

PREVENTING LATER LIFE CRISIS - PART 3 BEREAVEMENT TRANSCRIPT

NOTE duration:"01:41:33"

NOTE recognizability:0.790

NOTE language:en-us

NOTE Confidence: 0.894393734166667

dc5dfb3f-a171-4aae-8cb3-775760c80f00
00:00:48.270 --> 00:00:51.287
Good morning everybody and welcome to our

NOTE Confidence: 0.894393734166667

376268e5-6f76-4bf2-b442-baa1798a53f7
00:00:51.287 --> 00:00:53.750
preventing later life crisis seminars.

NOTE Confidence: 0.894393734166667

6f462bfd-f09f-4885-9f44-9f2a7c63f8a5
00:00:53.750 --> 00:00:54.848
My name is Vince Smith Hughes.

NOTE Confidence: 0.894393734166667

5bd0d5f1-ca73-4a38-bf11-49ac8c7a7e7f
00:00:54.850 --> 00:00:56.999
I'm the head of the specialist team

NOTE Confidence: 0.894393734166667

28377a91-a6bb-4e36-8f56-ee1ba0957455
00:00:56.999 --> 00:00:59.521
here at Prue and M&G wealth and I'll

NOTE Confidence: 0.894393734166667

993d6677-af65-4a5b-a28d-05281bc4fe91
00:00:59.521 --> 00:01:01.890
be your host for today's session now.

NOTE Confidence: 0.894393734166667

78aa6843-a591-4581-a9aa-e763664ba621
00:01:01.890 --> 00:01:04.450
As you can see from the next slide,

NOTE Confidence: 0.894393734166667

d7c44c96-fae6-455d-8320-dblef55e968c
00:01:04.450 --> 00:01:05.809
if we just move on to the next slide,

NOTE Confidence: 0.894393734166667

30f90583-7adc-4491-b5ae-0a7440a635b5
00:01:05.810 --> 00:01:07.142
please. Thank you.

NOTE Confidence: 0.894393734166667

dbdc10c2-bf25-4392-a69d-a224d4778750
00:01:07.142 --> 00:01:11.000
My clicker just seems to be stopped working.

NOTE Confidence: 0.894393734166667

1d9255d9-d101-4c8c-b242-df7843354cd8
00:01:11.000 --> 00:01:13.640
There we go. This is actually

NOTE Confidence: 0.894393734166667

7d008d6f-1605-420f-a50e-a830e424cdf3
00:01:13.640 --> 00:01:16.152
the 3rd of a three-part series,

NOTE Confidence: 0.894393734166667

273f1acd-0003-45f3-b1b1-5ba765039319
00:01:16.152 --> 00:01:18.784
so if you weren't able to join

NOTE Confidence: 0.894393734166667

71681b21-4f0b-446b-8ee0-c729f989af94
00:01:18.784 --> 00:01:21.273
us for the first two parts then

NOTE Confidence: 0.894393734166667

cd79ea91-2e8a-44bb-a952-0acc86c3e60a
00:01:21.273 --> 00:01:23.788
please go back and listen to them.

NOTE Confidence: 0.894393734166667

0ddd1e09-0af9-434f-b033-1e8ed705a8e7
00:01:23.790 --> 00:01:25.878
They'll be on proadvisor very shortly.

NOTE Confidence: 0.894393734166667

245215e1-c905-45db-bc10-fa523a55b6d4
00:01:25.880 --> 00:01:27.794
I'm pleased to say this is

NOTE Confidence: 0.894393734166667

25b20ccd-4d07-4326-8c7b-29de96103a99
00:01:27.794 --> 00:01:29.390
the third session we've got.

NOTE Confidence: 0.894393734166667

b18b41e6-96f5-458f-ac3a-debd2abe417a
00:01:29.390 --> 00:01:29.742
And again,

NOTE Confidence: 0.894393734166667

e95ae879-c073-40c1-8283-b7a7ca68d953
00:01:29.742 --> 00:01:32.880
if we can move on to the next slide, please.

NOTE Confidence: 0.894393734166667

83492f8e-1038-4c4f-920f-06cc8de72c3f
00:01:32.880 --> 00:01:34.608
This is just the small print

NOTE Confidence: 0.894393734166667

930d8269-cbf6-4e4c-b7aa-27ac47ce38f6
00:01:34.608 --> 00:01:35.760
slide you've got here,

NOTE Confidence: 0.894393734166667

7802b136-fcf9-4ef0-b645-1ed35a08793e
00:01:35.760 --> 00:01:37.715
so this is just reflective

NOTE Confidence: 0.894393734166667

dc6a4834-bfc7-4e46-89af-3070578cceed
00:01:37.715 --> 00:01:39.670
of our normal risk warnings.

NOTE Confidence: 0.894393734166667

682e347c-f81c-4094-85b1-358503c85792
00:01:39.670 --> 00:01:40.846
I'll let you read that at your

NOTE Confidence: 0.894393734166667

4e5bfaec-e678-4d22-aa7d-291558310be7
00:01:40.846 --> 00:01:42.241
leisure if you want to have a look at

NOTE Confidence: 0.894393734166667

486d63a3-1bc3-4cf2-8b2d-8ee83d6a7a83
00:01:42.241 --> 00:01:43.519
the copy of the slides afterwards.

NOTE Confidence: 0.894393734166667

beabc060-6b95-4ff4-b95c-4debd2fe2352
00:01:43.520 --> 00:01:45.291

I'm delighted to say we're joined by

NOTE Confidence: 0.894393734166667

e2dce0df-427a-4c19-936c-cefe2d708e8e
00:01:45.291 --> 00:01:46.680
the National Bereavement Service today,

NOTE Confidence: 0.894393734166667

1b9f67b2-bb24-476e-8505-4cd70a16e2ba
00:01:46.680 --> 00:01:48.465
and that's reflected in the

NOTE Confidence: 0.894393734166667

bc7bccad-094b-40e2-8328-6fd6360c7416
00:01:48.465 --> 00:01:49.893
next slide over here.

NOTE Confidence: 0.894393734166667

7357dd5b-3c88-4a19-9ec3-038fbe05a9f9
00:01:49.900 --> 00:01:52.280
So just move on to the next one and again,

NOTE Confidence: 0.894393734166667

1c72a636-5cde-4659-8255-e35818be4c18
00:01:52.280 --> 00:01:54.457
I'll just let you read those at

NOTE Confidence: 0.894393734166667

ea41acaf-f331-48c2-b062-5ecefe00fe7d
00:01:54.457 --> 00:01:56.079
your leisure after the event.

NOTE Confidence: 0.894393734166667

87b5b525-902f-49f8-a42c-b6543ee02199
00:01:56.080 --> 00:01:59.321
Now let's have a look at the

NOTE Confidence: 0.894393734166667

5863c53a-c648-4b7c-ace3-194c99392229
00:01:59.321 --> 00:02:01.340
learning objectives for today.

NOTE Confidence: 0.894393734166667

25832526-7d0d-431a-89e1-f28604390731
00:02:01.340 --> 00:02:02.501
There we go.

NOTE Confidence: 0.894393734166667

69205bfb-d95e-4f09-bcf5-000ddfb6ade0
00:02:02.501 --> 00:02:04.436
Now today's session will provide

NOTE Confidence: 0.894393734166667

5010adle-b2e5-4564-8f06-5bc5aa01de57
00:02:04.436 --> 00:02:07.382
up to 90 minutes of structured CPD

NOTE Confidence: 0.894393734166667

c746b60b-b303-4f22-868d-913d312f3949
00:02:07.382 --> 00:02:10.080
accredited by both the CRI and CC.

NOTE Confidence: 0.894393734166667

6631f383-9d89-41bc-9242-f23422c042c2
00:02:10.080 --> 00:02:10.624
After today,

NOTE Confidence: 0.894393734166667

f53f50eb-ce56-438d-85fe-8b570a6bd846
00:02:10.624 --> 00:02:12.528
you'll be able to identify the impact

NOTE Confidence: 0.894393734166667

43a372a3-ed8f-4808-a639-1adda77d70cb
00:02:12.528 --> 00:02:14.370
of death on a client's investment

NOTE Confidence: 0.894393734166667

45603def-f8bc-42d1-876f-21bfb1a9262a
00:02:14.370 --> 00:02:16.400
holdings across the main tax wrappers.

NOTE Confidence: 0.894393734166667

0a731d76-910e-4507-8ddc-f6c2793f3881
00:02:16.400 --> 00:02:17.785
Describe the nature of bereavement

NOTE Confidence: 0.894393734166667

16812b04-b7bc-4ff1-a52f-60ca4ea64993
00:02:17.785 --> 00:02:19.540
and the needs of bereaved people.

NOTE Confidence: 0.894393734166667

64bdc72b-683e-4fcb-828e-b21da342ace9
00:02:19.540 --> 00:02:21.220
Appreciate the overall work of

NOTE Confidence: 0.894393734166667

fd6574f8-5192-462f-8c72-7f8c29000922
00:02:21.220 --> 00:02:22.564
the National Bereavement Service,

NOTE Confidence: 0.894393734166667

a923c011-ada4-4a01-9943-a67be8589a87
00:02:22.570 --> 00:02:24.730
and lastly assess the nature of

NOTE Confidence: 0.894393734166667

87823026-ccd7-4691-a3ff-040c02bc08a8
00:02:24.730 --> 00:02:26.632
support available to clients of

NOTE Confidence: 0.894393734166667

934723d7-8a8a-4eb0-9188-fcbe53ef62c8
00:02:26.632 --> 00:02:28.642
financial advice firms from the

NOTE Confidence: 0.894393734166667

2e2ccdae-749b-42a0-9655-2b423eea202e
00:02:28.642 --> 00:02:30.250
National Bereavement Service and

NOTE Confidence: 0.894393734166667

b519949d-9d5c-43df-988e-0e6f07de54b6
00:02:30.310 --> 00:02:31.990
other related organizations.

NOTE Confidence: 0.894393734166667

13626c93-f85b-4039-80bc-7cc17c907a33
00:02:31.990 --> 00:02:32.838
Now the next bit.

NOTE Confidence: 0.894393734166667

a353348a-e672-493e-bc72-f409494cecc1
00:02:32.838 --> 00:02:33.898
It's all important because we

NOTE Confidence: 0.894393734166667

802bcb47-51eb-4e10-bb50-3d1513af7f8d
00:02:33.898 --> 00:02:35.150
often get questions about this.

NOTE Confidence: 0.894393734166667

8a01aeb3-ffd5-4155-975b-d854d376bc08
00:02:35.150 --> 00:02:37.850

So if you're looking for your CPD after this,

NOTE Confidence: 0.894393734166667

32139f26-b514-46fb-a86e-9bd9eb92d872
00:02:37.850 --> 00:02:39.299
I'm sure many of you will be

NOTE Confidence: 0.894393734166667

99a0884a-7fac-4e3e-8ff6-93fbccc3e4fe
00:02:39.299 --> 00:02:40.648
in order to get your CPD.

NOTE Confidence: 0.894393734166667

5bbf8a5c-3e19-4a46-ab45-e8eb6d9a3cfd
00:02:40.650 --> 00:02:42.015
Please make sure you complete

NOTE Confidence: 0.894393734166667

861a51d4-7701-456a-96af-7c299b29557c
00:02:42.015 --> 00:02:43.570
the feedback before you leave us.

NOTE Confidence: 0.894393734166667

21d4e7ce-5f43-49df-bf13-ac44522578dc
00:02:43.570 --> 00:02:45.180
Today you'll find the feedback

NOTE Confidence: 0.894393734166667

02f500d1-b647-42d2-9f61-5bbc5f579ed4
00:02:45.180 --> 00:02:47.420
button at the bottom of the screen

NOTE Confidence: 0.894393734166667

5f2c48e7-1e61-44b3-9f94-61c8173b0bf8
00:02:47.420 --> 00:02:50.285
and you'll be able to, as I say,

NOTE Confidence: 0.894393734166667

25158f12-c670-486c-8d22-e47036ce16c2
00:02:50.285 --> 00:02:53.680
get the feedback from that point onwards.

NOTE Confidence: 0.894393734166667

2f1dcd6d-492d-4e8c-9679-66ed4f98a2a9
00:02:53.680 --> 00:02:55.260
It's actually under the broadcast

NOTE Confidence: 0.894393734166667

328d13c0-a32b-44cf-b0f3-6d5cb50c7bce
00:02:55.260 --> 00:02:57.050
screen if you're looking for it.

NOTE Confidence: 0.894393734166667

84fe9a19-5922-481f-90f3-b984175388c5
00:02:57.050 --> 00:02:58.849
And now you'll also see a couple

NOTE Confidence: 0.894393734166667

5d1fe645-34a9-4443-a7cd-bbdec7b9b120
00:02:58.849 --> 00:03:00.229
more buttons under the screen.

NOTE Confidence: 0.894393734166667

4743b0b5-45e9-4846-9135-94372ad68fb6
00:03:00.230 --> 00:03:02.670
One is the Q&A button and we have

NOTE Confidence: 0.894393734166667

7658aecf-c4e7-49bd-b4a1-d8c6d1f1d89b
00:03:02.670 --> 00:03:04.278
some time for Q&A's at the end

NOTE Confidence: 0.894393734166667

eadc0dcb-14eb-41b4-8caa-e694bfc831b3
00:03:04.278 --> 00:03:04.986
of the session today,

NOTE Confidence: 0.894393734166667

c607e672-365a-4d37-a0c3-2412acb45921
00:03:04.990 --> 00:03:06.712
so please stay on for that and

NOTE Confidence: 0.894393734166667

ce463987-6b72-4dcf-8519-657f4cf682fb
00:03:06.712 --> 00:03:08.729
you'll be able to ask our guests

NOTE Confidence: 0.894393734166667

0c102eda-05fe-4b60-8e4a-9187297cc17d
00:03:08.729 --> 00:03:10.259
and questions and submit any

NOTE Confidence: 0.894393734166667

3034d833-c815-460c-9543-c80f1c6512f9
00:03:10.259 --> 00:03:11.767
questions you'd like me to ask.

NOTE Confidence: 0.894393734166667

5c08a41d-1c1c-48c8-af00-d5600655262b
00:03:11.770 --> 00:03:14.690
Our esteemed panel by using that Q&A button.

NOTE Confidence: 0.894393734166667

0004ebd5-bb79-420f-9287-ace111470eee
00:03:14.690 --> 00:03:16.629
The other is the polling button which

NOTE Confidence: 0.894393734166667

6d718cc3-7afc-4b74-9931-1da2240b1a7c
00:03:16.629 --> 00:03:18.907
will be asking you to give us your views,

NOTE Confidence: 0.894393734166667

de91655b-b564-4585-8dd7-9a3a0d7cb20d
00:03:18.910 --> 00:03:20.785
so please submit your answers

NOTE Confidence: 0.894393734166667

a3d4baea-1700-4493-a91d-5a7bd581f884
00:03:20.785 --> 00:03:23.040
using this tab and we'll prompt

NOTE Confidence: 0.894393734166667

e18b4c8e-e597-4966-abb1-fe07b6d91129
00:03:23.040 --> 00:03:25.168
you for this as we go along.

NOTE Confidence: 0.894393734166667

ddc628c9-8be4-4473-a278-d77abdde2a0d
00:03:25.170 --> 00:03:25.675
So.

NOTE Confidence: 0.894393734166667

ce70ba38-58fe-43d0-bfc1-c7459fbb3d58
00:03:25.675 --> 00:03:28.705
What's it all about today well.

NOTE Confidence: 0.859785411052631

d2776220-e1a7-47f8-bc47-028a704ee895
00:03:28.710 --> 00:03:30.103
In this session, I'm delighted to say

NOTE Confidence: 0.859785411052631

4fe6eace-959d-4d1f-8e2e-4b6b7f4d5814
00:03:30.103 --> 00:03:31.600

we're going to be joined by Barry

NOTE Confidence: 0.859785411052631

2b030fd5-4ad8-4d50-a2e2-91fea0a872ce
00:03:31.600 --> 00:03:32.665
Dawson from our technical team.

NOTE Confidence: 0.859785411052631

633f6560-6c83-41fa-b254-367dfe2c1589
00:03:32.670 --> 00:03:34.574
Now you may have been expecting less.

NOTE Confidence: 0.859785411052631

384697ad-4c50-4d0b-ba4a-c14de3f681fa
00:03:34.580 --> 00:03:35.895
Cameron and Barry is actually

NOTE Confidence: 0.859785411052631

3f438364-cc54-4803-aac1-b4b71f384876
00:03:35.895 --> 00:03:37.737
standing in for Les and the reason

NOTE Confidence: 0.859785411052631

47f53878-9974-4632-b9c7-df20b70ecbe9
00:03:37.737 --> 00:03:39.375
that he's doing that for is that

NOTE Confidence: 0.859785411052631

467a0dbb-ceed-4b31-8410-80c1a2642f85
00:03:39.375 --> 00:03:41.033
Les was due back from Greece at

NOTE Confidence: 0.859785411052631

d02df462-702c-4651-80e3-665e8a8bb60e
00:03:41.033 --> 00:03:42.808
the weekend and is still due back

NOTE Confidence: 0.859785411052631

e2e80487-e781-48b1-b3da-bdfd67a9780b
00:03:42.808 --> 00:03:44.524
from Greece having not arrived yet.

NOTE Confidence: 0.859785411052631

0c873f9e-da67-4f49-ae9c-d38601135f3e
00:03:44.530 --> 00:03:46.210
So he's still on road.

NOTE Confidence: 0.859785411052631

a49e4f79-eedf-4fee-a334-f144d21495a3
00:03:46.210 --> 00:03:47.530
But don't worry about that.

NOTE Confidence: 0.859785411052631

f77ca708-affc-4c78-9837-58b96ea111b0
00:03:47.530 --> 00:03:49.175
We've got a very able deputy and

NOTE Confidence: 0.859785411052631

856dfbad-db2a-4a7b-bbd9-0129e3ab31c5
00:03:49.175 --> 00:03:50.625
Barry who works in Less's team

NOTE Confidence: 0.859785411052631

0fe5be19-e185-486c-ace7-fd242bbcb721
00:03:50.625 --> 00:03:52.235
is going to talk us through what

NOTE Confidence: 0.859785411052631

3ac6506d-6b5c-47f5-9f64-af496af6ef2b
00:03:52.290 --> 00:03:53.907
happens on the death of a client.

NOTE Confidence: 0.859785411052631

2fcdcf90-2d3e-4f31-a8a2-63e697c5ddd8
00:03:53.910 --> 00:03:55.836
The impact that they have on

NOTE Confidence: 0.859785411052631

00b92779-8dd0-4b78-9148-2397d760f272
00:03:55.836 --> 00:03:57.120
the various investments and

NOTE Confidence: 0.859785411052631

09677409-c97b-45e5-87bc-2c5735afb209
00:03:57.186 --> 00:03:58.906
perhaps more importantly as I.

NOTE Confidence: 0.859785411052631

41d376e1-6821-4938-bbd2-3ad10b450489
00:03:58.910 --> 00:04:01.105
Judy too earlier will consider

NOTE Confidence: 0.859785411052631

8529aba9-5bfe-4df2-bec8-b8008bfc5581
00:04:01.105 --> 00:04:03.300
also the pastoral aspects of

NOTE Confidence: 0.859785411052631

d5cafe46-fcb9-427e-b19e-d5e69d44a46f
00:04:03.376 --> 00:04:05.456
dealing with a Berry family.

