seek predictable patterns in markets to impose order. His secondary bias is also **Status quo bias**. We will keep this in mind when discussing portfolio changes or new strategies.

Mark's risk behaviour score is **42%**, placing him in Group 4 (Balanced). This reflects a willingness to accept moderate investment risk in pursuit of returns above cash and inflation, with average portfolio fluctuation of +5% to +10% and a potential short-term loss of up to -20%.

We have reviewed the Financial DNA results for both Anna and Mark, which provide valuable insight into their individual financial personalities, communication styles, decision-making approaches, and attitudes to risk.

## Working together successfully

Anna and Mark have meaningfully different Financial DNA profiles, which we will take into account throughout our relationship. Using the results of your Financial DNA, to work together well we will aim to: