



This list is a summary of the different types of products which we use to create bespoke strategies to meet our clients' objectives.

The list is not exhaustive but aims to highlight the most common products on which we advise. Please contact us if there is a product not mentioned here which you would like to discuss.

Cash Savings

Deposit accounts

We research the market to identify the most suitable and most competitive interest rates for our clients' cash holdings.

National Savings and Investments

These offer a range of interest rates, terms and tax treatments and we use NSI products as an alternative to cash when they are competitive.

Investments

We use a wide range of investment vehicles for clients including:

- Unit trusts
- Open Ended Investment Companies (OEICs)
- Investment Trusts
- Exchange Traded Funds (ETFs)

These are all examples of collective investment funds. 'Collective' means that investors' money is pooled and invested across a range of stocks and shares or other assets depending on the nature of the fund. By pooling investors' money the fund manager is able to invest in a far broader range of assets than might be possible for an individual investing directly. The benefit of this is that it reduces the risk of losing money should one company's shares fall in value or become worthless.

Individual Savings Accounts (ISAs)

An ISA is a very tax-efficient vehicle within which it is possible to hold cash or other investments such as OEICs. We use ISAs to reduce our clients' tax liability on their collective investments.

Investment Bonds

These offer certain tax benefits, particularly for clients looking to generate an income but defer paying tax. Investment Bonds can be held onshore or offshore and the preferred option will usually depend on the current or anticipated future tax position of the client.

Regular Savings Plans and Endowments

These are 'qualifying plans' which means that they have certain tax advantages as long as the investor contributes at least annually at a consistent level over a period of at least 10 years.

Venture Capital Trusts (VCTs) and Enterprise Investment Schemes (EIS)

These are designed to provide significant tax benefits for high net worth investors. The tax benefits reflect the high level of risk often associated with VCTs and EISs. Consequently they are only suitable for sophisticated investors.

Alternative Investments

We research a wide range of investment offerings on behalf of our clients. These can include new business ventures, forestry, land and direct property deals.

Pensions

Pension scheme rules are complex but the common concept across all pension schemes is simply that a pension scheme is a very tax efficient savings vehicle designed to provide an income in retirement

The main tax benefit to saving via a pension scheme is that the government provides tax relief on contributions as an incentive to save for retirement. Pension investments are also free of capital gains tax and income tax.

Personal Pensions

These typically offer a range of collective funds including cash, fixed interest, property and shares. They also have widely varying charging structures.

Stakeholder Pensions

These are similar to Personal Pensions but they also have to comply with certain criteria set out by the government relating to charging structures and flexibility. They generally offer fewer funds than Personal Pensions.

Self Invested Personal Pensions (SIPPS)

These offer the widest range of investment options. We use SIPPS which allow us to invest in any permitted investment available. SIPPs offer complete flexibility and total transparency of charges. They are generally only suitable for pension funds in excess of £100,000.

Annuities

These are simply an income for life. They are provided by an insurance company and there are many options to consider when choosing an annuity. For example they can provide the same level of income for life or they can increase with inflation or at a set rate. The level of income is largely determined by age and health. Annuities provide a secure income for life but usually there is no further access to capital.

Drawdown (Income Drawdown, Pension Fund Withdrawal or Unsecured Pension)

This is a method of taking an income directly from a personal pension fund. This option provides great flexibility but is usually only suitable for sophisticated clients with substantial pension funds and other assets.

Occupational Pension Schemes

These are usually described as Defined Benefit (or Final Salary) or Defined Contribution.

Defined Benefit

These schemes promise a certain level of pension at retirement (typically 60 or 65) depending on the member's length of service and salary at or near retirement. The benefits and methods of calculating the benefits are often complex and vary widely between schemes. Because of the costs involved many employers have closed or are closing their Defined Benefit schemes.

Defined Contribution

These schemes are similar to Personal Pensions, Stakeholder Pensions and SIPPs in that there is no promise as to the level of pension the member might receive at retirement. The pension will depend on the size of the contributions and the investment performance.

Group Personal Pensions (GPP)

A GPP is simply a collection of Personal Pensions set up under one administrative framework. GPPs are used by many employers as a low-cost, flexible pension scheme with straightforward administration. They are offered by insurance companies who also manage the day to day running of the scheme.

Small Self-Administered Schemes (SSAS)

This is a type of pension scheme designed for the directors of small companies. A SSAS also provides a level of pension dependant on the level of contributions and investment performance. A useful benefit of a SSAS is that the company is able to borrow money from the SSAS for business purposes.

Estate and Inheritance Tax Planning

Estate planning is usually a simple process of writing a will which often states the estate will pass to a spouse and then to children or other dependants or family members. Wealthier individuals may want to pass on their wealth through generations or donate wealth to charity. In all cases we help our clients to understand how to achieve their aims and we work closely with their solicitor to draft wills or create trusts as appropriate.

Inheritance tax is charged at 40% of the value of all assets in excess of £325,000 (£650,000 for a married couple). There are various ways to mitigate inheritance tax, one of which is to insure against the potential tax liability. To do this we usually use a Whole of Life insurance which is designed to provide sufficient capital to pay the anticipated inheritance tax charge.

Mortgages

A mortgage is simply a loan used to purchase a property and the mortgage lender in turn secures the loan against the property purchased. Securing the loan in this way gives the lender the right to take ownership of the property in the event that the borrower fails to make the agreed payments on the loan.

Mortgage rates, terms and costs vary widely and different lenders have very different criteria for determining who they are prepared to lend to. The process of both obtaining a mortgage and completing the purchase of a property can be long and prone to break down as issues arise.

Our in-house mortgage company Creation Mortgages is able to advise clients as to which lenders and mortgage deals are most suitable either for a new purchase or a remortgage. Following completion of the mortgage application Creation Mortgages will liaise with the lender, estate agent, solicitor and surveyor to ensure that the purchase or remortgage completes smoothly.

Personal Insurance

Life Insurance

This simply pays out on death of the person or people insured. However, there are various ways to establish life insurance depending on the need for the cover. Premiums for life cover also vary widely.

Critical Illness

This pays a lump sum on diagnosis of one of a range of serious conditions or permanent disability though most claims are for heart conditions, stroke or cancer. This type of cover is approximately five times more expensive than life cover which reflects the fact that the person covered is five times more likely to be diagnosed with a serious illness during the term than to die.

Income Protection

This is designed to provide an income in the event that someone is unable to work for an extended period due to illness or accident. A claimant may be off work due to a serious illness but the most common claims are for back and neck problems and stress.

Medical Insurance

This has become increasingly popular in recent years and clients often find it a useful way to accelerate a treatment in conjunction with the NHS for example by obtaining an earlier appointment with a relevant consultant. The benefits and costs vary widely and Canter Holland helps clients to understand how the products compare and to choose the most appropriate type of cover.