NOTE Confidence: 0.859785411052631

9e77572b-b5c5-4214-a5aa-030aa90e3d60
00:04:05.460 --> 00:04:07.746
Now, as a previous advisor myself,

NOTE Confidence: 0.859785411052631

313710f1-1b82-4df8-9949-3f7ceae74f08
00:04:07.750 --> 00:04:08.944
and I'm sure many of you

NOTE Confidence: 0.859785411052631

49a88df5-4d25-4400-a38d-30c1818d8782
00:04:08.944 --> 00:04:10.279
have been in the same boat,

NOTE Confidence: 0.859785411052631

deb7f16d-3855-4a1b-9644-dfc2fd7588a1
00:04:10.280 --> 00:04:13.262
I'm sure you've experienced the extremely

NOTE Confidence: 0.859785411052631

d90e6f59-bf16-434b-808b-2ccbc390fa6d
00:04:13.262 --> 00:04:16.199
difficult situation when a client dies.

NOTE Confidence: 0.859785411052631

7ee2ded7-a178-413e-b96c-df4e51d985d4
00:04:16.200 --> 00:04:18.632
Now to look at some of the challenges

NOTE Confidence: 0.859785411052631

caa84ccc-a214-4ba4-8d81-2e85789c064d
00:04:18.632 --> 00:04:20.890
outside of purely financial matters.

NOTE Confidence: 0.859785411052631

0b1fccfc-ba07-4924-9821-2e0484a8d8c2
00:04:20.890 --> 00:04:22.385
This brings we are fortunate

NOTE Confidence: 0.859785411052631

baf46e12-510a-401d-8a02-fb0a0c2b56bd
00:04:22.385 --> 00:04:25.067

today to be joined by a guest who

NOTE Confidence: 0.859785411052631

acb46a19-d544-41e9-98cf-9a4b273585da
00:04:25.067 --> 00:04:26.937
understands this topic extremely well,

NOTE Confidence: 0.859785411052631

266c57a3-c55d-4066-b4a1-05e51ed4a050
00:04:26.940 --> 00:04:28.676
and that's and wady of the scene.

NOTE Confidence: 0.859785411052631

eba0b45b-a26e-49f6-bf66-d8746e535a86
00:04:28.680 --> 00:04:31.000
Who's the senior bereavement advisor

NOTE Confidence: 0.859785411052631

fab257d5-b949-4c2d-a762-6ca13460588c
00:04:31.000 --> 00:04:33.320
at the National Bereavement Service

NOTE Confidence: 0.859785411052631

27d75a23-2e40-4376-80be-1f5c12029391
00:04:33.320 --> 00:04:35.176
now and is going to cover the many

NOTE Confidence: 0.859785411052631

c691a89e-55f1-4288-8704-173f71973d0a
00:04:35.176 --> 00:04:36.615
aspects of BEREAVEMENTS and guide

NOTE Confidence: 0.859785411052631

3a688403-755a-46f1-88d0-07c96c7bfcdd
00:04:36.615 --> 00:04:38.445
you through how you can support

NOTE Confidence: 0.859785411052631

af0a6da2-a2f6-4535-b4a1-fccfb9c05689
00:04:38.445 --> 00:04:40.068
your clients and their families

NOTE Confidence: 0.859785411052631

9d66e4e6-0f80-4d12-9139-d706509c8e1b
00:04:40.068 --> 00:04:41.648
at this very difficult time.

NOTE Confidence: 0.859785411052631

759dd275-a7c3-478b-8ec0-8ba6f1105965
00:04:41.650 --> 00:04:42.874
Barry and Ann welcome.

NOTE Confidence: 0.859785411052631

5c801c78-e5cf-477c-bc5b-8cbdef6c1e2d
00:04:42.874 --> 00:04:45.209
Perhaps we can have a look at you.

NOTE Confidence: 0.859785411052631

71233c65-7a71-4c44-b077-09f5df92e604
00:04:45.210 --> 00:04:48.009
There we go. Thank you for joining us today.

NOTE Confidence: 0.859785411052631

144279c5-ffae-4776-b810-50e017fde4db
00:04:48.010 --> 00:04:50.683
Hi Anne. Great for you to join us today.

NOTE Confidence: 0.859785411052631

32b421b5-d077-4fe9-b104-abf11b9ef761
00:04:50.690 --> 00:04:54.214
Hi Barry. Hi there, good stuff, right?

NOTE Confidence: 0.859785411052631

f75a88ce-7e93-4a8f-b74d-ef2327d7bdd9
00:04:54.214 --> 00:04:54.798
OK,

NOTE Confidence: 0.859785411052631

f3f01c20-ecef-40db-972d-251421fc31b4
00:04:54.798 --> 00:04:56.550
let's move on.

NOTE Confidence: 0.859785411052631

1dbd9286-6e64-4eea-a179-21581e5d7c56
00:04:56.550 --> 00:04:57.990
We'll hopefully hear from Anne

NOTE Confidence: 0.859785411052631

24567402-cacd-446e-a11f-1457052689fb
00:04:57.990 --> 00:04:59.900
and Barry in just a moment.

NOTE Confidence: 0.859785411052631

dfac153f-38d5-40dd-a39b-ae55659717d8
00:04:59.900 --> 00:05:03.270
If we can move on to the next slide please.

NOTE Confidence: 0.859785411052631

1b9f8d33-21a2-4405-a547-b53b0d03552f
00:05:03.270 --> 00:05:03.960
There we go.

NOTE Confidence: 0.859785411052631

881917f6-192e-4383-93b8-7aa482353f83
00:05:03.960 --> 00:05:06.200
Why are we talking to you about this today?

NOTE Confidence: 0.859785411052631

17f32973-10ee-454c-b6fe-fa29f98f4ae3
00:05:06.200 --> 00:05:07.410
Well.

NOTE Confidence: 0.859785411052631

e2db7da1-2d7a-40e7-8239-8e68089d0ab6
00:05:07.410 --> 00:05:10.371
I think it's sort of fairly clear

NOTE Confidence: 0.859785411052631

7e67b326-83be-404f-8251-2c914e61cad0
00:05:10.371 --> 00:05:11.640
that intergenerational planning

NOTE Confidence: 0.859785411052631

135985bb-92f4-4f39-b5d8-2dd16317488a
00:05:11.713 --> 00:05:13.903
sort of generally is obviously of

NOTE Confidence: 0.859785411052631

95f6dac2-77b9-4a2b-a5b4-c70eae28a28e
00:05:13.903 --> 00:05:15.950
extreme benefit to the clients,

NOTE Confidence: 0.859785411052631

6d5a4c1c-e2a0-417c-a183-57a2fcf66880
00:05:15.950 --> 00:05:17.350
and you don't need me to tell

NOTE Confidence: 0.859785411052631

6a8ee641-d98c-42c7-8dd5-5c8f17cdcb2f
00:05:17.350 --> 00:05:18.800
you that you'll have your own

NOTE Confidence: 0.859785411052631

fef1aa79-7b2e-4c4c-af82-70c3ed9c2a9a
00:05:18.800 --> 00:05:19.868

personal experience of that,

NOTE Confidence: 0.859785411052631

fb2733fc-8508-425c-b6d3-4764f0906339
00:05:19.870 --> 00:05:23.013
and you can read all of the

NOTE Confidence: 0.859785411052631

994a15cf-a193-4293-bf62-58cf5d103121
00:05:23.013 --> 00:05:24.750
various research on it.

NOTE Confidence: 0.859785411052631

bef7e87f-2b39-4a3c-89f4-a2afd2f07c83
00:05:24.750 --> 00:05:26.703
What I would say is that when you look

NOTE Confidence: 0.859785411052631

63fb1617-0da9-49e0-a759-6873983d0046
00:05:26.703 --> 00:05:28.789
at these two pieces of research here,

NOTE Confidence: 0.859785411052631

907a0486-62dc-4296-a29b-487b81a357e7
00:05:28.790 --> 00:05:30.206
you can see that there is a risk,

NOTE Confidence: 0.859785411052631

ae3ae413-02c9-46ad-b5b3-e1de7917c399
00:05:30.210 --> 00:05:32.744
though for advisors that they may lose

NOTE Confidence: 0.859785411052631

4cf50048-cb8e-44d5-8077-ddcf55bc2848
00:05:32.744 --> 00:05:35.171
those clients as the money cascades

NOTE Confidence: 0.859785411052631

32caba21-1bba-45f0-b00b-fd3545c40339
00:05:35.171 --> 00:05:37.715
eventually down to the next generation.

NOTE Confidence: 0.859785411052631

a7c8aced-0d2d-4797-bcdc-f88d0c3a425d
00:05:37.720 --> 00:05:39.940
So not only is it of real benefit to the

NOTE Confidence: 0.859785411052631

f57c6a20-0a22-4894-a242-24ad04401cfc
00:05:39.997 --> 00:05:42.440
clients to do that in generational planning,

NOTE Confidence: 0.859785411052631

a9ce2f94-881b-4a66-92fb-df67b256e9dc
00:05:42.440 --> 00:05:44.687
it's obviously a real benefit to yourselves

NOTE Confidence: 0.859785411052631

574caf08-cfd1-4da7-b8aa-6942bbff0847
00:05:44.687 --> 00:05:47.559
as well in terms of your overall business.

NOTE Confidence: 0.859785411052631

e36da547-5a6f-4ecd-8239-08999108a23f
00:05:47.560 --> 00:05:49.200
Now on the agenda today,

NOTE Confidence: 0.859785411052631

54460892-9580-4759-92ee-7b9e0fb49995
00:05:49.200 --> 00:05:50.646
I'll start that off and I'm

NOTE Confidence: 0.859785411052631

9f90c789-d3c4-4f72-bdc0-706be00b0d6b
00:05:50.646 --> 00:05:52.119
surely going to hand to Barry.

NOTE Confidence: 0.859785411052631

e82882aa-3451-4217-b10e-893b8af1a4fb
00:05:52.120 --> 00:05:53.662
And then we're going to come

NOTE Confidence: 0.859785411052631

5368fecb-84b6-49d5-a62f-a54be0e5e816
00:05:53.662 --> 00:05:54.690
back to Ann shortly.

NOTE Confidence: 0.859785411052631

eab5f06c-f21d-47b7-828c-c86742047332
00:05:54.690 --> 00:05:56.490
And then we'll include a poll and then

NOTE Confidence: 0.859785411052631

4dce18bf-a573-49dd-9e67-8034408cdfc9
00:05:56.490 --> 00:05:58.308
I'll pick back up for the final piece,

NOTE Confidence: 0.859785411052631

beff50fd-6a13-43ae-989e-2d44cc5093c8
00:05:58.310 --> 00:06:00.678
and then we'll move on to the Q&A.

NOTE Confidence: 0.859785411052631

c5f346e8-5d8a-4c61-98c9-55a20e7064dd
00:06:00.680 --> 00:06:01.328
But for now,

NOTE Confidence: 0.859785411052631

8fa95439-f5c0-4032-83c8-0f0feecaf52f
00:06:01.328 --> 00:06:02.840
we're going to hand over to Barry,

NOTE Confidence: 0.859785411052631

777744ba-d3e9-4e2d-8692-dd316c6782c7
00:06:02.840 --> 00:06:03.990
who's gonna take you through

NOTE Confidence: 0.859785411052631

11561d47-3803-4476-b497-cc2f855fead6
00:06:03.990 --> 00:06:05.140
some of the financial aspects?

NOTE Confidence: 0.78572482

889c2f07-0960-4ac6-8c15-e6aaa7a50401
00:06:05.140 --> 00:06:07.360
Barry over to you. That's great,

NOTE Confidence: 0.78572482

b9a15931-0b84-4b65-8035-77a2b924fa31
00:06:07.360 --> 00:06:10.140
thank you Vince morning everybody,

NOTE Confidence: 0.78572482

b558c197-e9d4-49cd-a7eb-4960db6ecdaa
00:06:10.140 --> 00:06:12.762
so you'll recall from the learning

NOTE Confidence: 0.78572482

7d8db5a8-7058-4634-ade4-d58b01705b92
00:06:12.762 --> 00:06:15.359
objectives slides that we need to

NOTE Confidence: 0.78572482

54f5f7e1-83ee-4882-b9ea-50dbc74df9b6
00:06:15.359 --> 00:06:17.675

identify the impact of death slider

NOTE Confidence: 0.78572482

ebb0ba4f-da2a-43a5-8a6d-ef2103b6a53e
00:06:17.675 --> 00:06:20.198
moving on the road of court here.

NOTE Confidence: 0.78572482

88dcef39-84e1-4c5b-8378-50cc0a5d3962
00:06:20.200 --> 00:06:22.300
Across the different investment holdings and,

NOTE Confidence: 0.78572482

def80866-d16d-4e02-bc27-635b1b470d8f
00:06:22.300 --> 00:06:23.728
uh, main tax wrapper.

NOTE Confidence: 0.78572482

d4bbda0c-8196-4f6c-a3d8-89527fd9fa2d
00:06:23.728 --> 00:06:25.588
So I'm thinking here, Oakes,

NOTE Confidence: 0.78572482

c25dcd0e-6c97-4bab-b193-fd8316903179
00:06:25.588 --> 00:06:27.300
Izaz bond and pension.

NOTE Confidence: 0.78572482

c3d8298a-4937-42d9-be17-43d83b1552d7
00:06:27.300 --> 00:06:29.956
So we're going to start off with Oakes.

NOTE Confidence: 0.78572482

ba326db6-e99c-4d47-a2c5-2aabb5322f19
00:06:29.960 --> 00:06:33.170
First of all with your Oakes.

NOTE Confidence: 0.78572482

ec04d44d-0165-499b-a6c4-4bb49e5bdfb9
00:06:33.170 --> 00:06:35.529
My slides are better for a second.

NOTE Confidence: 0.78572482

d7ccd465-ff63-41cb-8e49-878e1e975fe6
00:06:35.530 --> 00:06:36.144
Yep, sorry.

NOTE Confidence: 0.78572482

3e04d708-b815-4171-a1c9-af477da083ba
00:06:36.144 --> 00:06:38.293
So if you're always held in our

NOTE Confidence: 0.78572482

2003c744-49b4-4e72-aa87-3e77cf9d7e59
00:06:38.293 --> 00:06:39.987
joint name and joint names,

NOTE Confidence: 0.78572482

0b5c3f05-82d6-44f2-86a9-c508dcc34fff
00:06:39.990 --> 00:06:42.055
it's going to continue to be held

NOTE Confidence: 0.78572482

667dda7e-ca46-425a-97a8-7ee892d6d624
00:06:42.055 --> 00:06:43.710
by the surviving shareholder.

NOTE Confidence: 0.78572482

a6be599f-ddf8-482a-9c55-35232d3dc8b9
00:06:43.710 --> 00:06:45.166
So I'll talk a bit more about

NOTE Confidence: 0.78572482

0223b781-8dc7-44d7-96f0-397bc2bcf5a0
00:06:45.166 --> 00:06:46.370
that and then due course.

NOTE Confidence: 0.78572482

fc5c1d7c-e63b-453b-8ad6-b58e7a8125a8
00:06:46.370 --> 00:06:48.950
But what about single owner cases?

NOTE Confidence: 0.78572482

7b2c703f-4fe1-4c46-9bd4-e157d06e86f2
00:06:48.950 --> 00:06:51.662
This references on the slide here to the

NOTE Confidence: 0.78572482

e4620102-5ee5-4984-abab-056735a1a297
00:06:51.662 --> 00:06:54.786
uplift on death and gains die with the owner.

NOTE Confidence: 0.78572482

800d7352-23ae-442b-aa87-1dae6d4414e5
00:06:54.790 --> 00:06:56.848
And So what does that actually mean?

NOTE Confidence: 0.78572482

243dd6ad-51ae-483c-8061-05713e235701
00:06:56.850 --> 00:06:59.538
Well, it means that DEF itself doesn't

NOTE Confidence: 0.78572482

403c2f00-6c9d-4d07-b586-24d87817584a
00:06:59.538 --> 00:07:02.796
give rise to a capital gains tax charge.

NOTE Confidence: 0.78572482

2358d5f5-39e0-4f23-a3c3-ef8f1c29e0e0
00:07:02.800 --> 00:07:03.972
Datasets are deemed to,

NOTE Confidence: 0.78572482

d411daee-0023-4f31-897b-6ca1d588adc8
00:07:03.972 --> 00:07:04.558
you know,

NOTE Confidence: 0.78572482

a24342fc-d0ee-4760-a1f4-5cee16ecda26
00:07:04.560 --> 00:07:06.550
being acquired by the personal

NOTE Confidence: 0.78572482

1a7c803e-def9-49a0-8982-37a10d5862a5
00:07:06.550 --> 00:07:08.142
representatives for their market

NOTE Confidence: 0.78572482

ad7385d9-8c97-42db-aba1-b19158d10de3
00:07:08.142 --> 00:07:09.816
value at the date of death,

NOTE Confidence: 0.78572482

ba150211-2683-4257-bd93-196efa53fb82
00:07:09.820 --> 00:07:11.620
and that's commonly known as

NOTE Confidence: 0.78572482

e8d85e78-06f1-4b8d-99bf-98b3e659a8d4
00:07:11.620 --> 00:07:13.060
the the CGT uplift.

NOTE Confidence: 0.78572482

86e63099-5761-4c0b-a4bf-e1eb5b7daaf2
00:07:13.060 --> 00:07:15.634

So the person who inherits the

NOTE Confidence: 0.78572482

8a4dddb3-c76d-4d42-86a4-67c19ba83250
00:07:15.634 --> 00:07:17.804
assets benefits because the base

NOTE Confidence: 0.78572482

b4cf85ab-50e3-44be-8212-ae8c342f9132
00:07:17.804 --> 00:07:20.764
cost of each asset is deemed for CGT

NOTE Confidence: 0.78572482

db973fbc-1ae5-4e35-9aa7-96ad687c3f6c
00:07:20.764 --> 00:07:22.628
purposes to be the market value of

NOTE Confidence: 0.78572482

082581c7-477d-4a81-9b7c-54396416978d
00:07:22.628 --> 00:07:24.717
that asset on and the date of death.

NOTE Confidence: 0.78572482

cea79f4b-909e-4923-b858-c7e172eeecf4
00:07:24.720 --> 00:07:27.972
So accordingly and again or loss

NOTE Confidence: 0.78572482

f7a65203-6622-492d-b41e-91a0f59d654d
00:07:27.972 --> 00:07:30.772
which occurred to but was not actually

NOTE Confidence: 0.78572482

6092afa3-e275-4172-ae85-698b3032a5a0
00:07:30.772 --> 00:07:33.149
realized by the the deceased as wiped out.

NOTE Confidence: 0.78572482

933e77da-a70b-47bf-a91f-ca23caec75ef
00:07:33.150 --> 00:07:34.870
Effectively so responsibility for

NOTE Confidence: 0.78572482

3d4fdf21-2f58-4fdb-87fa-0d1d4a95820d
00:07:34.870 --> 00:07:38.012
dealing with the tax affairs the estate

NOTE Confidence: 0.78572482

8227b327-49a0-4f1e-9417-0166740479b0
00:07:38.012 --> 00:07:40.457
lies with the personal representative.

NOTE Confidence: 0.78572482

8328f121-fe4e-4d8c-aa20-8e7c49e5de58
00:07:40.460 --> 00:07:44.364
So tax wise we need to think about

NOTE Confidence: 0.78572482

46d98ded-865e-4b69-925b-2c4f4b56b32f
00:07:44.364 --> 00:07:47.788
capital gains tax and and income tax.

