The 360° Service from Collins Stewart Wealth Management

We advise clients on one of the most important things in their lives – their wealth.

The amount of emotional focus on money might mislead us to think that the actual money itself is the driving factor in our relationship with our clients. It isn't.

The driving factor is what that money will do for them. It may register their success; secure their families; demonstrate their wisdom in money management; deliver the future they long for; protect them when things go wrong. The impact of money on our clients' lives is profound, far too profound to be limited to actual pounds and pence.

For us to add value we set ourselves the objective of building up a deep, long term relationship so we can be confident that we really understand our clients on every level and we, as advisers, know what worries, responsibilities and dreams pass through their heads on a daily basis.

The 360° philosophy

We work with people who have either already accumulated a degree of wealth or are in the process of doing so. This wealth may have come from a successful working life, entrepreneurial effort, an inheritance, a divorce or even an insurance payout. In the main our clients are well informed individuals who run successful lives. They are used to making their own decisions and directing their own affairs on a professional level, usually with great success. They are also typically very work focussed and do not spend much time on their own personal affairs, concentrating more on their work effort.

1. It's not about the money.

The single most important concern for clients is that it is not actually about the money, but rather that their money gives them and their families the life they want to have. That means different things to different people. Accumulation of 'stuff' like cars or houses; early retirement; travel; a bigger portfolio as a cushion; a significant inheritance for children; caring for elderly parents; philanthropy.

To do that, we make our clients discuss their lives and what money means to them. We get close enough that clients really get to think about and divulge what they dream about, what they worry about and what responsibilities they have to fulfil.

2. We are wealth planners.

Planning creates choices for clients – informed choices. They plot the course and steer the ship, and we navigate. Working with the 360° process means that clients actually work out what matters in their lives and how their money can help them deal with their dreams, worries and responsibilities. We stop clients ending up saying 'if only;' because by the time you get to 'if only,' it is too late.

That means having our clients' wealth in the right place to pay the least tax now and in the future; knowing what money will be required from where and how to get it; knowing how much is needed to deliver the clients' objectives. It means knowing what clients' dreams, worries and responsibilities are and planning to deal with them all. And having long enough to make the plan work.

Life is too important to leave to chance and the markets.
Our clients plan to be wealthy. We are wealth planners.

3. We simplify and provide an audit of the clients' whole financial affairs.

For most of our clients, they spend so much time accumulating their wealth through working that they never take the time to actually pay attention to it. For the vast majority – if not all – if they ran their businesses the way they run their personal affairs, they would be horrified. No goals, no strategy, no due diligence, no risk assessment, no proper managers, no plan and no regular reviews of performance against plan.

They hope that they are making the right decisions as they go along. By the time they look at what their financial affairs are like – usually at a crisis point or retirement – it's often too late to do anything about it.

Working with us gives clients the chance to take charge of their financial affairs.

With significant investable assets or significant income, clients need to husband their assets well. No one who has worked hard to accumulate wealth wants to see it eroded by the tax man or poor decisions. We ensure that the portfolio is well monitored and managed; that gaps are identified and filled; that investments are appropriate and charges minimal; that the client knows where and what everything is. We pull together a complete estate record for the client and their family and we keep that up-to-date through regular communication.

4. We have a proven investment track record and sound investment philosophy.

Unlike many wealth managers, the 360° philosophy is built around planning and on simplifying clients' whole financial affairs and not solely around investment performance. That said, we have a proven track record of solid investment performance built on a sound investment philosophy.

- We aim to both preserve and grow our clients' wealth.
- We manage clients' portfolios in line with their stated risk profile in order to maximise risk-adjusted returns.
- We believe that asset allocation is the main driver of investment returns.

The 360° Service

The 360° service provides effective wealth management for high net worth individuals and their families. This requires coordinated thinking and planning of clients' financial affairs as well as pulling together the soft and hard facts around their current lifestyle goals.

The primary focus is in formulating an integrated wealth management strategy designed around a client's hopes, worries and responsibilities.

We endeavour to understand clients' lifestyle goals through adopting an empathetic approach to individual needs, and in understanding these needs, assist them in simplifying their lives, as well as enhancing their financial well being.