



Working with us

For many professional advisers, such as solicitors, accountants and financial planners, the acquisition and retention of clients, with the desire to build a lasting relationship is a key priority. However, this can often prove to be costly in terms of time money and resources. It is financial advisers who are best placed to work with solicitors to complement and enhance the solicitors own services, rather than simple client referrals.

Providing a holistic solution to clients will be welcomed and will not only provide a less transactional approach to clients but also give the Solicitor practice a significant contribution to their bottom line. Finding the right IFA partner is very important and having the confidence with the advice is essential for the Solicitor to know their client is being looked after.

Whilst we all have our own professional bodies, regulators, and codes of conduct, we all have a desire to build successful businesses that are centred around achieving positive outcomes for client's. That is why we work alongside other professional advisers to streamline our services and create a harmonious process for our respective businesses and clients.

We can support solicitors in providing holistic advice to ensure that their clients achieve the best possible outcome. And where our planning process identifies the need for professional legal support, we will seek to match a client with the right person to deliver it.

Power of Attorney

One of our standard fact-finding questions is 'Have you made a lasting power of attorney?'

Often, even if the client has a valid and current will, they will not have engaged with a solicitor to ensure that ever they are in a position of not being able to make decisions for themselves, they have appointed someone to do so.

Will Writing

We always recommend that our clients use a solicitor to draw up their wills.

Whilst it is perfectly possible to DIY a will, and there seems to be any number of non-law firms offering this service, our position is always to say to our clients 'you should see a solicitor'. We say it because we want to ensure that there won't be a future problems in respect of a will created by the client of will writer.

Whilst some might argue that a solicitor might charge more, we encourage the client to see the value, not just the price, of using a competent professional.

Divorce

When a person goes through the divorce process, there are often two key areas where we can assist. The financial consequences of divorce result in an agreement to share assets and income. Financial planning enables our client to know what financial resources they need to achieve their lifetime goals and objectives.

Where one of the assets to be shared is a pension scheme benefit consists of and what it might provide them with in the future.

Where the benefit has to be transferred to a new pension plan, then of course the independent financial adviser is well placed to both select that plan and explain how it should be invested in line with the clients attitude towards investment risk.

Our Guardian Service

Our Guardian service is a unique benefit which smooths the way when collaborating with solicitors to enable us to provide a true holistic financial planning service. We are expert financial planners, but we know our limits, that's why we collaborate with specialist advisers to ensure your client is getting the correct advice. To smooth this process, we will even contribute up to 10% of our annual fee towards the cost of their service.



Working with you

Most financial adviser firms regard solicitors as a potential source of new clients, but we work alongside solicitors to assist them to provide a more comprehensive client service which will enable them to differentiate their business proposition from that of their competitors and to establish the basis for enduring client relationships. We are members of SIFA Professional, which is recognised by the Law Society and Financial Conduct Authority and we are listed in SIFA's Directory of Professional Financial Advisers which is endorsed by the Law Society.

Litigation

Clients may need investment advice following litigation cases that result in lump sums. For example, they may want to secure an income for life because they are unable to work.

Estate Planning

Estate planning is essential to ensure clients affairs are in order and clearly defined how assets should be distributed based on current and future situations. Before working with us, many clients are unaware of the total value of their estate.

Part of our service is showing clients the big picture; we'll pull together every investment, asset and insurance they currently have and provide them with a value for their total estate as it currently stands and estimated future values at retirement and onwards, so we know if their loved ones will be liable for inheritance tax.

Tax Efficiencies

An added benefit of utilising our financial planning service is we can advise clients on their tax situation.

We will look at how their money is currently invested to see if they're utilising all available tax allowances and making full use of every suitable investment wrapper available to ensure their money is packaged in the most tax efficient way.

Due Diligence

Herbert & Webster is an independent financial advisory firm and as such offers impartial recommendations, free of the potential conflicts of interest to which firms offering only 'restricted' advice may be subject. The Law Society recommends that solicitors should only refer their clients to independent financial advisers.

Herbert & Webster has experience of working with solicitors and accountants and its advisers have developed an appreciation of the way in which financial advice can complement and enhance the advice of other professionals, so as to provide a more comprehensive package of client services.

Like other professionals, Herbert & Webster is a fee based firm. Clients will be provided with details of our fee structures before we accept their instructions.

Free Initial Consultation & Fees

We offer a free 15-minute telephone consultation to potential clients to see if we're a good fit; if we are then we'll set up an initial meeting which is also complimentary.

We like to be open and honest about our fees. Try comparing us to other IFAs and you'll find it's very difficult, as from the research we've done, most are very vague when it come to their fees. You can be confident when recommending a client to us that they know exactly what our fees will be before we start working together.