NOTE Confidence: 0.78572482

1e398df2-3ee0-4b0f-a463-203b8ed3c8cd
00:07:47.790 --> 00:07:48.096
OK,

NOTE Confidence: 0.78572482

473a1073-ded3-4c38-a0e8-a69cb66ed720
00:07:48.096 --> 00:07:50.238
so and and this slide and what

NOTE Confidence: 0.78572482

76b26b04-3f45-4cc9-88cd-5f428e4e46c8
00:07:50.238 --> 00:07:52.557
I'm gonna do is just drill down

NOTE Confidence: 0.78572482

affc03a8-d8f1-4775-9b5d-169cace6e9f7
00:07:52.557 --> 00:07:54.750
into this sort of capital aspect.

NOTE Confidence: 0.78572482

3b22334d-304d-4d70-95ad-002ddf6376b0
00:07:54.750 --> 00:07:57.406
So if the liquidate the oak shares just

NOTE Confidence: 0.78572482

68f85bde-c973-46ec-a146-cldbbab3007b
00:07:57.406 --> 00:08:00.406
to give cash to the state beneficiaries,

NOTE Confidence: 0.78572482

7d92d579-3941-4e11-b030-26d802fdf063
00:08:00.410 --> 00:08:02.288
that's going to be a disposal

NOTE Confidence: 0.78572482

e6885084-601a-43e4-b77b-cad6886dc9ff
00:08:02.288 --> 00:08:03.227
for CGT purposes.

NOTE Confidence: 0.78572482

e51b1b3f-30d3-4d07-a9f2-753d8f65dabf
00:08:03.230 --> 00:08:03.824
And again,

NOTE Confidence: 0.78572482

8c4bf9ae-ee6d-40d5-b62e-44b70794d9a7
00:08:03.824 --> 00:08:05.903
that's going to deflect any capital growth

NOTE Confidence: 0.78572482

f23b0ecd-1e97-4883-b539-60098bb759fe
00:08:05.903 --> 00:08:08.068
in the period since the day to death.

NOTE Confidence: 0.78572482

8bb7d881-22ea-4d9f-ba07-c43e78d2b488
00:08:08.070 --> 00:08:09.186
The personal reps.

NOTE Confidence: 0.78572482

efb4adce-28de-4f62-b34e-957b358a61d3
00:08:09.186 --> 00:08:11.418
They typically have a full annual

NOTE Confidence: 0.78572482

b73992f9-c88d-47cc-b69d-775feb92d67e
00:08:11.418 --> 00:08:13.950
CGT exemption for the period of

NOTE Confidence: 0.78572482

2802d730-dab0-4fbc-be72-4dc912b44ed4
00:08:13.950 --> 00:08:15.622
administration and the supplies

NOTE Confidence: 0.78572482

63086be1-240e-4663-bbf3-e92e5631fe4a
00:08:15.622 --> 00:08:17.709
and the tax you're deaf and.

NOTE Confidence: 0.78572482

8e68e195-ae2a-465d-ba90-97a6dd950fdb
00:08:17.710 --> 00:08:20.811

Up to two years for more complicated

NOTE Confidence: 0.78572482

d57c65ff-806f-4b5e-8ef3-e6475e618718
00:08:20.811 --> 00:08:22.623
estates and therefore modest

NOTE Confidence: 0.78572482

65d9a67c-53d5-41d7-bacc-ff12878b428a
00:08:22.623 --> 00:08:25.053
gains can be sheltered by three

NOTE Confidence: 0.78572482

807ba98d-6baf-4821-b99b-df5a7c8ac43e
00:08:25.053 --> 00:08:27.719
years worth of annual exemptions.

NOTE Confidence: 0.78572482

0585b334-da11-4dc1-90df-368ac860534d
00:08:27.720 --> 00:08:29.720
So you might be wondering what that is?

NOTE Confidence: 0.78572482

9b205544-d655-4bff-8c1d-7481acfb1f3f
00:08:29.720 --> 00:08:35.089
T loss relief is and simple terms.

NOTE Confidence: 0.78572482

f7adf0d1-ab33-41ae-afd7-17265f7bd6dc
00:08:35.090 --> 00:08:37.484
Relief allows for the sale price of

NOTE Confidence: 0.78572482

450e5530-3a48-4866-88cf-dc05b55232b7
00:08:37.484 --> 00:08:39.952
the shares sold within 12 months of

NOTE Confidence: 0.78572482

6bf8c250-9058-4e06-9f9a-fd681345642b
00:08:39.952 --> 00:08:42.407
death to be substituted for the date

NOTE Confidence: 0.78572482

7da34779-4427-4c33-8645-612685b0863f
00:08:42.407 --> 00:08:44.710
of death failures and if that value

NOTE Confidence: 0.78572482

18438ff8-efcc-481e-bc4f-febd74366d3a
00:08:44.710 --> 00:08:47.655
is lower or that lower value applies

NOTE Confidence: 0.78572482

d2e32586-949d-41a8-bddc-2155ded6fb61
00:08:47.655 --> 00:08:51.091
for IST then that value will also

NOTE Confidence: 0.78572482

d8172ec1-8b1c-4e30-b45a-33664b444109
00:08:51.091 --> 00:08:54.787
apply when establishing the CDT based cost.

NOTE Confidence: 0.78572482

7d52da22-6675-4f74-8bff-879026c8d629
00:08:54.790 --> 00:08:56.766
And that's click here.

NOTE Confidence: 0.78572482

9742fd20-4cac-47ae-9005-634b369a29b9
00:08:56.766 --> 00:08:59.730
So rather than selling the shares,

NOTE Confidence: 0.78572482

fe9ed91e-398f-4a57-915b-75157b143286
00:08:59.730 --> 00:09:01.360
personal reps might actually transfer

NOTE Confidence: 0.78572482

10db5076-af96-4910-8cc1-d94105bec80e
00:09:01.360 --> 00:09:02.990
the shares to the beneficiary,

NOTE Confidence: 0.78572482

5d461bdf-aa4d-47b2-8af8-1ea34076cfb7
00:09:02.990 --> 00:09:04.645
and that won't be a

NOTE Confidence: 0.78572482

061a8280-bf6a-4bed-a580-69f16db6fcc7
00:09:04.645 --> 00:09:05.969
disposal for CGT purposes,

NOTE Confidence: 0.78572482

2564bd2b-30c9-4256-9c51-41f4f0383155
00:09:05.970 --> 00:09:08.658
so the advantage of that is that the

NOTE Confidence: 0.78572482

31b27a71-a05e-4dbe-87a0-3fbcdda0424f
00:09:08.658 --> 00:09:11.205
beneficiary can then decide when to in cash,

NOTE Confidence: 0.78572482

c6cd0e2e-0899-404a-bab9-39351d362f7b
00:09:11.210 --> 00:09:13.194
remembering that each beneficiary

NOTE Confidence: 0.78572482

ecca1435-be0f-403f-a795-b17bb736afa0
00:09:13.194 --> 00:09:16.170
will have their own CGT exemption.

NOTE Confidence: 0.695196107619048

aad2e5ca-b1dd-42ab-862a-cc554a74f20b
00:09:16.170 --> 00:09:18.462
There is a possibility of the

NOTE Confidence: 0.695196107619048

c792c2f8-7da4-4288-a105-c9babcc8cc8b
00:09:18.462 --> 00:09:20.395
beneficiary and cashing over a

NOTE Confidence: 0.695196107619048

e9b7d575-baa0-4024-92a4-3a2d16c69386
00:09:20.395 --> 00:09:22.747
number of years and using each year

NOTE Confidence: 0.695196107619048

cf79462e-ba6b-4697-b39d-86c0efa2b433
00:09:22.747 --> 00:09:24.317
CDC exemption and, incidentally.

NOTE Confidence: 0.695196107619048

6d8e4148-98d4-4c15-9495-365b90078e77
00:09:24.317 --> 00:09:27.152
Activation cost there for those

NOTE Confidence: 0.695196107619048

efec9a05-f790-41f7-bd41-ecb8587c2959
00:09:27.152 --> 00:09:30.209
future disposals will be the the

NOTE Confidence: 0.695196107619048

49902f9f-11c5-41e9-92be-49cf8aefbde7
00:09:30.209 --> 00:09:32.666

the value at the date of death.

NOTE Confidence: 0.695196107619048

1f09de40-59a7-4710-bc6d-76a9f6cc976f
00:09:32.670 --> 00:09:34.728
And with regards to joint ownership,

NOTE Confidence: 0.695196107619048

9ec0afd7-7607-4276-b265-1a2937eb0815
00:09:34.730 --> 00:09:36.802
and we learned in that lastly there

NOTE Confidence: 0.695196107619048

elea6c59-e407-4616-9220-c9323dc2e50e
00:09:36.802 --> 00:09:38.734
that the ownership will continue to

NOTE Confidence: 0.695196107619048

1814ffd4-597a-4b8c-856b-793b2494661a
00:09:38.734 --> 00:09:40.708
be held by the surviving shareholder.

NOTE Confidence: 0.695196107619048

fa7c2e53-bf5e-432e-b80e-3d879c41d225
00:09:40.710 --> 00:09:43.086
So the surviving owner CGT acquisition

NOTE Confidence: 0.695196107619048

12af4221-44d0-4a01-bba5-54819b2eb4d0
00:09:43.086 --> 00:09:46.328
cost that will need to be adjusted to

NOTE Confidence: 0.695196107619048

64499292-f8b3-40be-a66d-d09ddb021bd7
00:09:46.328 --> 00:09:48.704
take into account their inherited share.

NOTE Confidence: 0.695196107619048

e447c89d-757a-4b79-ad56-4439d7b2c106
00:09:48.710 --> 00:09:51.126
So half of that acquisition cost will be

NOTE Confidence: 0.695196107619048

1061ec58-6495-4b03-b835-d5c6b417da6a
00:09:51.126 --> 00:09:53.800
50% of the original investment and half

NOTE Confidence: 0.695196107619048

c3360f02-4cb2-4172-8e39-66b34eb293ae
00:09:53.800 --> 00:09:56.950
will be 50% of the value at the day of death.

NOTE Confidence: 0.571969482

84f0300f-6cff-4e84-8001-b3ef9a5aec41
00:09:59.360 --> 00:10:00.840
So we looked at gains,

NOTE Confidence: 0.571969482

7076c6be-6ddd-472f-b276-e2e1fe4b4990
00:10:00.840 --> 00:10:02.552
but what about income?

NOTE Confidence: 0.571969482

31536dce-57c8-45fb-a77c-7df02209e6a3
00:10:02.552 --> 00:10:04.570
Well, any interest dividends

NOTE Confidence: 0.571969482

aa80e3b0-f057-4177-a91f-1c5e16b312c4
00:10:04.570 --> 00:10:06.690
received during the administration

NOTE Confidence: 0.571969482

84322cb8-cdf5-4905-870d-d9ed6cf2e332
00:10:06.690 --> 00:10:09.800
period or of taxable basic rate,

NOTE Confidence: 0.571969482

a9e6f1b8-f16a-4e3d-9170-ff50d1f40b52
00:10:09.800 --> 00:10:13.712
so 20% on interest rent and then rents

NOTE Confidence: 0.571969482

f6c04a96-01ac-4b2e-84d2-474bdaaa6908
00:10:13.712 --> 00:10:16.803
as well and and 8.75% on dividends

NOTE Confidence: 0.571969482

7959d134-e928-4a6d-a521-977300b2dd9e
00:10:16.803 --> 00:10:19.329
with no entitlement to the personal

NOTE Confidence: 0.571969482

281e33a9-13d8-4a52-bd46-65cc06f386c5
00:10:19.329 --> 00:10:21.378
savings or dividend allowances.

NOTE Confidence: 0.571969482

f9f0785b-2a31-4be4-a168-2fe90b8d9783
00:10:21.380 --> 00:10:23.318
So since the states not entitled

NOTE Confidence: 0.571969482

7b3bc4be-f4ae-4a98-b652-e021ef9205f2
00:10:23.318 --> 00:10:24.610
to a personal allowance,

NOTE Confidence: 0.571969482

ca208913-d888-43c1-a5dc-6c3c38bf363e
00:10:24.610 --> 00:10:27.100
all income taxes payable unless the

NOTE Confidence: 0.571969482

b6cd94d8-6dac-4650-b1d3-dd6ef88a54b5
00:10:27.100 --> 00:10:29.150
income is specifically exempt from.

NOTE Confidence: 0.571969482

a033a32e-46fd-4a8f-aa7b-c0d9bfb87a5a
00:10:29.150 --> 00:10:30.920
Income tax so that could

NOTE Confidence: 0.571969482

7ab5a0df-6108-4030-9835-e50104631f06
00:10:30.920 --> 00:10:32.690
be something like you know,

NOTE Confidence: 0.571969482

87ead1a8-d5e6-40d7-b38f-97120a9c61b2
00:10:32.690 --> 00:10:34.042
winnings from Premium Bonds.

NOTE Confidence: 0.571969482

5b8c45af-a43e-4212-880e-423cc55f7a4d
00:10:34.042 --> 00:10:36.070
So when a state income is

NOTE Confidence: 0.571969482

67d4ef9d-d23e-4876-8cbc-8927d09560c7
00:10:36.139 --> 00:10:37.767
paid to the beneficiaries,

NOTE Confidence: 0.571969482

1d74ca73-a43f-4964-be59-28dc9605e8dc
00:10:37.770 --> 00:10:40.704

the personal reps must provide the

NOTE Confidence: 0.571969482

cf98e7d8-35db-4976-96be-b61c191c8274
00:10:40.704 --> 00:10:42.660
beneficiary with our certificate

NOTE Confidence: 0.571969482

d2b12c0f-f585-41c5-8184-b65de7980604
00:10:42.739 --> 00:10:44.790
and our 81185 showing the income

NOTE Confidence: 0.571969482

c160167b-a418-483d-bee4-ad46857dacec
00:10:44.790 --> 00:10:47.100
paid to the beneficiary during a

NOTE Confidence: 0.571969482

6f6cc27d-084b-4485-a0c6-37c13ca4a70e
00:10:47.172 --> 00:10:49.236
specific tax year and an income

NOTE Confidence: 0.571969482

62d14b66-e93c-4f34-afcc-2914da788d9e
00:10:49.236 --> 00:10:51.365
tax already paid by the personal

NOTE Confidence: 0.571969482

ad157b69-3b65-44f9-80cb-7ebe8ef64cb6
00:10:51.365 --> 00:10:53.731
reps or on that income and income

NOTE Confidence: 0.571969482

cd6a3609-6415-41a8-87ba-41145fbe3338
00:10:53.731 --> 00:10:55.414
was passed to the beneficiary.

NOTE Confidence: 0.571969482

385f2be0-c6b9-4e52-ab13-39aaff566552
00:10:55.414 --> 00:10:58.548
It then might be subject to higher tax rates,

NOTE Confidence: 0.571969482

272835e1-18ee-4ec3-a23f-376fdd06d2b5
00:10:58.550 --> 00:10:58.910
or.

NOTE Confidence: 0.571969482

df81f27b-7dd1-4bc8-b10e-7d686785f795
00:10:58.910 --> 00:11:00.710
The beneficiary may actually be

NOTE Confidence: 0.571969482

a9ab9dbe-305d-47c9-9745-d048e7c8720f
00:11:00.710 --> 00:11:03.087
able to reclaim some of the tax

NOTE Confidence: 0.571969482

c9e8aa25-85ac-4762-9d05-daa84730e5f6
00:11:03.087 --> 00:11:04.821
pay that it really just depends

NOTE Confidence: 0.571969482

b330b5f8-22a2-4c9d-a643-96849fdfc325
00:11:04.821 --> 00:11:06.337
on the the their own,

NOTE Confidence: 0.571969482

aec9116b-ca8e-4e60-8d86-3e39092bfd18
00:11:06.340 --> 00:11:08.520
the beneficiaries on tax position.

NOTE Confidence: 0.766409645518518

a7c57c6e-54c7-449b-a6aa-8e43e74313f1
00:11:11.320 --> 00:11:13.084
And so that that obviously is

NOTE Confidence: 0.766409645518518

c3b6c849-3c88-4ad9-bca3-92468aa910d0
00:11:13.084 --> 00:11:15.503
is the key fact from a or the

NOTE Confidence: 0.766409645518518

84b9e3d9-95e4-422d-ae90-90a478cf6823
00:11:15.503 --> 00:11:17.267
key points to take into account

NOTE Confidence: 0.766409645518518

1c2a2abf-f144-4ec1-86af-399f45dc2cb6
00:11:17.333 --> 00:11:19.489
from an income tax point of view.

NOTE Confidence: 0.816129051818182

6a15c457-38ad-49ae-bc01-e40e37cb09db
00:11:22.230 --> 00:11:25.310
Moving on now to the tax and

NOTE Confidence: 0.816129051818182

75df9daf-107c-47c1-ac5c-138fead5f21c
00:11:25.310 --> 00:11:27.080
distribution considerations for Asus.

NOTE Confidence: 0.669594605

448deb6b-fb4e-4c67-a38c-ecdb186f9cdd
00:11:29.130 --> 00:11:30.486
Click is not working right there,

NOTE Confidence: 0.669594605

eac97686-fe29-48ab-bcdb-elaf6fc36ddf
00:11:30.490 --> 00:11:34.530
so the guys so from a tax perspective

NOTE Confidence: 0.669594605

42b36ed0-edc3-464d-916e-891627d45d56
00:11:34.530 --> 00:11:37.222
prior to the 6th of April 2018

NOTE Confidence: 0.669594605

9bf8f99d-ddab-4243-9d5f-19501ac9ea52
00:11:37.222 --> 00:11:39.966
the the tax benefits of a an

NOTE Confidence: 0.669594605

64522a43-e916-47d3-b43e-4f7ed4eb3368
00:11:39.966 --> 00:11:42.589
ISA wrapper also ended on death,

NOTE Confidence: 0.669594605

89fce19e-fb7b-436d-b000-d3da4fa47634
00:11:42.590 --> 00:11:44.543
which meant that the any incoming and

NOTE Confidence: 0.669594605

011b18c8-e766-4c74-883d-bd77f7731e1a
00:11:44.543 --> 00:11:46.914
gains that which arose from those assets

NOTE Confidence: 0.669594605

3159024f-2279-4ce2-ac41-70477b82d0e9
00:11:46.914 --> 00:11:48.390
during the administration period.

NOTE Confidence: 0.669594605

56263840-81a5-422a-9a16-53538266c629
00:11:48.390 --> 00:11:50.514

There they were subject to income

NOTE Confidence: 0.669594605

50ebfdb4-1a0b-49dc-bee4-252c97587e9f
00:11:50.514 --> 00:11:52.260
tax and capital gains tax.

NOTE Confidence: 0.669594605

c4e7e14e-e8bb-470b-877d-72ec891d6b4e
00:11:52.260 --> 00:11:56.824
But Post 2006 of April 2018

NOTE Confidence: 0.669594605

82bb7b8f-0fb4-4d8a-9312-7e477f5fb609
00:11:56.824 --> 00:11:59.554
when investor Dies dies as.

