

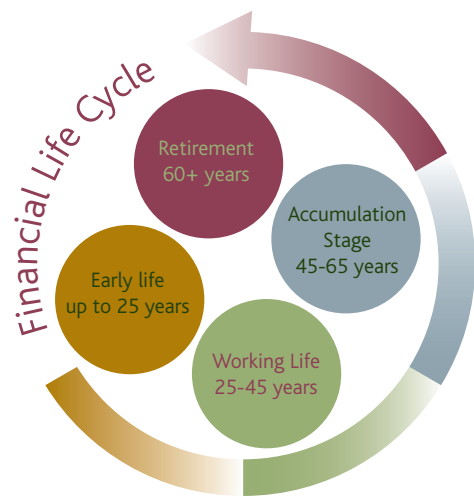


## Case Study | Family Income Benefit



*"Jen is truly amazing. We have been advised by her a few times now and have found her depth of knowledge and attention to detail remarkable. I would not hesitate to recommend Jen to anyone seeking financial advice. She is easy to talk to and makes money matters less scary. Our only disappointment is that we didn't meet Jen earlier."* Karen, Witney

Karen is in the Working Life phase of her financial life cycle and wanted to make sure she and her husband had enough protection in place for their three young children should the worst happen.



Karen and her husband, like many people of their age, have taken financial advice in the past, but just ad-hoc. They had life policies in place, to pay out lump sums on death. They had set the plans up with good intentions, but had not actually looked at how much the plans could pay towards everyday living expenses should one of them die prematurely.

Having met me through a business event, Karen asked me to review their finances. We followed the **Bay Tree Financial Planning Six-Step Process**, which enabled me to get to know them, their goals, their views and fully understand the family's current financial situation.

At first glance we all felt there was enough family protection in place, with a mortgage protection policy, a life protection policy, death-in-service benefits, additional employee & spouse death benefits, plus their pensions. However, we agreed I would assess it during the research phase.

Although Karen and her husband had more family protection policies in place compared with many people in the working life phase, I discovered the family income would be short by around £1,500 per month from the amount they felt each other would need to bring up the family alone.

I designed and proposed a new Family Income Benefit plan for them. This was the most cost effective way for them to provide the missing income in the event of early death. The plan will pay a tax free monthly income until their youngest child reaches age 24 – giving time for completion of a university education and becoming financially independent.

Karen and her husband were so pleased with the proposal they asked me to implement my recommendations, giving them peace of mind in return for a small monthly payment. With our regular reviews I will ensure all their plans remain suitable for any change in future circumstances.

