

## Where do advisers see the business opportunities in 2006?



### John Mackay

Mackay, Stewart & Brown, Edinburgh

A significant issue for us is inheritance tax planning. This is one area that has been building up for the last two or three years. With property prices as they are and investment values increasing dramatically last year some people have to think hard about

how to mitigate IHT through a combination of investments and trusts.

Also, the Trustee Act comes into force in Scotland in the spring. We are beginning to look at how we use it. A key part of this is building links with lawyers.



### Nicola Downs

Trentham Investments, Dorking

I do a lot of pensions work. Tax-free cash entitlements are a big issue for clients. A lot of my work is about preserving tax-free cash greater than the 25% that will be available after

A-Day. Many people do not know what the tax-free cash benefits in their existing schemes are. It is a case of going through all of them and preserving cash where possible.



### Sue Drake

Encompass Financial Management, Hants

There are a number of business opportunities for us including looking at our existing clients and checking there is nothing we have missed for them. A second strand is referrals from existing clients. We are also doing some advertising on a local radio station.

Clients do sometimes come to us on investment issues. For instance with the Skandia/Old Mutual takeover business, we have clients calling us saying, 'I have got some stuff with them, what's going to happen?' But most clients are happy to leave these things up to us.