NOTE Confidence: 0.669594605

6e4e1fb4-2c92-4266-9499-861363a19ed0
00:11:59.560 --> 00:12:01.152
Designated to have continuing

NOTE Confidence: 0.669594605

dca749a7-0e2c-4ef9-b7b1-5ed030191bad
00:12:01.152 --> 00:12:03.540
account of the deceased investor and

NOTE Confidence: 0.669594605

175b0066-49af-455e-b4b0-43ce2d4b79fb
00:12:03.603 --> 00:12:05.626
that will remain so and until the

NOTE Confidence: 0.669594605

9a06a55c-ff61-4b36-ba15-7d5eb13a098d
00:12:05.626 --> 00:12:07.685
earlier of you know the completion

NOTE Confidence: 0.669594605

27950850-1f87-4be1-8efa-26c0f2e6ce70
00:12:07.685 --> 00:12:09.935
of the administration of the estate.

NOTE Confidence: 0.669594605

f130d48f-d031-489c-b66f-de6849cd7f31
00:12:09.940 --> 00:12:12.430
Closure of the account or or

NOTE Confidence: 0.669594605

d618d890-c904-45d7-929f-a170f4797389
00:12:12.430 --> 00:12:14.507
otherwise that either provider will

NOTE Confidence: 0.669594605

af1b606f-f440-4fd8-9c7c-ee070bf3037c
00:12:14.507 --> 00:12:16.873
close the ASA three years and one

NOTE Confidence: 0.669594605

d624c56d-139e-4181-a23c-aa269f10671c
00:12:16.873 --> 00:12:18.679
day after the owner dies.

NOTE Confidence: 0.7889047933333333

fe77cbdb-e1bc-436c-bb94-a4d7f259cda3
00:12:21.380 --> 00:12:23.588
Funds are actually held within a

NOTE Confidence: 0.7889047933333333

581a6921-36ad-4ad7-a5a0-637e45dbec37
00:12:23.588 --> 00:12:26.320
continuing account of a deceased investor.

NOTE Confidence: 0.7889047933333333

5c359248-8c3f-4b78-9153-1b261e053876
00:12:26.320 --> 00:12:27.810
They continue to benefit from

NOTE Confidence: 0.7889047933333333

7bc7ac9a-adeb-47c9-8c84-4f21a8febf9b
00:12:27.810 --> 00:12:29.300
the use of tax advantages,

NOTE Confidence: 0.7889047933333333

9061de4a-9c86-427d-86f1-0824c4d29aca
00:12:29.300 --> 00:12:31.418
so any interest, dividends or gains,

NOTE Confidence: 0.7889047933333333

c3149c41-8811-4ae3-8119-2e1195518485
00:12:31.420 --> 00:12:33.492
and respective investments and

NOTE Confidence: 0.7889047933333333

99cb72b4-08c3-484a-a8b8-2c9a5199e792
00:12:33.492 --> 00:12:36.600
continue account are exempt from tax.

NOTE Confidence: 0.7889047933333333

df5e652b-d4cb-4e73-81da-1ecc13fe2eac
00:12:36.600 --> 00:12:38.924
You might have a a life insurance

NOTE Confidence: 0.7889047933333333

38fe354b-333a-4e53-a8db-bc0aa2bc45a5
00:12:38.924 --> 00:12:40.460
policy within an ace up.

NOTE Confidence: 0.7889047933333333

edfffd96-5060-49d2-9457-bcfd1e987f7b
00:12:40.460 --> 00:12:41.864
You know, for example,

NOTE Confidence: 0.7889047933333333

7285f16e-40f6-4031-83b9-5e78d8839b67
00:12:41.864 --> 00:12:43.970
maybe proof fund that will pay

NOTE Confidence: 0.7889047933333333

0520df84-5117-4a7a-84b0-0984b0d4fee0
00:12:44.044 --> 00:12:45.677
out on death of the investor,

NOTE Confidence: 0.7889047933333333

c43e8041-87cc-4c1c-b28f-927b8f8b01db
00:12:45.677 --> 00:12:47.072
but the policy remains part

NOTE Confidence: 0.7889047933333333

01266741-7fa9-45ae-bb69-44dd0e4e6b1e
00:12:47.072 --> 00:12:48.680
of the piece of business.

NOTE Confidence: 0.7889047933333333

039b3b6e-8ef5-4995-a469-8fbdb8737896
00:12:48.680 --> 00:12:50.920
And then that's until valid claim is made.

NOTE Confidence: 0.7889047933333333

28458d68-e284-4d59-a4e1-c9be54aa0182
00:12:50.920 --> 00:12:52.656
So if interest is paid and today,

NOTE Confidence: 0.7889047933333333

f49210a9-942c-4e92-b883-7cf7b0a311c3
00:12:52.660 --> 00:12:53.560

so by then share on,

NOTE Confidence: 0.7889047933333333

cdf3790a-6dee-452c-9ea9-51e6e8fd07b9
00:12:53.560 --> 00:12:56.260
maybe because of a delay in paying the claim,

NOTE Confidence: 0.7889047933333333

ballb4aa-c5f0-41d6-b4a0-01cdf388121b
00:12:56.260 --> 00:12:57.820
the interest will be exempt from

NOTE Confidence: 0.7889047933333333

379e8628-08f5-468a-a53e-f8303f886a4f
00:12:57.820 --> 00:12:59.796
tax and could be paid or credited

NOTE Confidence: 0.7889047933333333

a8320e44-1a7c-4582-9f85-911c84a8068a
00:12:59.796 --> 00:13:01.256
without a deduction of tax.

NOTE Confidence: 0.7889047933333333

6089a243-1f41-4f94-bf43-7915d6fea4c6
00:13:01.260 --> 00:13:03.836
So, but if the death proceeds were

NOTE Confidence: 0.7889047933333333

3eb054a2-da31-41a8-bdd5-a3e206b99f4c
00:13:03.836 --> 00:13:06.816
held outside of the the seasider sorry,

NOTE Confidence: 0.7889047933333333

b646df24-4efd-48c2-bb5a-a2eb31fbaa85
00:13:06.816 --> 00:13:08.048
pending settlement,

NOTE Confidence: 0.7889047933333333

8e856489-24f3-4f13-98df-b5bdfdaf2347
00:13:08.048 --> 00:13:10.779
then the claim then any interest

NOTE Confidence: 0.7889047933333333

d5e36477-f45d-4e0d-bfb5-e0cb374b6d3b
00:13:10.779 --> 00:13:12.537
paid by the insurer would have

NOTE Confidence: 0.7889047933333333

13b0e1d1-30c5-46ff-a2d0-f8063f3bc8ff
00:13:12.537 --> 00:13:14.420
tax deducted at the basic rate.

NOTE Confidence: 0.783246997142857

2f4d68c0-6fd2-4a71-b3a4-380ad85b174c
00:13:17.000 --> 00:13:20.132
So in terms of distribution and

NOTE Confidence: 0.783246997142857

1edd79f8-49f3-4bf8-8fa3-b9ce40656815
00:13:20.132 --> 00:13:22.040
investments held in an ice or dev

NOTE Confidence: 0.783246997142857

1cbb6de1-1a3c-49ef-bbbb-6d496f5fef2f
00:13:22.040 --> 00:13:23.570
proceeds from a life assurance,

NOTE Confidence: 0.783246997142857

1c84f4fe-c731-41b7-aec6-d0acc0336431
00:13:23.570 --> 00:13:25.514
so that's going to be dictated

NOTE Confidence: 0.783246997142857

ddaa1121-93c9-4512-830f-adc09b392b50
00:13:25.514 --> 00:13:27.800
by the terms of the deceased.

NOTE Confidence: 0.783246997142857

1aff8e98-451d-42ad-9e36-0fa977652818
00:13:27.800 --> 00:13:30.194
Investors will, or the laws of intestacy,

NOTE Confidence: 0.783246997142857

ef5d6dbc-48fc-470a-9dd3-a1688713cfc4
00:13:30.200 --> 00:13:32.000
if they if they didn't have a will.

NOTE Confidence: 0.783246997142857

f83e96c1-0cd5-4c74-b6b7-a623ec91a7d5
00:13:32.000 --> 00:13:34.751
There's a wrapper itself as a product

NOTE Confidence: 0.783246997142857

7975b033-b102-4cf5-a38e-37bb698e0cd8
00:13:34.751 --> 00:13:38.179
that is not inherited by beneficiaries.

NOTE Confidence: 0.783246997142857

672c286f-e9dc-4249-8602-1839a24afe02
00:13:38.180 --> 00:13:40.356
However, the additional permitted

NOTE Confidence: 0.783246997142857

a659ealb-7a39-449e-b306-c592d4ec6137
00:13:40.356 --> 00:13:43.076
subscription allowance or apps for

NOTE Confidence: 0.783246997142857

97e759da-eea9-4021-9449-74b4d863a700
00:13:43.076 --> 00:13:45.920
sure was announced in the 2014.

NOTE Confidence: 0.783246997142857

1a96bee7-4373-49d0-ad7a-916401983ffe
00:13:45.920 --> 00:13:48.485
Some statement that came into

NOTE Confidence: 0.783246997142857

7f6c68cd-e86a-4dde-91e6-34bfb69dbb35
00:13:48.485 --> 00:13:51.050
effect and April 2015 and,

NOTE Confidence: 0.783246997142857

eeb22787-a6bc-4215-abae-797b5b67f0f6
00:13:51.050 --> 00:13:53.420
and that's available in respected deaths

NOTE Confidence: 0.783246997142857

d23d5c73-0e21-40e8-9a39-224689992d75
00:13:53.420 --> 00:13:56.580
on or after the 3rd of December 2014.

NOTE Confidence: 0.783246997142857

d2d83b87-8f50-4bec-bc78-c6a729aaf89f
00:13:56.580 --> 00:14:00.180
So what? What is the PSM you know?

NOTE Confidence: 0.783246997142857

397e89a6-8a63-4b28-a266-0d665012bc69
00:14:00.180 --> 00:14:02.679
Well, if the deceased ISA Holder had

NOTE Confidence: 0.783246997142857

870d8e95-05b7-4026-8978-d8fa19a9c94d
00:14:02.679 --> 00:14:04.928

a surviving spouse or civil partner,

NOTE Confidence: 0.783246997142857

606152ae-3688-4758-b00d-72c0119c0f86
00:14:04.930 --> 00:14:08.994
it provides them with the ability to make

NOTE Confidence: 0.783246997142857

f267d54b-0cb4-4a69-87ef-43eb5d0ad4cb
00:14:08.994 --> 00:14:11.036
increased contributions to their own

NOTE Confidence: 0.783246997142857

54426648-7e6d-420b-b859-2efa6b00d690
00:14:11.036 --> 00:14:13.446
ASA based on the value of the deceased plan,

NOTE Confidence: 0.783246997142857

d87d3a56-e9d9-4b93-926b-76f5967d5d23
00:14:13.450 --> 00:14:16.000
so that additional allowance is separate.

NOTE Confidence: 0.783246997142857

a313b4d6-a3b3-404f-ba8e-e2aa28c895e3
00:14:16.000 --> 00:14:18.400
An independent of the current

NOTE Confidence: 0.783246997142857

5cd3bf9f-e392-43f5-a0a8-7b6dc496f45e
00:14:18.400 --> 00:14:19.504
20,000 annual excellence,

NOTE Confidence: 0.783246997142857

0e9f8761-9d0a-45f1-9a1b-81857f9034fc
00:14:19.504 --> 00:14:22.569
I would what I would say is that

NOTE Confidence: 0.783246997142857

13c09254-b3a0-4f6a-bf17-50efc46a8cef
00:14:22.569 --> 00:14:25.029
the APS is often misunderstood to

NOTE Confidence: 0.783246997142857

1df09090-84c4-4eca-a3ec-3db8ef8b87b4
00:14:25.029 --> 00:14:27.239
mean the beneficiary inherit size,

NOTE Confidence: 0.783246997142857

9bacd028-1086-487c-9e76-8f2ea6825a39
00:14:27.240 --> 00:14:28.101
but they don't,

NOTE Confidence: 0.783246997142857

b7c99bba-e0be-43d3-826c-93eab59d24fe
00:14:28.101 --> 00:14:30.110
even though the spouse or civil partner

NOTE Confidence: 0.783246997142857

05d04947-5f16-4f09-bbed-f26adc4a03c6
00:14:30.167 --> 00:14:32.045
might inherit the investment funds or

NOTE Confidence: 0.783246997142857

eb8c12e2-bc95-49f6-83a9-aae64cd482a0
00:14:32.045 --> 00:14:34.399
their benefit from the life assurance side.

NOTE Confidence: 0.783246997142857

e171e087-0068-4a6a-bd06-009de6f180b3
00:14:34.400 --> 00:14:36.675
So through the terms of this state,

NOTE Confidence: 0.783246997142857

c9445240-76f2-4989-80af-ee4c75f1991c
00:14:36.680 --> 00:14:38.200
it's a different matter.

NOTE Confidence: 0.783246997142857

c2ba2ed8-7f05-430f-8c09-bf80ceb6d352
00:14:38.200 --> 00:14:40.100
It doesn't mean that those

NOTE Confidence: 0.783246997142857

07fa2e51-5280-4c86-8d28-20b92a48f2f7
00:14:40.100 --> 00:14:41.300
inherited investments,

NOTE Confidence: 0.783246997142857

bc60fdb1-2cd9-4503-9c68-161aaa9905ce
00:14:41.300 --> 00:14:42.935
or there's some assured proceeds

NOTE Confidence: 0.783246997142857

c7c733c8-8227-4aae-973f-356e8e14dd44
00:14:42.935 --> 00:14:45.320
must be used to fund their apps,

NOTE Confidence: 0.783246997142857

e142b072-a61d-4f92-878d-b069b0ee9101
00:14:45.320 --> 00:14:46.004
but of course.

NOTE Confidence: 0.783246997142857

a61e2a91-981c-4fb4-8309-dba01f4ebabb
00:14:46.004 --> 00:14:50.150
If they want to, they they can do that.

NOTE Confidence: 0.783246997142857

d391a36f-1f56-4fc5-ac71-e920b54e0357
00:14:50.150 --> 00:14:52.406
Terms of eligibility for the PS.

NOTE Confidence: 0.783246997142857

8b1341ef-ddfa-48b3-8c1f-4c29a3163c11
00:14:52.410 --> 00:14:54.714
It's only available to our spouse or civil

NOTE Confidence: 0.783246997142857

47e418c3-70b8-4886-be8b-1fb8f7a24bbe
00:14:54.714 --> 00:14:57.140
partner of the deceased and they must have

NOTE Confidence: 0.783246997142857

abf709ee-80f8-458e-9ca0-f47e407a29a9
00:14:57.140 --> 00:14:59.367
been living together at the date of death.

NOTE Confidence: 0.783246997142857

43e59294-aaa7-4376-9549-f90e415a2700
00:14:59.370 --> 00:15:01.484
Now at I didn't build these later.

NOTE Confidence: 0.783246997142857

eec51dc0-bd98-4c1e-ba8b-48ea1af47a93
00:15:01.490 --> 00:15:02.069
These were ladies,

NOTE Confidence: 0.783246997142857

b09ad751-bdf7-4bb7-9627-8b54a50aab77
00:15:02.069 --> 00:15:02.648
but I would.

NOTE Confidence: 0.783246997142857

1c3fa298-1d8f-4fea-975c-70a761d17316
00:15:02.650 --> 00:15:03.490

There was one key point

NOTE Confidence: 0.783246997142857

d5a24976-149c-4e2d-88fe-eab08aa73260
00:15:03.490 --> 00:15:04.530
I would add in this one,

NOTE Confidence: 0.783246997142857

21963f34-5a6b-4797-ad0c-466a397fb7a2
00:15:04.530 --> 00:15:06.882
but it doesn't state here is that

NOTE Confidence: 0.783246997142857

48faf391-44eb-4a5f-a3d7-f5c67b62dc5b
00:15:06.882 --> 00:15:09.422
it must not have been separated

NOTE Confidence: 0.783246997142857

d29159a4-4535-4723-a41b-07ea4cfd00dd
00:15:09.422 --> 00:15:11.865
either under a court order or

NOTE Confidence: 0.783246997142857

39ab640a-2133-4a7a-9386-bfd97c629a1c
00:15:11.865 --> 00:15:13.429
under the dative separation,

NOTE Confidence: 0.783246997142857

6771dd58-189d-4f09-ac1f-86c892cf7115
00:15:13.430 --> 00:15:16.532
or in circumstances where the marriage

NOTE Confidence: 0.783246997142857

c685ffc7-1323-4a00-bd1f-5a68cc6ddbc3
00:15:16.532 --> 00:15:19.690
or civil partnership is broken down.

NOTE Confidence: 0.783246997142857

9eff3bd4-7a13-4d23-8608-a2971d073596
00:15:19.690 --> 00:15:21.544
In terms of the claim process

NOTE Confidence: 0.783246997142857

1ad2be80-23bc-4a60-a21a-53d770ebbbad
00:15:21.544 --> 00:15:23.538
that that process of claiming the

NOTE Confidence: 0.783246997142857

72723d14-80d3-4fdc-8c07-4b368855a53b
00:15:23.538 --> 00:15:25.268
apps begins with an application

NOTE Confidence: 0.783246997142857

41c55cf1-a139-448c-8684-58e97fa81f48
00:15:25.268 --> 00:15:27.709
to the user manager children to

NOTE Confidence: 0.783246997142857

f4ece2d3-a4c9-4f93-be23-19d58641bcae
00:15:27.709 --> 00:15:29.044
accept additional contributions

NOTE Confidence: 0.783246997142857

6811502c-1cb7-4550-9e08-b405656efb9d
00:15:29.044 --> 00:15:31.190
so the selected item manager,

NOTE Confidence: 0.783246997142857

fb045be2-d0f1-431f-b2d4-c041f00f2662
00:15:31.190 --> 00:15:33.710
they'll claim the apps on behalf of

NOTE Confidence: 0.783246997142857

e96642ef-1f15-4368-a65f-52848797c2f2
00:15:33.710 --> 00:15:35.581
the surviving spouse by contacting

NOTE Confidence: 0.783246997142857

7831ffe5-9500-4d44-8dcb-330a7d6fd0c4
00:15:35.581 --> 00:15:38.101
the deceased as a manager or manager.

NOTE Confidence: 0.783246997142857

8b804a16-b525-48ad-a04a-286eb824cb38
00:15:38.110 --> 00:15:40.594
If there's more than one to

NOTE Confidence: 0.783246997142857

3b7587d2-4fd5-492b-bc4b-fdbe95807164
00:15:40.594 --> 00:15:42.250
obtain the appropriate values.

NOTE Confidence: 0.783246997142857

91ee5cf8-92f2-4549-b36f-3493f630049f
00:15:42.250 --> 00:15:44.186
And then from a valuation point of view,

NOTE Confidence: 0.783246997142857

b3133208-d5b3-42c1-9f3d-7f5920452493
00:15:44.190 --> 00:15:46.304
the value of the apps if the

NOTE Confidence: 0.783246997142857

6c21ffc6-05d5-4fe1-9ba1-8f11e5073cfb
00:15:46.304 --> 00:15:48.321
investor died on it after the 6th

NOTE Confidence: 0.783246997142857

af99bb0b-42e6-456d-ad75-9ac4e7466dfc
00:15:48.321 --> 00:15:50.618
of April and it can be either the

NOTE Confidence: 0.783246997142857

cba4152d-c58c-4f26-b1ba-43654f6f63d8
00:15:50.618 --> 00:15:52.914
the value of the deceased 6th of

NOTE Confidence: 0.783246997142857

b0bdb802-5281-4b19-9ade-652e7929f6cc
00:15:52.914 --> 00:15:55.000
April 2018 can can either be the the

NOTE Confidence: 0.783246997142857

1c7ad147-5be7-4c85-9437-07d2c4f7e900
00:15:55.000 --> 00:15:56.808
value of the deceased ISA at the

NOTE Confidence: 0.783246997142857

13aa0e86-0ddb-4a51-ab5f-088e8efd8068
00:15:56.808 --> 00:15:58.971
date or the death or or the point

NOTE Confidence: 0.783246997142857

df97eb8d-84e6-401c-937d-83a6256e618c
00:15:58.971 --> 00:16:01.085
that ISA ceased to be a continuing

NOTE Confidence: 0.783246997142857

37640254-a0a3-4d62-9a89-1136def46415
00:16:01.085 --> 00:16:02.880
account of of the deceased investor.

NOTE Confidence: 0.708351420588235

00faf626-65e8-4084-a57d-445d05627137
00:16:06.250 --> 00:16:07.786

Contribution wise contributions that

NOTE Confidence: 0.708351420588235

0cc3ddf4-ea83-49f4-b4e1-1f40bf05954b
00:16:07.786 --> 00:16:10.484
can be made there with the manager

NOTE Confidence: 0.708351420588235

aead5702-845a-4e9d-8d48-2b5d1a963f6d
00:16:10.484 --> 00:16:12.470
who held at the seaside South,

NOTE Confidence: 0.708351420588235

438759cd-4cd1-4da6-b391-6bfd9a3c1ce3
00:16:12.470 --> 00:16:15.590
the surviving ISIS on ASA or on new

NOTE Confidence: 0.708351420588235

96b48168-3f9e-4dd0-abb4-9861441374cd
00:16:15.590 --> 00:16:17.895
Acer for another managers gonna

NOTE Confidence: 0.708351420588235

4d0478cb-b726-4241-9b82-88f794d8372c
00:16:17.895 --> 00:16:21.807
accept the apps and that can be made

NOTE Confidence: 0.708351420588235

4a4ab312-60d3-4376-83b2-bc39ec02aabd
00:16:21.807 --> 00:16:24.615
in cash or inherited non assets.

NOTE Confidence: 0.708351420588235

bc6bf644-b3f8-4ae2-8a59-c58138c932ce
00:16:24.620 --> 00:16:28.274
Said must be used with the deceased

NOTE Confidence: 0.708351420588235

003bdc55-b3f9-4c2f-bb57-804a49b40fb9
00:16:28.274 --> 00:16:30.260
provider to seaside holders provider

NOTE Confidence: 0.708351420588235

49d5c66b-29a4-468f-a6b7-3ae510db3e28
00:16:30.260 --> 00:16:32.918
if the existing assets are to be

NOTE Confidence: 0.708351420588235

aa261c7e-9e81-4fb7-8472-ced1ec60c10f
00:16:32.918 --> 00:16:35.038
transferred in special to the survivor

NOTE Confidence: 0.708351420588235

d752d917-6fcb-463c-8549-f35a42060df9
00:16:35.038 --> 00:16:37.180
Asus so the space or civil partner

NOTE Confidence: 0.708351420588235

ceb97bdb-5b2a-4eaf-b9a6-175729d35672
00:16:37.242 --> 00:16:38.862
surviving spouse or civil partner

NOTE Confidence: 0.708351420588235

6b3f4267-1575-4075-8af8-a7e4ddc32d8f
00:16:38.862 --> 00:16:41.819
will need to open a new ISA with that

NOTE Confidence: 0.708351420588235

e5bb6c58-6eb5-49c8-9fe8-300008b9890d
00:16:41.819 --> 00:16:44.042
manager if they don't already have one.

NOTE Confidence: 0.708351420588235

4633c338-6950-4f68-b386-cce8f2896e9a
00:16:44.042 --> 00:16:46.538
If they want to do an SPC contribution

NOTE Confidence: 0.708351420588235

df752117-cc0c-4d65-9bb3-c46ea4217971
00:16:46.538 --> 00:16:48.747
and then there's also time limits

NOTE Confidence: 0.708351420588235

1abaa732-3e5f-4b17-827c-fda688c68559
00:16:48.747 --> 00:16:50.572
to consider for the apps.

NOTE Confidence: 0.708351420588235

e65434fa-e151-43e7-9998-db734f5f419e
00:16:50.580 --> 00:16:52.860
So for that and special contribution I just

NOTE Confidence: 0.708351420588235

46e11792-937a-4e0c-8394-eef530f51ec2
00:16:52.860 --> 00:16:54.619
mentioned they are using the deceased.

NOTE Confidence: 0.708351420588235

0d30cd66-a740-4748-ac5b-9f5258fe9c7d
00:16:54.620 --> 00:16:57.140
Because assets these could be paid no

NOTE Confidence: 0.708351420588235

8380c9cc-c4b0-40a2-95b2-66834ae4b25a
00:16:57.140 --> 00:17:00.055
later than 180 days after the assets

NOTE Confidence: 0.708351420588235

8f3650b8-92a5-4ca0-be49-a5b39a9ce8b4
00:17:00.055 --> 00:17:02.250
were distributed to the surviving

NOTE Confidence: 0.708351420588235

b3766506-98f9-4544-8e4e-cdeff3aa4d8b
00:17:02.326 --> 00:17:05.302
spouse or or or civil partner by the

NOTE Confidence: 0.708351420588235

fa32a4d8-23b9-44f8-8f6f-876062f87a19
00:17:05.302 --> 00:17:07.532
personal reps and the APS can also

NOTE Confidence: 0.708351420588235

12f62d0e-9254-4a07-8996-7f47443ccc8a
00:17:07.532 --> 00:17:10.246
be used in one go or as a separate

NOTE Confidence: 0.708351420588235

700c6793-4078-4b99-8d69-d3011911ca03
00:17:10.246 --> 00:17:12.630
or a number of separate lump sums,

NOTE Confidence: 0.708351420588235

93cb8fc3-b567-4198-a32b-9f642e097edc
00:17:12.630 --> 00:17:15.310
but from a team aspect it must be

NOTE Confidence: 0.708351420588235

4aa44d3c-2b6b-425b-ae2e-5f907cf2cf2b
00:17:15.310 --> 00:17:18.141
used within three years of the date of

NOTE Confidence: 0.708351420588235

cc929d0b-680e-40ae-98c7-76d3d5163c5a
00:17:18.141 --> 00:17:20.422

death or within 180 days of completion

NOTE Confidence: 0.708351420588235

12174194-6b80-4de6-9136-4b1d627a53fb
00:17:20.422 --> 00:17:22.270
of the administration of this state.

NOTE Confidence: 0.6690702

f2a97b75-d203-4ff9-9a07-a5d1574a7436
00:17:25.280 --> 00:17:27.709
So now we're going to have a

NOTE Confidence: 0.6690702

0ad0966d-4073-4ea7-8688-e0ec98605734
00:17:27.709 --> 00:17:31.190
look at insurance bonds, so, UM.

NOTE Confidence: 0.6690702

732ee759-c725-4aa2-9d33-49dbf381fae0
00:17:31.190 --> 00:17:33.010
Taxes only payable one uh,

NOTE Confidence: 0.6690702

81e1763a-f6ec-4be5-8a98-4da6bda3ba08
00:17:33.010 --> 00:17:35.110
a bond being again is calculated

NOTE Confidence: 0.6690702

6822c593-86d9-4618-alec-3b088bbd4474
00:17:35.110 --> 00:17:36.510
on a chargeable event,

NOTE Confidence: 0.6690702

c6d3d865-9574-4a21-9bc7-148953cb522b
00:17:36.510 --> 00:17:38.736
so there's five types of charitable events,

NOTE Confidence: 0.6690702

b039f8a5-5d20-46fd-bd96-23372063758d
00:17:38.740 --> 00:17:41.269
and one of which is death of the life

NOTE Confidence: 0.6690702

2eb0efd2-ee81-4561-954e-7680c9216909
00:17:41.269 --> 00:17:43.150
assured, giving rise to benefits,

NOTE Confidence: 0.6690702

5e399155-1afc-4209-81ef-fdccccd2c01eb
00:17:43.150 --> 00:17:46.046
so does the investors DEF trigger a

NOTE Confidence: 0.6690702

2e9b210f-e6a8-4081-b4fc-20ec2a4f9705
00:17:46.046 --> 00:17:48.590
chargeable event for income tax purposes?

NOTE Confidence: 0.6690702

3c4d939c-392b-47f2-ab9c-417124885ad0
00:17:48.590 --> 00:17:50.792
Well, that's going to depend on

NOTE Confidence: 0.6690702

176d2e6e-71dc-4c65-9fdf-86c774f14a91
00:17:50.792 --> 00:17:53.075
whether the investor was the sole

NOTE Confidence: 0.6690702

70f50c1e-6fcd-415c-8a04-357ade67d23d
00:17:53.075 --> 00:17:54.945
or last remaining life assured.

NOTE Confidence: 0.6690702

71d8bd21-9b96-45e9-a38a-bab8978175d1
00:17:54.950 --> 00:17:55.688
If they are,

NOTE Confidence: 0.6690702

c828f7b3-aa0a-40dd-aa02-0222c9051395
00:17:55.688 --> 00:17:57.410
then the bond ends on their death.

NOTE Confidence: 0.6690702

eefc042b-27ba-41b4-b578-2b3632827596
00:17:57.410 --> 00:17:59.102
The level of death benefits will

NOTE Confidence: 0.6690702

a8afbc3f-96d6-478c-b356-7a14cebcecc5
00:17:59.102 --> 00:18:01.110
depend on the terms and conditions.

NOTE Confidence: 0.6690702

02e4795f-70c8-4388-a10d-6794c4482bed
00:18:01.110 --> 00:18:02.375
Standard some assured that it's

NOTE Confidence: 0.6690702

0945543d-5740-411b-8748-ce884fd7ee35
00:18:02.375 --> 00:18:04.598
going to be low that there might be

NOTE Confidence: 0.6690702

3867f72a-b4c7-40ab-88cb-e51ff4471c56
00:18:04.598 --> 00:18:06.108
a death benefit guarantee included

NOTE Confidence: 0.6690702

8214c1a1-ec06-43b9-bdb7-efa0fe7b3dff
00:18:06.108 --> 00:18:07.929
depending on the the product options.

NOTE Confidence: 0.6690702

51199847-746e-49ab-9980-4decee9b16f9
00:18:07.930 --> 00:18:08.794
But however,

NOTE Confidence: 0.6690702

3d0faee9-9970-4d81-925c-6d2e909f5f80
00:18:08.794 --> 00:18:10.090
it's it's the,

NOTE Confidence: 0.6690702

aa12d1fe-b5a7-4487-8131-8369af67b3e1
00:18:10.090 --> 00:18:11.895
it's the surrender value immediately

NOTE Confidence: 0.6690702

5b4db519-b27b-427a-a646-b060fa64d9e7
00:18:11.895 --> 00:18:14.157
before death that's used to calculate

NOTE Confidence: 0.6690702

7609bd23-19b1-4fff-8a88-e80b3a8816ef
00:18:14.157 --> 00:18:16.527
the gain for chargeable event purposes.

NOTE Confidence: 0.6690702

1fb891b7-db7d-499b-a94b-9497cb0aa3bb
00:18:16.530 --> 00:18:17.862
So in this scenario,

NOTE Confidence: 0.6690702

9cd5f7cb-3ae2-4b73-b08b-7d1181b79b9b
00:18:17.862 --> 00:18:19.860

when the beneficial owner is also

NOTE Confidence: 0.6690702

efbd6884-c2c2-48f4-b6c3-95865f253653
00:18:19.925 --> 00:18:22.181
the single life assured than any

NOTE Confidence: 0.6690702

0a300f82-f28c-47ae-ba20-a948293f96f2
00:18:22.181 --> 00:18:24.050
charitable event gains going to

NOTE Confidence: 0.6690702

c5a174b0-3367-4df6-ba78-83a5ad2fd9c8
00:18:24.050 --> 00:18:25.844
be that of the deceased person,

NOTE Confidence: 0.6690702

da3c4ee2-4bf5-42e6-91a1-71c8929136b6
00:18:25.850 --> 00:18:28.474
so that gain is then assessed as part

NOTE Confidence: 0.6690702

c5fe571c-37fd-4444-8855-bdf7b0cc3df0
00:18:28.474 --> 00:18:31.620
of that deceased taxable income for that.

NOTE Confidence: 0.6690702

998280cb-24af-408b-b482-dc0fcdb88e6c
00:18:31.620 --> 00:18:32.691
Actually of death,

NOTE Confidence: 0.6690702

1f6e9d64-adf3-4338-8419-909ba7ab4e3e
00:18:32.691 --> 00:18:34.476
and it's not taxed against

NOTE Confidence: 0.6690702

57a84030-ca4c-496c-b7e2-e8bf2ef8a9f6
00:18:34.476 --> 00:18:36.240
the personal representatives,

NOTE Confidence: 0.6690702

06a07402-f452-48f2-9564-2c470b98fd36
00:18:36.240 --> 00:18:38.050
although the personal reps are

NOTE Confidence: 0.6690702

fd28c0e1-2ec3-442a-84a4-9fbb6b26fc34
00:18:38.050 --> 00:18:39.860
obviously going to administer the

NOTE Confidence: 0.6690702

cec40c07-4b02-4c3d-9ceb-743cd6dd3f49
00:18:39.921 --> 00:18:41.786
affairs of the deceased investor.

NOTE Confidence: 0.6690702

b5aeb2f5-34e1-4f94-9340-fcf478232480
00:18:41.790 --> 00:18:43.687
And if the investor dies but it

NOTE Confidence: 0.6690702

0cf1fbb7-7d83-4e4e-bbd0-574bb78d8040
00:18:43.687 --> 00:18:45.498
was not the sole life assured

NOTE Confidence: 0.6690702

6e8c7231-73a0-468c-8ef0-a697f867db98
00:18:45.498 --> 00:18:47.661
they or it might be our capital

NOTE Confidence: 0.6690702

0895c8f2-caf8-4f4d-a879-145fded794eb
00:18:47.730 --> 00:18:49.308
redemption bond offshore.

NOTE Confidence: 0.6690702

3e9a4857-40cc-42e1-819c-6b2b1681d3c1
00:18:49.310 --> 00:18:51.088
If there's no life assured it's you

NOTE Confidence: 0.6690702

c7086a2d-01a8-41aa-a39e-1643ad206b90
00:18:51.088 --> 00:18:52.869
know it's just a term of 99 years.

NOTE Confidence: 0.6690702

d60d18f0-e4b8-4c98-b2ad-147f238ba845
00:18:52.870 --> 00:18:54.712
Then the bond doesn't end and

NOTE Confidence: 0.6690702

71dbb833-73ef-4edc-b821-28577c6c4dec
00:18:54.712 --> 00:18:55.940
therefore there's no chargeable

NOTE Confidence: 0.6690702

16617eb4-0a64-483e-a177-a9f1f98a7774
00:18:55.997 --> 00:18:57.557
event is going to be triggered.

NOTE Confidence: 0.6690702

95a2fef0-956c-4018-a39f-aa60c27acccb
00:18:57.560 --> 00:19:01.186
So who becomes the owner depends on

NOTE Confidence: 0.6690702

14de4dfc-9f43-4e00-9f00-62e46ad21819
00:19:01.186 --> 00:19:03.118
on the setup of the actual bonds,

NOTE Confidence: 0.6690702

3d74f22c-0a9c-4bcb-9c91-dbcf63726a67
00:19:03.120 --> 00:19:05.244
which I'm going to cover on

NOTE Confidence: 0.6690702

727067da-f8ad-4c89-abf9-7087f4494b90
00:19:05.244 --> 00:19:06.660
this next slide here.

NOTE Confidence: 0.6690702

7dc20769-0820-47e9-89d7-08cc2a3f776e
00:19:06.660 --> 00:19:09.712
So starting on the left of the slide,

NOTE Confidence: 0.6690702

d89cff4e-909b-4f93-9dae-dd95d4ca5a10
00:19:09.712 --> 00:19:11.296
if the deceased investor was the

NOTE Confidence: 0.6690702

cff349ea-f533-4931-afb5-bf7634f2fdc8
00:19:11.296 --> 00:19:12.876
sole owner and then the policy

NOTE Confidence: 0.6690702

11fc6741-9062-4639-aa16-a002f23083d6
00:19:12.876 --> 00:19:14.793
will form part of their estate and

NOTE Confidence: 0.6690702

1e694e87-3bda-4ea5-bf3e-fda674e376b4
00:19:14.793 --> 00:19:16.575

who's gonna benefit from the bonds?

NOTE Confidence: 0.6690702

24cb09fc-0757-4b60-aef2-91902a6e563e
00:19:16.580 --> 00:19:18.365
Gonna depend on the terms of their

NOTE Confidence: 0.6690702

609b474b-316e-4130-8d6e-0ab80b55ae41
00:19:18.365 --> 00:19:20.062
will or the laws of intestacy

NOTE Confidence: 0.6690702

ccea6bbd-2cea-406c-a694-ca7f00024801
00:19:20.062 --> 00:19:21.517
if they didn't have one.

NOTE Confidence: 0.6690702

e42ff16a-231b-45c5-aae4-6467ea5d156d
00:19:21.520 --> 00:19:21.967
However,

NOTE Confidence: 0.6690702

bb8604b9-1451-4a4e-b130-7763a740a75d
00:19:21.967 --> 00:19:24.649
ownership is normally transferred to the

NOTE Confidence: 0.6690702

1ff0a954-408e-4ed4-8831-5bbef3c9f526
00:19:24.649 --> 00:19:27.359
personal Rep initially by the pond provider.

NOTE Confidence: 0.6690702

6cfbca4c-5810-494b-a9a5-379c50835ccb
00:19:27.360 --> 00:19:28.088
You know.

NOTE Confidence: 0.6690702

e3fb90f1-4bb1-47c0-82a3-1c7f4f911799
00:19:28.088 --> 00:19:30.636
Although to do that to update the

NOTE Confidence: 0.6690702

ef9ad838-d750-43cb-9398-77f8b7dc7848
00:19:30.636 --> 00:19:32.613
ownership records for the personal

NOTE Confidence: 0.6690702

6bd78331-63d9-4b99-9ca3-a0856115d90f
00:19:32.613 --> 00:19:34.368
reps to surrender the bond,

NOTE Confidence: 0.6690702

9cfee90c-e24c-4a9c-975d-d7911c10878a
00:19:34.370 --> 00:19:36.330
they're normally going to require the bond.

NOTE Confidence: 0.6690702

fbbc0b13-a4e1-422b-8dac-88349ad5456e
00:19:36.330 --> 00:19:37.392
Way that is,

NOTE Confidence: 0.6690702

0e43c36d-78d5-4045-9391-42e1aac66b7f
00:19:37.392 --> 00:19:37.746
say,

NOTE Confidence: 0.6690702

88f9e1c6-5c57-45da-adf7-f34d9d421dfb
00:19:37.746 --> 00:19:39.870
of granted probate or letters of

NOTE Confidence: 0.6690702

39d90bf5-a595-476d-abef-2aab67c5af76
00:19:39.947 --> 00:19:42.041
administration granted probate and

NOTE Confidence: 0.6690702

f9595e55-4190-4532-a1b1-839bf6cab491
00:19:42.041 --> 00:19:43.876
letters administration might be required,

NOTE Confidence: 0.6690702

74be5508-603c-4f08-a58d-fa32b8ed7e94
00:19:43.880 --> 00:19:45.830
even though it's not a requirement

NOTE Confidence: 0.6690702

0df4074e-6652-4162-beda-64e9ab7dd1de
00:19:45.830 --> 00:19:47.663
to administer the state that comes

NOTE Confidence: 0.6690702

4fale7f8-b481-441e-929f-ccf1de94eb24
00:19:47.663 --> 00:19:49.359
up quite a lot through our technical

NOTE Confidence: 0.6690702

2b2e8b86-98c2-4b90-a858-adfd1b9a152e
00:19:49.359 --> 00:19:50.877
help desk and and the reason

NOTE Confidence: 0.6690702

62fe6195-8f4a-4bfa-8a6f-7805f93e93f1
00:19:50.877 --> 00:19:52.400
for that is the bond provider,

NOTE Confidence: 0.6690702

cdfbdaea-5de0-402c-alf8-4e8f30dad90a
00:19:52.400 --> 00:19:53.980
like like most financial institutions

NOTE Confidence: 0.6690702

dbfec6dc-c6e1-4e91-ab8b-c4c2f22f0701
00:19:53.980 --> 00:19:56.229
and they want to be sure that

NOTE Confidence: 0.6690702

ce93bfe6-0824-45b6-9fdc-1d7d685c75fa
00:19:56.229 --> 00:19:57.754
they're releasing the funds to

NOTE Confidence: 0.6690702

183c538f-368b-45d7-b4ed-ba2ea107d75f
00:19:57.754 --> 00:19:59.538
those who have legally applied

NOTE Confidence: 0.6690702

c6bbaf0f-bd48-4270-97ce-3b750b36b080
00:19:59.538 --> 00:20:01.563
to administer this state and

NOTE Confidence: 0.6690702

e782b10d-7efb-4bcd-861e-c0a14c8696c6
00:20:01.563 --> 00:20:03.176
essentially avoid fraudulent claims.

NOTE Confidence: 0.6690702

90316ae7-cda8-4ee4-a6a2-e7cc788248de
00:20:03.176 --> 00:20:06.344
But you know, most providers will have a.

NOTE Confidence: 0.6690702

0e423ae7-c3b9-4375-b537-171e46590ac9
00:20:06.350 --> 00:20:08.098

A simplified bereavement process

NOTE Confidence: 0.6690702

3ea69b6e-75bf-4eb0-a694-dc5c5c675308
00:20:08.098 --> 00:20:10.283
for maybe lower value policies,

NOTE Confidence: 0.6690702

2e839ac5-88b5-4f69-a43a-90017b2c2b71
00:20:10.290 --> 00:20:12.020
thresholds going to different be

NOTE Confidence: 0.6690702

fb405873-3cf8-49af-87cc-1ec85b94a36b
00:20:12.020 --> 00:20:14.310
different from one provider to the next.

NOTE Confidence: 0.6690702

9842f95f-2483-41de-ad89-b5cbb11c1be4
00:20:14.310 --> 00:20:16.060
Generally it's a claim values

NOTE Confidence: 0.6690702

a281cfe2-87b9-44a1-975b-3ae8aaca5647
00:20:16.060 --> 00:20:17.810
of at least the less

NOTE Confidence: 0.766077381818182

259d601b-62a1-4663-9b8a-ba084f85aed9
00:20:17.889 --> 00:20:20.965
than around £20,000 over to the

NOTE Confidence: 0.766077381818182

04281dbf-86df-4cb1-9958-45f880a89685
00:20:20.965 --> 00:20:23.760
right and joint loan policies.

NOTE Confidence: 0.766077381818182

fca44340-b934-4c9c-9766-7caee653974a
00:20:23.760 --> 00:20:25.030
So if the bonds owned

NOTE Confidence: 0.766077381818182

90830423-f59f-4696-8bc5-874490309c38
00:20:25.030 --> 00:20:26.300
jointly then the first death,

NOTE Confidence: 0.766077381818182

10ed3a48-e029-415d-af33-02f9b06201b4
00:20:26.300 --> 00:20:27.955
the survivor automatically becomes the

NOTE Confidence: 0.766077381818182

9b1a46df-6791-4fab-abdd-902f1646093d
00:20:27.955 --> 00:20:30.778
sole owner due to the joint tenancy rules.

NOTE Confidence: 0.766077381818182

7d783cfb-97be-48ba-9f0f-a70e2338003b
00:20:30.780 --> 00:20:32.640
So if there's a surviving owner

NOTE Confidence: 0.766077381818182

d84baf4d-3f8c-468f-b01b-7d605fbb9da6
00:20:32.640 --> 00:20:34.558
there is no death claim unless

NOTE Confidence: 0.766077381818182

08da270d-5b56-4339-b776-7246183b6f53
00:20:34.558 --> 00:20:36.679
it was set-up on a joint life.

NOTE Confidence: 0.766077381818182

cba188e9-26dc-4f8b-b731-f64903c112aa
00:20:36.680 --> 00:20:39.040
Steve basis, which in my

NOTE Confidence: 0.766077381818182

730a483a-d551-4508-82f5-edeb31cfd069
00:20:39.040 --> 00:20:41.400
experience is not very common.

NOTE Confidence: 0.766077381818182

9416ada8-fc72-41fd-aaa2-97903d524cc0
00:20:41.400 --> 00:20:42.954
However, if it was on our

NOTE Confidence: 0.766077381818182

713ed106-8c03-47bb-ad04-4705e0fb82d2
00:20:42.954 --> 00:20:44.420
first day of Fair basis,

NOTE Confidence: 0.766077381818182

d90f7ad7-906c-4f95-ad28-98d7b4fb704c
00:20:44.420 --> 00:20:46.148
there wouldn't be any need for

NOTE Confidence: 0.766077381818182

2b881a4e-d491-43e1-bfa9-741461fd0626
00:20:46.148 --> 00:20:47.999
probate as it proceeds would obviously

NOTE Confidence: 0.766077381818182

ec69c96f-b1b5-4970-b6ce-1049c99adef3
00:20:47.999 --> 00:20:49.913
be paid to the surviving owner.

NOTE Confidence: 0.715887128333333

9e3239d0-cbc2-4fd4-a7d0-3482bdba0bf7
00:20:51.960 --> 00:20:53.160
So that's the point.

NOTE Confidence: 0.715887128333333

f7fd7f40-e3e1-439d-b0bf-094fb3c8cd8e
00:20:53.160 --> 00:20:55.859
Didn't end on the death of the investor.

NOTE Confidence: 0.715887128333333

e4663ba2-4f26-4380-81d7-682252983297
00:20:55.860 --> 00:20:57.372
Then the personal Rep saying you

NOTE Confidence: 0.715887128333333

8ee1318e-0005-4dbb-b03b-d062e4085804
00:20:57.372 --> 00:20:58.689
consider the most tax efficient

NOTE Confidence: 0.715887128333333

f61da6cb-30cd-471f-8c06-2db6c9a0be98
00:20:58.689 --> 00:21:00.231
way to distribute the benefits of

NOTE Confidence: 0.715887128333333

ac5cc1e5-4e26-4b05-8fdb-ee553d7d685b
00:21:00.231 --> 00:21:02.080
the bond to the state beneficiary.

NOTE Confidence: 0.715887128333333

2125f667-598d-4601-914a-9e999b3b2c61
00:21:02.080 --> 00:21:03.816
So I've got this weird case study

NOTE Confidence: 0.715887128333333

7b186a44-6345-4ac1-ab30-6842d8ace215
00:21:03.816 --> 00:21:05.699

or this is Leslie's case study

NOTE Confidence: 0.715887128333333

3f94e94b-5bdf-4d5c-b8dd-80bfea53c1f8
00:21:05.700 --> 00:21:07.770
that I'm just going to talk

NOTE Confidence: 0.715887128333333

0dc43fea-7a9d-4c0e-8977-5fa55d4877d3
00:21:07.770 --> 00:21:09.999
through just to bring it to life.

NOTE Confidence: 0.715887128333333

bab880a2-5e50-4824-9ce8-d47054277bb4
00:21:10.000 --> 00:21:12.968
So if the personal Rep Sam surrender the

NOTE Confidence: 0.715887128333333

c0e44039-3152-4d81-bd71-f6898cbcff71
00:21:12.968 --> 00:21:15.258
bond, any gain is going to be treated

NOTE Confidence: 0.715887128333333

a01dc248-cdca-411d-a90c-c17c3809e2d2
00:21:15.258 --> 00:21:17.798
as as as as income of the estate.

NOTE Confidence: 0.715887128333333

6498b331-9138-44c6-8b96-3ba8aa8f1d82
00:21:17.800 --> 00:21:19.456
So the personal reps they're going

NOTE Confidence: 0.715887128333333

c4629f1b-6166-4c14-9a7d-d868e90cffe
00:21:19.456 --> 00:21:21.539
to be liable for tax on that game.

NOTE Confidence: 0.715887128333333

48f36fe1-51d8-44d1-af2a-7b003d7b43a6
00:21:21.540 --> 00:21:22.268
Not personally,

NOTE Confidence: 0.715887128333333

ebfa8943-67b5-4dcf-bb53-c8ad5910c1b1
00:21:22.268 --> 00:21:24.816
but in their capacity as personal Rep,

NOTE Confidence: 0.715887128333333

f55a8183-8e45-470d-8f14-bbe790fa9129
00:21:24.820 --> 00:21:26.458
you know with their personal report on,

NOTE Confidence: 0.715887128333333

89f38702-e491-413d-a397-732090202190
00:21:26.460 --> 00:21:28.332
so to speak and personal reps

NOTE Confidence: 0.715887128333333

a8adc31b-083c-4076-a580-dd2b263e243a
00:21:28.332 --> 00:21:30.499
are subject to tax it basically.

NOTE Confidence: 0.715887128333333

ffebe72b-86ef-4f82-a623-57a7aad14c3c
00:21:30.500 --> 00:21:31.252
So 20%.

NOTE Confidence: 0.715887128333333

b5695ed4-8b8e-4254-8587-b0b7ffe5b0a4
00:21:31.252 --> 00:21:31.628
However,

NOTE Confidence: 0.715887128333333

78c91751-4e79-4792-8487-4307dc1f6aad
00:21:31.628 --> 00:21:33.884
if it's an onshore bond that

NOTE Confidence: 0.715887128333333

a2f6cbfb-9a98-4304-bacc-e0e4735c25b1
00:21:33.884 --> 00:21:36.286
onshore bond tax credit obviously

NOTE Confidence: 0.715887128333333

c0c0b13a-2b2c-46c8-b2c9-9090c01fd0ea
00:21:36.286 --> 00:21:38.238
satisfies that tax liability.

NOTE Confidence: 0.715887128333333

e4754df2-cd4f-42f9-a960-eb7f05d061a5
00:21:38.240 --> 00:21:40.112
However, the issue is.

NOTE Confidence: 0.715887128333333

dfd36193-b58f-454e-8e27-b51f3272d7ee
00:21:40.112 --> 00:21:41.048
Tax implications.

NOTE Confidence: 0.715887128333333

18525fc3-1730-4612-a146-85f9f5da9be7
00:21:41.050 --> 00:21:44.070
They don't stop there.

NOTE Confidence: 0.715887128333333

a584098a-9cb7-45bb-b333-c12cbb260b6f
00:21:44.070 --> 00:21:46.331
When the bond proceeds are then later

NOTE Confidence: 0.715887128333333

75b6d87b-0f6a-469a-9194-ce1284b74e27
00:21:46.331 --> 00:21:48.050
distributed to the beneficiary,

NOTE Confidence: 0.715887128333333

4e0d6105-fc80-4f4e-856f-9f07b3b0736d
00:21:48.050 --> 00:21:49.988
the personal reps are going to

NOTE Confidence: 0.715887128333333

f00c5f7d-014e-4aa7-8ec7-510ab9620960
00:21:49.988 --> 00:21:51.595
provide the beneficiary with the

NOTE Confidence: 0.715887128333333

d4cdc250-70a5-46d4-84c2-904988b66a33
00:21:51.595 --> 00:21:53.394
are they 185 form for the estate

NOTE Confidence: 0.715887128333333

f31384b3-b93c-49f5-81c7-67d24cb42cc1
00:21:53.394 --> 00:21:54.970
income and the beneficiaries then

NOTE Confidence: 0.715887128333333

7057810a-ebb0-4c9c-90c5-ebb48957bd29
00:21:54.970 --> 00:21:56.640
gonna include the gross amount

NOTE Confidence: 0.715887128333333

dd737425-c583-4266-a626-37faa76ae264
00:21:56.640 --> 00:21:59.022
and the tax on tax return.

NOTE Confidence: 0.715887128333333

d73769ac-fab5-4699-b595-eceb61bd0f77
00:21:59.022 --> 00:22:01.162

So the beneficiaries that actually

NOTE Confidence: 0.715887128333333

a183a924-e829-4f8f-ba36-75edf02e9812
00:22:01.162 --> 00:22:03.425
assessed as receiving a state income

NOTE Confidence: 0.715887128333333

1b4b4e26-632a-49da-80d4-545767f96ec3
00:22:03.425 --> 00:22:05.661
which is taxed at their marginal

NOTE Confidence: 0.715887128333333

8a37e0f2-8173-4607-a5c8-25c412e1b686
00:22:05.661 --> 00:22:08.067
rate rather than an actually a

NOTE Confidence: 0.715887128333333

76fea52d-0e0d-44aa-947a-3c4c86e2911b
00:22:08.067 --> 00:22:09.874
a chargeable event bond gain.

NOTE Confidence: 0.715887128333333

ea2217a9-0766-42d5-9fd3-09f4af61c896
00:22:09.874 --> 00:22:11.988
And if there's more than one beneficiary,

NOTE Confidence: 0.715887128333333

b0552d5e-ec97-4192-902d-8f575bac00df
00:22:11.990 --> 00:22:13.970
then obviously the appropriate amounts.

NOTE Confidence: 0.715887128333333

610318ed-f71e-49f8-800c-d02b82421690
00:22:13.970 --> 00:22:15.657
Will be attributed to each of them,

NOTE Confidence: 0.715887128333333

73a54afa-2507-44e3-b818-012974e2adcb
00:22:15.660 --> 00:22:19.378
so from a key planning point here

NOTE Confidence: 0.715887128333333

fc72230a-c363-49d6-aae8-e76c00b67a5d
00:22:19.378 --> 00:22:22.339
is that the the beneficiaries are

NOTE Confidence: 0.715887128333333

cd732237-e09b-4cbc-a49c-b35edd01bed9
00:22:22.340 --> 00:22:24.698
taxed under those estate income rules

NOTE Confidence: 0.7158871283333333

3ba57646-a769-4265-9127-c6ecc29700b8
00:22:24.698 --> 00:22:27.069
rather than the chargeable event rules.

NOTE Confidence: 0.7158871283333333

57b61665-537c-4d45-b14e-19c7945cbaaf
00:22:27.070 --> 00:22:28.960
So that means that they're not going

NOTE Confidence: 0.7158871283333333

6510058f-69bb-4a19-bb96-7c67ee9a5364
00:22:28.960 --> 00:22:30.919
to benefit from top slice and relief.

NOTE Confidence: 0.7158871283333333

b3e8ccae-3f62-479e-af5c-1ef2a69ea594
00:22:30.920 --> 00:22:31.300
However,

NOTE Confidence: 0.7158871283333333

e91b6bad-e359-4043-8595-5dbfd0755e69
00:22:31.300 --> 00:22:34.305
they are still entitled to that 20% tax

NOTE Confidence: 0.7158871283333333

0bbd09f8-041d-4d3f-a04a-42f79493b292
00:22:34.305 --> 00:22:36.720
credit in respect to the tax suffered,

NOTE Confidence: 0.7158871283333333

bc6f97fc-37e0-4811-b9f6-362d3c73ba2d
00:22:36.720 --> 00:22:37.596
and that's the case.

NOTE Confidence: 0.7158871283333333

b12b1dec-9844-4a06-913a-b507e6451362
00:22:37.596 --> 00:22:38.691
Whether it's an onshore bond

NOTE Confidence: 0.7158871283333333

6790100f-f437-498d-9cff-188e610166c8
00:22:38.691 --> 00:22:39.678
or an offshore bond.

NOTE Confidence: 0.715887128333333

08869590-4599-4dfb-900d-72c52f81753f
00:22:39.680 --> 00:22:40.730
And I say offshore bond,

NOTE Confidence: 0.715887128333333

895e8360-4bea-4d91-8543-1c3ffc627b34
00:22:40.730 --> 00:22:42.374
because obviously the personal

NOTE Confidence: 0.715887128333333

4cfb7b68-b915-47fc-b00a-00f7fc423ac4
00:22:42.374 --> 00:22:44.429
reps will pay that 20%.

NOTE Confidence: 0.715887128333333

b144b9cd-0d80-4321-b0ce-6054b459a35d
00:22:44.430 --> 00:22:47.550
On on a Cashman so clearly.

NOTE Confidence: 0.715887128333333

70c2c24c-7ae1-45c2-a747-c0534b3e8e16
00:22:47.550 --> 00:22:49.244
This situation is not going to be

NOTE Confidence: 0.715887128333333

3d01cd73-c91f-4807-b8d8-521533073083
00:22:49.244 --> 00:22:51.030
ideal if this state income is going

NOTE Confidence: 0.715887128333333

a9fedab6-bedb-4546-8d03-048f7d0e54d4
00:22:51.030 --> 00:22:53.216
to result in a liability to hire an

NOTE Confidence: 0.715887128333333

41703cbc-3225-4228-a9e1-5b0f19fea500
00:22:53.216 --> 00:22:55.070
additional rate tax for the beneficiary.

NOTE Confidence: 0.715887128333333

79775272-ed6b-4c28-a0a3-b532dd46366b
00:22:55.070 --> 00:22:55.345
However,

NOTE Confidence: 0.715887128333333

78c0e53a-6b73-427e-b633-a0a4f508f583
00:22:55.345 --> 00:22:57.545

there's a bond not come to an end.

NOTE Confidence: 0.715887128333333

4892dbef-3934-4149-b8a2-85ca78491c37
00:22:57.550 --> 00:22:59.440
The personal reps can consider assigning

NOTE Confidence: 0.715887128333333

8d0cfc51-7693-491f-b166-ef639589b5e6
00:22:59.440 --> 00:23:01.749
that bond to the beneficiary first,

NOTE Confidence: 0.715887128333333

5739c832-2746-402a-9825-9d7c2dbeale0
00:23:01.750 --> 00:23:02.798
so the assignment itself.

NOTE Confidence: 0.715887128333333

80eda11a-76a4-4561-abde-44caf52a6a43
00:23:02.798 --> 00:23:04.108
That's not going to trigger

NOTE Confidence: 0.715887128333333

50113968-a4bc-4c09-955c-b29641ed89c6
00:23:04.108 --> 00:23:05.230
a charitable event.

NOTE Confidence: 0.715887128333333

b3f11310-7e38-43a1-a4e9-43eeba80a3e3
00:23:05.230 --> 00:23:07.230
But then an opponent subsequent

NOTE Confidence: 0.715887128333333

de5ccc3a-add5-44e3-a52f-4c93465a99d9
00:23:07.230 --> 00:23:08.830
surrender the beneficiary will

NOTE Confidence: 0.715887128333333

3b11b996-1f75-42d6-8912-50fb4bbec2b3
00:23:08.830 --> 00:23:10.709
be liable for a bond gain.

NOTE Confidence: 0.715887128333333

7fc2180f-0a3c-4b41-a977-5543fb62acf8
00:23:10.710 --> 00:23:12.230
A charitable event bond gain,

NOTE Confidence: 0.715887128333333

444d6b97-a605-4c64-919b-811a1acfb789
00:23:12.230 --> 00:23:12.911
so where appropriate,

NOTE Confidence: 0.715887128333333

16e4a101-cdb4-4338-afcb-3b43065af17b
00:23:12.911 --> 00:23:14.710
they're then going to be able to use.

NOTE Confidence: 0.715887128333333

acec2bec-dae2-4949-8f01-ab0ebb40dbcc
00:23:14.710 --> 00:23:16.810
The personal savings allowance savings

NOTE Confidence: 0.715887128333333

6a88d8ff-8fd4-47ea-a0b5-694850eef132
00:23:16.810 --> 00:23:18.910
allowance starting rate for savings

NOTE Confidence: 0.715887128333333

f0ade76b-99c9-4e73-85c9-dd3d1c02453c
00:23:18.969 --> 00:23:21.069
and and and and and more importantly,

NOTE Confidence: 0.715887128333333

35df4cf1-9632-47dd-965c-a1aa44f1593b
00:23:21.070 --> 00:23:22.414
we're appropriate benefit

NOTE Confidence: 0.715887128333333

f529a7bd-bb60-4ad9-b4b8-e1ac0621934a
00:23:22.414 --> 00:23:24.206
from top slicing relief.

NOTE Confidence: 0.715887128333333

0d64ffaa-f6c5-4c9f-8e4c-d5696950ddf4
00:23:24.210 --> 00:23:28.125
So how would outcomes compare in in terms of,

NOTE Confidence: 0.715887128333333

1da63ce5-7b4a-4c5e-a3c2-f91342867fbf
00:23:28.130 --> 00:23:28.844
you know,

NOTE Confidence: 0.715887128333333

452fe18c-9a91-40c6-90b8-0f541acdb921
00:23:28.844 --> 00:23:31.343
a state caching and and and and

NOTE Confidence: 0.715887128333333

b4c05ef4-39fd-4664-a5ff-f3bad619b87f
00:23:31.350 --> 00:23:32.870
being assigned to the beneficiary?

NOTE Confidence: 0.715887128333333

2cd6de8b-cfc3-4791-9b56-79836c3dc833
00:23:32.870 --> 00:23:33.166
Well,

NOTE Confidence: 0.715887128333333

894b1d4e-86e3-43a9-95f3-de99ad6086cc
00:23:33.166 --> 00:23:35.534
if we go back to the case study

NOTE Confidence: 0.715887128333333

60e5c78c-8c0c-4ae3-aef1-b65443177805
00:23:35.534 --> 00:23:37.539
or consider that in comparison

NOTE Confidence: 0.715887128333333

0f0d3b84-elf4-4a8b-91ad-0668d2a54e81
00:23:37.539 --> 00:23:39.981
to the case study for Mary,

NOTE Confidence: 0.715887128333333

44cfcb74-fcf1-4364-bab0-377038af4284
00:23:39.990 --> 00:23:42.175
basically this slide here shows

NOTE Confidence: 0.715887128333333

2720cfe5-022e-4933-ba4a-454fafdf1c31
00:23:42.175 --> 00:23:43.486
a tax computation.

NOTE Confidence: 0.814575904285714

8b15e9a2-fbc7-4317-9e5f-122e1fe9d6c5
00:23:43.490 --> 00:23:45.366
Should the bond be assigned to me?

NOTE Confidence: 0.814575904285714

4bd0a011-4431-470b-aaad-006626657c57
00:23:45.370 --> 00:23:46.434
And then she subsequently,

NOTE Confidence: 0.814575904285714

14f63ecf-f89c-4b70-804c-b40a01c4e5b3
00:23:46.434 --> 00:23:48.350

so then does it this tax year?

NOTE Confidence: 0.814575904285714

3f851533-1c8a-4d07-9012-5bcae59d469a
00:23:48.350 --> 00:23:50.054
So now I don't have time today in

NOTE Confidence: 0.814575904285714

ea8246cc-ded0-4307-909b-fcbf40d4b7e9
00:23:50.054 --> 00:23:51.606
this session to talk through all

NOTE Confidence: 0.814575904285714

5dce5126-05da-4c38-9fe5-08c9e4a20a2a
00:23:51.606 --> 00:23:52.946
the numbers and the calculation.

NOTE Confidence: 0.814575904285714

4093e89e-caf8-4a79-b524-6fe891ee8c20
00:23:52.950 --> 00:23:54.438
So you're just gonna have to

NOTE Confidence: 0.814575904285714

9b051c6d-1956-4fef-9279-9b56a90b759f
00:23:54.438 --> 00:23:56.090
trust me the numbers are correct.

NOTE Confidence: 0.814575904285714

b20b7075-c392-4c9b-b1e3-6f7e0cae58c1
00:23:56.090 --> 00:23:57.686
Or maybe I should say trust les,

NOTE Confidence: 0.814575904285714

b0f4093d-ce71-4beb-b6d3-2449dfa6b7fa
00:23:57.690 --> 00:23:58.955
he put the slides together

NOTE Confidence: 0.814575904285714

36f340c2-316f-44fb-9c2d-5129f6f4d1cc
00:23:58.955 --> 00:23:59.967
and then the couch.

NOTE Confidence: 0.814575904285714

d751a436-ce89-45bd-967c-32d3d2d4367c
00:23:59.970 --> 00:24:03.210
But I have checked them so they are correct.

NOTE Confidence: 0.814575904285714

c44f34e8-400f-41e7-838a-f6413bfe789e
00:24:03.210 --> 00:24:06.666
But as you can see here

NOTE Confidence: 0.814575904285714

08389aa8-4a2b-45ce-b138-c170a7896076
00:24:06.666 --> 00:24:08.970
from Mary's tax computation,

NOTE Confidence: 0.814575904285714

66b1f9b8-e303-4b59-8c01-7cb80f1f4f1f
00:24:08.970 --> 00:24:11.020
the tax liability and their

NOTE Confidence: 0.814575904285714

159c0c5c-224b-4976-ae09-b3bf12800cfc
00:24:11.020 --> 00:24:13.055
salary just at the bottom of

NOTE Confidence: 0.814575904285714

9c7a9478-bed2-4343-a443-7a9a4bd3a43c
00:24:13.055 --> 00:24:15.762
that first darker purple but.

NOTE Confidence: 0.814575904285714

24b5908f-b713-4144-ad34-c7b4a02fb725
00:24:15.762 --> 00:24:17.396
As as £3486,

NOTE Confidence: 0.814575904285714

aa9472ae-ce12-4728-acd5-8a3b179d7507
00:24:17.396 --> 00:24:19.524
but when you actually add the full gain

NOTE Confidence: 0.814575904285714

551aff09-c3ec-40be-9f9e-0661414fbc84
00:24:19.524 --> 00:24:21.547
you can see how liability at Step 5,

NOTE Confidence: 0.814575904285714

480911ce-2a9a-482f-aa1c-235d1aeaaa55
00:24:21.550 --> 00:24:23.377
your income tax calc goes up to

NOTE Confidence: 0.818092565714286

b9d8674a-980c-4eab-88cf-e24b387c788d
00:24:26.090 --> 00:24:27.966
£26,932, but when you get these steps,

NOTE Confidence: 0.818092565714286

228c2f6e-1b2d-4836-b485-5502b503d3a4
00:24:27.970 --> 00:24:29.476
six of your income tax calculator.

NOTE Confidence: 0.818092565714286

36bfb9a8-e9a8-4fec-8efe-ddafe17713dc
00:24:29.480 --> 00:24:31.285
That's when you're going to

NOTE Confidence: 0.818092565714286

20069a0f-9d3d-4b4d-854d-074d9456658d
00:24:31.285 --> 00:24:32.729
deduct your tax reducers,

NOTE Confidence: 0.818092565714286

8c163a42-1371-4318-93cb-896800dc4b6e
00:24:32.730 --> 00:24:34.465
which concludes your onshore bond

NOTE Confidence: 0.818092565714286

a6c54452-c78d-42f2-b9db-14e246107b4d
00:24:34.465 --> 00:24:36.670
tax credit and top slicing relief.

NOTE Confidence: 0.818092565714286

ddc56eaa-d4b0-4174-a931-42fef58057a0
00:24:36.670 --> 00:24:39.568
And as you can see from the results here,

NOTE Confidence: 0.818092565714286

f70f7d4c-bf16-4079-8aba-fd5ed83ebaf8
00:24:39.570 --> 00:24:41.106
the the combination of your your,

NOTE Confidence: 0.818092565714286

e1c35138-1c15-45d5-bb67-4872ab89aa11
00:24:41.110 --> 00:24:43.637
your tax credit and top slice and

NOTE Confidence: 0.818092565714286

31135d34-8139-4ffc-b8e2-196960ddb38
00:24:43.637 --> 00:24:45.652
relief mitigates that higher liability.

NOTE Confidence: 0.818092565714286

cb895959-191f-4908-a5be-d469c42c5b48
00:24:45.652 --> 00:24:48.528

Town Hall final tax bill was it's

NOTE Confidence: 0.818092565714286

3defedf7-ae4-4ac6-a232-c2d4c7735c9b
00:24:48.528 --> 00:24:50.803
what it was just on our religion

NOTE Confidence: 0.818092565714286

211d3289-e89c-40f0-9bfe-91c29ffc6fa2
00:24:50.803 --> 00:24:54.350
law salary of 3486 pounds.

NOTE Confidence: 0.818092565714286

79c7a02e-08de-4c33-abd5-3db215c2a42f
00:24:54.350 --> 00:24:56.674
So this slide here shows the income

NOTE Confidence: 0.818092565714286

6a3be6eb-700c-4186-a57b-5fb7ea4fb407
00:24:56.674 --> 00:24:58.795
tax position if the personal Rep

NOTE Confidence: 0.818092565714286

26f51d89-3c5a-4e3c-83b8-598286ff9fc3
00:24:58.795 --> 00:25:01.259
surrender the bond and Mary's is then

NOTE Confidence: 0.818092565714286

51f6d10c-8125-4e8e-85f0-c46155c77f78
00:25:01.324 --> 00:25:03.670
treated as receiving a state income.

NOTE Confidence: 0.818092565714286

c56ea51e-f511-4681-876b-5e002a31c83e
00:25:03.670 --> 00:25:05.686
And as you can see in this scenario,

NOTE Confidence: 0.818092565714286

7284406a-5b8b-4c44-a448-4d29d94339b2
00:25:05.690 --> 00:25:07.554
there's no personal savings

NOTE Confidence: 0.818092565714286

8599727b-c5b2-46b0-93f5-fb36fc9e9f77
00:25:07.554 --> 00:25:08.486
allowance available.

NOTE Confidence: 0.818092565714286

0ea1df05-b312-439e-beb0-668ef034fbcc
00:25:08.490 --> 00:25:09.555
But more importantly,

NOTE Confidence: 0.818092565714286

4d0ba73f-e044-4e3f-abab-6994151e2b1f
00:25:09.555 --> 00:25:11.330
there's no top slicing relief,

NOTE Confidence: 0.818092565714286

d5433feb-281b-4f87-9dfc-bfelabc8854a
00:25:11.330 --> 00:25:13.235
so she's still benefits from

NOTE Confidence: 0.818092565714286

a1f9a247-c476-4003-b741-e530228c4d6c
00:25:13.235 --> 00:25:15.140
that onshore bond tax credit.

NOTE Confidence: 0.750760919

efce702e-705f-4101-a9d3-d3aa2c48519f
00:25:17.380 --> 00:25:18.740
Sorry, my clicker just came

NOTE Confidence: 0.750760919

2f346461-3016-4aff-a2bf-226c909626e0
00:25:18.740 --> 00:25:20.100
up with a message there.

NOTE Confidence: 0.750760919

d36a6cc8-b0c1-4da0-ac13-c8315f46718e
00:25:20.100 --> 00:25:22.044
Sorry so as I was saying

NOTE Confidence: 0.750760919

61ebb53e-1bff-46b1-8a88-7c1c7fa9a720
00:25:22.044 --> 00:25:23.340
she'll benefit from that

NOTE Confidence: 0.750760919

8f8946f5-e208-455b-a4f0-731b41eab091
00:25:23.411 --> 00:25:24.999
onshore bond tax credit.

NOTE Confidence: 0.750760919

e1a5f0bc-fc3e-4b31-8b95-b81541679b40
00:25:25.000 --> 00:25:27.028
But bills gonna be

NOTE Confidence: 0.910107396666667

9dfc0160-9613-41c9-bbe3-a7394e0e34ef
00:25:29.960 --> 00:25:32.630
13,232 pounds so.

NOTE Confidence: 0.910107396666667

ad896aab-191b-4c3b-8a15-06754817d79a
00:25:32.630 --> 00:25:35.115
It's obviously a no brainer that in

NOTE Confidence: 0.910107396666667

af6ee1a9-5730-4d3c-865d-52dceb6b7847
00:25:35.115 --> 00:25:36.978
this scenario the executors should

NOTE Confidence: 0.910107396666667

6ce51bc0-0c8c-488f-8bec-6d4f85c7849e
00:25:36.978 --> 00:25:39.874
assign to Mary 1st and I should point

NOTE Confidence: 0.910107396666667

88f5aed7-5c61-4270-a2f9-4c4812faa30c
00:25:39.945 --> 00:25:41.570
out it's not one-size-fits-all solution.

NOTE Confidence: 0.910107396666667

2133d141-2b18-4c9b-af2f-6ed661f388c4
00:25:41.570 --> 00:25:44.030
For example, there might be 3

NOTE Confidence: 0.910107396666667

ae5b8d20-5fcd-4929-b77c-49ffe87f5163
00:25:44.030 --> 00:25:45.671
beneficiaries entitled to an equal

NOTE Confidence: 0.910107396666667

7224511b-30df-4144-9c7b-dcbeaa0ec2d1
00:25:45.671 --> 00:25:47.207
share that was maybe 20 segments.

NOTE Confidence: 0.910107396666667

7f17fd39-15a1-4eef-abad-30059fcd1371
00:25:47.210 --> 00:25:49.408
You can't split it equally between them,

NOTE Confidence: 0.910107396666667

534fc874-524f-4b04-826f-aa8a8605ddd2
00:25:49.410 --> 00:25:51.370

so they might have to surrender some

NOTE Confidence: 0.910107396666667

8f163941-4e4b-4e74-92dd-b7497f50a490
00:25:51.370 --> 00:25:53.618
segments and a final key point on that

NOTE Confidence: 0.910107396666667

151f2dd3-fff6-4cf6-bda0-78ab300de5ab
00:25:53.618 --> 00:25:55.613
is is that although we're looking at

NOTE Confidence: 0.910107396666667

5bb88d54-1bfe-4a26-8475-e2433bc9d133
00:25:55.613 --> 00:25:57.664
planning today at the point of death,

NOTE Confidence: 0.910107396666667

0bd3b42f-8adb-4cd7-a1e2-d63df9572e97
00:25:57.670 --> 00:26:00.200
it's important to believe anyway.

NOTE Confidence: 0.910107396666667

fe225f11-7c58-467a-99c2-08a6de354d57
00:26:00.200 --> 00:26:03.315
Important to consider the final tax point.

NOTE Confidence: 0.910107396666667

02c2aea0-2e68-4f65-aee7-c367b4b838b9
00:26:03.320 --> 00:26:04.790
When setting up the bond so you

NOTE Confidence: 0.910107396666667

5f0a396e-af45-477b-9308-92320471d929
00:26:04.790 --> 00:26:06.460
know having a younger life assured,

NOTE Confidence: 0.910107396666667

aa48fe47-31c1-4246-a8fc-d8fa2bd8a30c
00:26:06.460 --> 00:26:09.050
or capital redemption or sure helps the

NOTE Confidence: 0.910107396666667

fe3a41db-95e9-497f-9e80-02dcc125afdf
00:26:09.050 --> 00:26:11.078
personal reps control the tax point,

NOTE Confidence: 0.910107396666667

50232e5a-ab93-495a-a338-35d80be020b7
00:26:11.080 --> 00:26:12.532
which can help them with the

NOTE Confidence: 0.910107396666667

706caada-69ac-4b9a-bacb-215d5d0d1cb7
00:26:12.532 --> 00:26:14.258
planning from a tax point of view.

NOTE Confidence: 0.910107396666667

e5ad9cda-95ae-4b34-8218-2a394babd0bc
00:26:14.260 --> 00:26:16.435
Should ultimate beneficiaries being a

NOTE Confidence: 0.910107396666667

ba37462d-7454-4d1b-a923-177b01bbb844
00:26:16.435 --> 00:26:19.300
lower tax bracket than the investor.

NOTE Confidence: 0.910107396666667

7810679f-4f03-4cf6-b9a0-6a79a70ae12a
00:26:19.300 --> 00:26:21.620
But you shouldn't rule out.

NOTE Confidence: 0.910107396666667

255d9409-8247-4f42-abf6-48a9ad90e28b
00:26:21.620 --> 00:26:23.852
Perhaps having the settler or sufficient

NOTE Confidence: 0.910107396666667

380c3e9e-9d8c-4391-b60f-1e1f7700add5
00:26:23.852 --> 00:26:26.147
settler the investor as the sole

NOTE Confidence: 0.910107396666667

e34b4abf-ba46-45ef-afa0-8100bab1d1d6
00:26:26.147 --> 00:26:28.379
life assured because there might be

NOTE Confidence: 0.910107396666667

d99a604c-6eeb-4ef6-a5c1-7cdfd42387b6
00:26:28.379 --> 00:26:29.802
circumstances where the investors

NOTE Confidence: 0.910107396666667

cad3a0ed-8766-4ac5-b724-3d7535ec992f
00:26:29.802 --> 00:26:32.266
capital rich but in a lower tax bracket

NOTE Confidence: 0.910107396666667

d15ba846-58ef-4174-8313-23d8a8d48e1f
00:26:32.270 --> 00:26:33.658
than their ultimate beneficiaries.

NOTE Confidence: 0.910107396666667

efac29b2-2561-4bbf-b358-9be5c0bf8c58
00:26:33.658 --> 00:26:35.740
So actually having a bond ending

NOTE Confidence: 0.910107396666667

4005d246-f6e1-4ce3-a843-e74519393410
00:26:35.801 --> 00:26:37.436
on investors death could actually

NOTE Confidence: 0.910107396666667

21f5e1f1-08ef-456f-a066-bf05d5336e9f
00:26:37.436 --> 00:26:39.414
provide a better outcome than the

NOTE Confidence: 0.910107396666667

d9bbae14-b3a6-4583-9aa3-702381a4f535
00:26:39.414 --> 00:26:41.148
two scenarios we've looked at here.

NOTE Confidence: 0.910107396666667

8ca7eb83-440f-4f63-b7ef-be6253a29bf0
00:26:41.150 --> 00:26:43.796
If if Mary's tax position was different.

NOTE Confidence: 0.737460297647059

6ef3bc82-c173-4dbd-87a3-6e108e7a108c
00:26:46.480 --> 00:26:48.293
OK, and and finally last part for

NOTE Confidence: 0.737460297647059

725a25be-a41f-4b94-a10c-56513c88bb82
00:26:48.293 --> 00:26:50.817
me is just I'll look at defined

NOTE Confidence: 0.737460297647059

83152731-8a66-4ee2-b126-7ed29eaf9023
00:26:50.817 --> 00:26:52.080
benefit defined contribution.

NOTE Confidence: 0.737460297647059

29bb49ae-d0cf-4358-a7e6-a3df6516f9bd
00:26:52.080 --> 00:26:53.765

Sorry pension schemes and that

NOTE Confidence: 0.737460297647059

19453df7-b2ad-45ed-bcb8-60163f457ef8
00:26:53.765 --> 00:26:55.960
impact of death of the member.

NOTE Confidence: 0.737460297647059

57359572-850a-43f1-8835-82bcdb022b5f
00:26:55.960 --> 00:26:57.500
So just a quick recap.

NOTE Confidence: 0.737460297647059

fdb9c2c2-6069-46ba-9006-df7c2a513ea5
00:26:57.500 --> 00:27:00.588
First of the pension freedom changes in 2015,

NOTE Confidence: 0.737460297647059

22c6af0a-79eb-4d23-b11c-279f9ca4c22e
00:27:00.588 --> 00:27:03.276
which obviously changed the tax and

NOTE Confidence: 0.737460297647059

3e1b9464-fa47-48c0-9814-acc79c823d32
00:27:03.276 --> 00:27:05.360
distribution considerations for DC schemes.

NOTE Confidence: 0.737460297647059

de96a602-0a9c-4e1b-adbb-396395e6d082
00:27:05.360 --> 00:27:07.355
So from a tax point of view

NOTE Confidence: 0.737460297647059

51767b7c-89d5-43e2-b525-734e8260a1ac
00:27:07.355 --> 00:27:08.780
prior to pensions freedom,

NOTE Confidence: 0.737460297647059

d21c34e0-13a7-4057-be4b-5a766225ca8b
00:27:08.780 --> 00:27:10.832
the taxation of lump sum death

NOTE Confidence: 0.737460297647059

9d20fc6e-6037-4838-9af7-53b0b6a40419
00:27:10.832 --> 00:27:12.922
benefits depended on whether or not

NOTE Confidence: 0.737460297647059

f9c3cb0c-73ef-451e-987a-03cc40cb6839
00:27:12.922 --> 00:27:14.577
the funds have been crystallized.

NOTE Confidence: 0.737460297647059

2e1efe74-2594-4178-9246-e8928ef8eb22
00:27:14.580 --> 00:27:16.860
For example, an individual 65.

NOTE Confidence: 0.737460297647059

582e9218-4de7-434d-b000-c30e345cc1a1
00:27:16.860 --> 00:27:18.798
Could have left an uncrystallized pot

NOTE Confidence: 0.737460297647059

1f416940-51ff-4230-a06c-9b2631ddab46
00:27:18.798 --> 00:27:21.558
them tax free to dependent but a lump

NOTE Confidence: 0.737460297647059

8da393c4-2c0d-4dca-aa68-80f6a1961dc9
00:27:21.558 --> 00:27:23.670
sum from drawdown would have attracted

NOTE Confidence: 0.737460297647059

7b6b8f21-c195-49d5-a764-b5a0700827ec
00:27:23.738 --> 00:27:25.754
that special lump sum death benefit

NOTE Confidence: 0.737460297647059

b19ea322-694e-48ff-8589-da6e3b3f9613
00:27:25.754 --> 00:27:29.920
charge of 45% income tax was 55%.

NOTE Confidence: 0.737460297647059

05ed75dc-12d3-4026-8d1e-2c0a9e3c41d5
00:27:29.920 --> 00:27:31.280
Sorry at the time,

NOTE Confidence: 0.737460297647059

9a6c47a7-7d7c-47c3-9262-b2deabf6655a
00:27:31.280 --> 00:27:33.320
income tax was also payable at

NOTE Confidence: 0.737460297647059

41118a70-09f1-4107-84a7-fb03a5b78e49
00:27:33.390 --> 00:27:35.394
the beneficiaries marginal rate

NOTE Confidence: 0.737460297647059

98516989-5169-40a8-b868-7e154876691d
00:27:35.394 --> 00:27:37.899
for dependent on annuity drawdown

NOTE Confidence: 0.737460297647059

1e8fc25b-49c2-4748-85d7-617cdaa80a7d
00:27:37.900 --> 00:27:39.416
periods and post freedoms.

NOTE Confidence: 0.737460297647059

dbab51a4-657c-41bf-9e73-a03b6d3fa940
00:27:39.416 --> 00:27:41.690
The main factor for taxation and

NOTE Confidence: 0.737460297647059

22f0fedf-4dc6-4361-aef0-e530de1e0dae
00:27:41.756 --> 00:27:43.952
death benefits is based on whether

NOTE Confidence: 0.737460297647059

37fd4698-4109-4e94-ad30-fb4db16e4353
00:27:43.952 --> 00:27:46.318
the member died before or after age.

NOTE Confidence: 0.737460297647059

9d81b8d4-8a52-45f6-903b-1a5667926eaa
00:27:46.320 --> 00:27:47.508
75 Now come on.

NOTE Confidence: 0.737460297647059

1e1565c4-86d1-4285-b849-696353f0c1fd
00:27:47.508 --> 00:27:48.993
That shortly from a distribution

NOTE Confidence: 0.737460297647059

fc378615-b53d-42ab-a92d-c290d0c7b91b
00:27:48.993 --> 00:27:50.670
point of view, pensions, freedom,

NOTE Confidence: 0.737460297647059

ad543f0e-7076-42c8-9fb8-e056698b4781
00:27:50.670 --> 00:27:51.990
uh, post pensions,

NOTE Confidence: 0.737460297647059

54b6a5f7-beee-4125-b837-d771bc1ecd71
00:27:51.990 --> 00:27:54.066

freedom or pre sorry pre pensions

NOTE Confidence: 0.737460297647059

9c631e5d-1054-4bf0-86a6-dbf0379f6842
00:27:54.066 --> 00:27:56.109
freedom lump sums could be paid

NOTE Confidence: 0.737460297647059

e9edd58b-100b-4be0-9af0-d598ed57ec4a
00:27:56.109 --> 00:27:57.891
to anyone but only a dependent

NOTE Confidence: 0.737460297647059

c4d53285-5518-442e-bf75-1b09364f4efe
00:27:57.891 --> 00:27:59.774
could carry on in drawdown.

NOTE Confidence: 0.737460297647059

8eff0e01-21fb-4aab-9425-16a96a5bbacc
00:27:59.774 --> 00:28:01.058
However, post pensions freedom.

NOTE Confidence: 0.737460297647059

0bbe6fe-25c8-407b-8d7f-b52c63ea1824
00:28:01.058 --> 00:28:02.834
It's now actually possible for non

NOTE Confidence: 0.737460297647059

e25d6deb-e0f9-4d45-a5db-f7096b69b964
00:28:02.834 --> 00:28:04.309
dependents to inherit drawdown funds.

NOTE Confidence: 0.737460297647059

ea34e711-967b-4b42-a889-63e42ca0b377
00:28:04.310 --> 00:28:06.487
So this means on the Members death.

NOTE Confidence: 0.737460297647059

58334ccf-b006-4c9d-952d-42718c11e8f9
00:28:06.490 --> 00:28:07.730
It's possible for the death

NOTE Confidence: 0.737460297647059

181a9b0c-b6e0-406b-9ffd-4316c9b6296b
00:28:07.730 --> 00:28:08.970
benefits to be used to,

NOTE Confidence: 0.737460297647059

544c3635-f62c-47f4-8e05-27f8e5eb047b
00:28:08.970 --> 00:28:10.746
you know set-up depending on nominee

NOTE Confidence: 0.737460297647059

c6e10f34-604b-4a35-9690-a75f14993d20
00:28:10.746 --> 00:28:12.313
drawdown and then on subsequent

NOTE Confidence: 0.737460297647059

06dee2c1-dfa7-408a-8f6b-4d3197e75d9c
00:28:12.313 --> 00:28:14.602
death it can be passed down to

NOTE Confidence: 0.737460297647059

df02e374-b5b8-4946-94c3-b6c22af311cb
00:28:14.602 --> 00:28:15.596
different generations through

NOTE Confidence: 0.737460297647059

25f7a066-bd29-4304-8139-be5910461d24
00:28:15.596 --> 00:28:17.288
success or drawdown and so on.

NOTE Confidence: 0.737460297647059

935a7f12-6de6-4673-8cba-b4ee90759935
00:28:17.290 --> 00:28:19.222
And told that the funds are exhausted

NOTE Confidence: 0.737460297647059

eec663fa-ac55-49d0-8e6f-69b05a64ce1a
00:28:19.222 --> 00:28:21.423
so the ability to pass on pension

NOTE Confidence: 0.737460297647059

09560538-1569-4a4e-aa5c-423d54f6a981
00:28:21.423 --> 00:28:23.068
funds through the generations while

NOTE Confidence: 0.737460297647059

78790c7b-b590-4762-9f49-e319fcda4c32
00:28:23.068 --> 00:28:25.045
keeping it in the the pension systems.

NOTE Confidence: 0.737460297647059

1f5e6395-6f03-4b6d-93bf-76d2f23cb676
00:28:25.050 --> 00:28:26.970
Obviously one of the the key

NOTE Confidence: 0.737460297647059

75a1605b-9dd1-497e-9e70-ef8fea6ebf5e
00:28:26.970 --> 00:28:28.250
benefits of pensions freedom,

NOTE Confidence: 0.737460297647059

dc0c6ba9-2e9b-47b5-990d-de57b1f59106
00:28:28.250 --> 00:28:29.760
but particularly from a tax

NOTE Confidence: 0.737460297647059

3e2d9fc1-9c17-4daf-a2b0-20f221dfc288
00:28:29.760 --> 00:28:30.968
planning point of view.

NOTE Confidence: 0.611121582

30f6480f-3626-4ab6-863c-da5cc18536bf
00:28:33.220 --> 00:28:35.680
So death benefits, you know,

NOTE Confidence: 0.611121582

b7658074-08c1-429d-8c5f-3c38035f6c31
00:28:35.680 --> 00:28:37.170
from a DC scheme your

NOTE Confidence: 0.611121582

8b84ea01-b2be-47e5-b3c6-05b21c64a380
00:28:37.170 --> 00:28:38.660
potential got your lump sum,

NOTE Confidence: 0.611121582

ca2fe445-156c-4c4c-88d3-2c0aff9a9884
00:28:38.660 --> 00:28:40.120
drawdown and annuity options,

NOTE Confidence: 0.611121582

5ae1a858-61c1-432d-917a-8b81a6183097
00:28:40.120 --> 00:28:41.945
but it's important to remember

NOTE Confidence: 0.611121582

8b7575d9-28be-4c30-aa5c-57663cb5fd23
00:28:41.945 --> 00:28:43.741
that it's not actually possible

NOTE Confidence: 0.611121582

a25407cf-1a00-436e-be53-85b1f2aeb41b
00:28:43.741 --> 00:28:45.456

to transfer a death benefit.

NOTE Confidence: 0.611121582

1b4aae07-4ee5-4e66-ae93-67ddbdc6666
00:28:45.460 --> 00:28:47.464
The beneficiary can only elect to

NOTE Confidence: 0.611121582

72acbc5b-e603-4829-97fd-f09243d84afd
00:28:47.464 --> 00:28:50.280
take the benefit as a lump sum of

NOTE Confidence: 0.611121582

71e8985f-7154-4a80-8f53-a174d3ceb825
00:28:50.280 --> 00:28:51.696
designated drawdown or annuity.

NOTE Confidence: 0.611121582

2addccf6-a0f5-4a34-9360-6a80f0611a67
00:28:51.700 --> 00:28:52.932
Assuming all three options

NOTE Confidence: 0.611121582

c3f3ae79-60c1-4d84-ab75-06b7c6d45df6
00:28:52.932 --> 00:28:54.472
are available for this scheme.

NOTE Confidence: 0.611121582

3d1d0bd1-1b82-4c7e-bf5b-e8cdeaf1edac
00:28:54.480 --> 00:28:57.000
And furthermore, although the law now

NOTE Confidence: 0.611121582

392019ae-4bc5-44a3-b048-4b2da8fe550d
00:28:57.000 --> 00:28:59.740
allows full flexibility of death benefits,

NOTE Confidence: 0.611121582

e257ba16-b74b-419b-99f7-7e95dfc15d9f
00:28:59.740 --> 00:29:01.240
that's actually going to be dependent

NOTE Confidence: 0.611121582

3c5bf9b9-281c-4734-bb09-7d1a8760431a
00:29:01.240 --> 00:29:02.240
on the scheme rule.

NOTE Confidence: 0.611121582

6e761f65-b901-43be-80fa-33714a0690fa
00:29:02.240 --> 00:29:03.560
So scheme rules.

NOTE Confidence: 0.611121582

b792cdaa-6d1b-45a2-a6cd-fa913c73277f
00:29:03.560 --> 00:29:06.640
So at the end of the day.

NOTE Confidence: 0.611121582

356713dc-0288-4237-8db0-fd147d5adc66
00:29:06.640 --> 00:29:07.630
So what they can get?

NOTE Confidence: 0.611121582

a84a5049-cccb-4a14-92a0-98cd3fccb207
00:29:07.630 --> 00:29:10.690
That's that's going to depend on.

NOTE Confidence: 0.611121582

2ea4095c-601e-40e1-8681-244b314b7ad9
00:29:10.690 --> 00:29:12.972
You know whether there's been a nomination

NOTE Confidence: 0.611121582

02056ade-c917-463a-8f5d-d9aa1a488184
00:29:12.972 --> 00:29:14.899
and whether they're dependent living.

NOTE Confidence: 0.611121582

91754281-c647-495e-97fb-822aed3f0b8f
00:29:14.900 --> 00:29:16.783
So in this slide here we're considering

NOTE Confidence: 0.611121582

f6d7e437-4142-421c-8c24-472cce44d613
00:29:16.783 --> 00:29:18.593
a scheme that has discretion over

NOTE Confidence: 0.611121582

c4b05698-d307-45b2-bbd7-5be6dab30b88
00:29:18.593 --> 00:29:20.178
the payment of death benefits,

NOTE Confidence: 0.611121582

04ad9c4d-ac5b-4d5f-8f53-e548689f82d5
00:29:20.180 --> 00:29:22.852
and then the visuals are a class or

NOTE Confidence: 0.611121582

3ab04e90-e930-4d2f-98d5-9970974073b8
00:29:22.852 --> 00:29:24.579
beneficiaries allowed under the scheme.

NOTE Confidence: 0.611121582

fe3b2a15-b633-404b-be3e-a39107dbe383
00:29:24.580 --> 00:29:28.450
So the scheme can pay a lump

NOTE Confidence: 0.611121582

a9a70515-ec93-40c3-9779-a1ae429e3722
00:29:28.450 --> 00:29:31.093
sum if a dependent is living

NOTE Confidence: 0.611121582

48663d10-1f15-42a8-817d-70ec5705f4bd
00:29:31.093 --> 00:29:33.197
and they've been nominated,

NOTE Confidence: 0.611121582

4901044f-3b24-42fe-9bae-deb2d5138268
00:29:33.200 --> 00:29:35.097
they can obviously give income to the

NOTE Confidence: 0.611121582

a6a8e39e-ffc1-4a43-ad08-2761eda75540
00:29:35.097 --> 00:29:37.347
bit to that dependent on the nominee.

NOTE Confidence: 0.611121582

4162f586-9117-42cc-bb8a-712690c34755
00:29:37.350 --> 00:29:39.086
As you can see in the first row

NOTE Confidence: 0.611121582

9f10b7d2-3431-4f13-babb-f3bb90e9857c
00:29:39.086 --> 00:29:40.869
here at the top and a lump sum.

NOTE Confidence: 0.611121582

ae5944c0-8eb9-4594-8c4d-624cc8c2b3ee
00:29:40.870 --> 00:29:43.855
Anybody if there's no dependent

NOTE Confidence: 0.611121582

9d2a9520-27cd-470f-aa4e-c0c570118e3f
00:29:43.855 --> 00:29:46.243

living being nominated alive?

NOTE Confidence: 0.611121582

923ed055-db9a-4c2f-b17c-34dd4244f912
00:29:46.250 --> 00:29:46.583
Sorry,

NOTE Confidence: 0.611121582

780fe13f-549b-4fee-9566-069222b51ad3
00:29:46.583 --> 00:29:48.581
but there's a nomination then a

NOTE Confidence: 0.611121582

8b6e208c-96cd-4437-91e2-9d2b88e5b712
00:29:48.581 --> 00:29:51.086
lump sum can be given to a nominee.

NOTE Confidence: 0.611121582

f3b0b634-6113-4137-a8d7-bc71c94c56be
00:29:51.090 --> 00:29:51.501
Actually,

NOTE Confidence: 0.611121582

a13fbc81-473f-451f-ad3d-a0021279e8db
00:29:51.501 --> 00:29:54.378
I've just noticed an error on lazy

NOTE Confidence: 0.611121582

7eb8a349-1f35-49bd-82e1-b148a4726688
00:29:54.378 --> 00:29:56.960
slide that should say income to a

NOTE Confidence: 0.611121582

857976de-6688-4950-b5ac-8bbc15c6c7bd
00:29:56.960 --> 00:29:59.470
nominee and a lump sum to anyone.

NOTE Confidence: 0.611121582

246fdad5-1921-4b5e-906c-ae6b6bcfd227
00:29:59.470 --> 00:30:02.665
The 3rd row down there or the 4th row.

NOTE Confidence: 0.611121582

ff79d2f8-2a5a-4ada-9805-16be0dd7a04b
00:30:02.670 --> 00:30:05.869
If there's a dependent but no nomination,

NOTE Confidence: 0.611121582

f6d44b60-49b0-4dd0-9506-f5753eb3a935
00:30:05.870 --> 00:30:08.294
then income can only be paid to a

NOTE Confidence: 0.611121582

18045730-2844-4dfb-aa96-f815e2171ace
00:30:08.294 --> 00:30:10.446
dependent and and lump sum to anyone.

NOTE Confidence: 0.611121582

e820a7ed-f5a8-43d7-8346-8e840e214658
00:30:10.450 --> 00:30:11.371
But if there's.

NOTE Confidence: 0.611121582

cf13a171-4bc7-4a66-926d-05342007bd14
00:30:11.371 --> 00:30:12.906
If there's no dependent and

NOTE Confidence: 0.611121582

5f83863e-5085-4933-ac0d-bf6f4cd55c3d
00:30:12.906 --> 00:30:14.360
and there's no nomination,

NOTE Confidence: 0.611121582

669352ad-8df1-4f3b-9d66-e112168c5ef6
00:30:14.360 --> 00:30:16.817
then the scheme has a discretion to

NOTE Confidence: 0.611121582

f8b66756-e39c-43e6-bcb5-a2bfe0283fbc
00:30:16.817 --> 00:30:19.705
pay income to anyone and and and as

NOTE Confidence: 0.611121582

e2cc3dfe-5bdf-494d-ade2-461aaa7fcca
00:30:19.705 --> 00:30:22.258
normal lump sums could also be paid

NOTE Confidence: 0.611121582

4245cc9c-efb2-4e1a-bd9a-149952b9d5c1
00:30:22.258 --> 00:30:25.130
to anyone at the discretion of the scheme.

NOTE Confidence: 0.611121582

b1e10bdc-6867-4e2d-8555-85ef37823ad6
00:30:25.130 --> 00:30:27.152
When it comes to distribution at

NOTE Confidence: 0.611121582

94aec02e-8a34-469d-8a04-2a3ab7f380e1
00:30:27.152 --> 00:30:29.534
death benefits and the first thing to

NOTE Confidence: 0.611121582

ae833592-dcc2-45c0-873e-a965f485c17e
00:30:29.534 --> 00:30:31.802
consider is to check the scheme rules,

NOTE Confidence: 0.611121582

7146fb98-538d-4b4e-9502-dfa60eb5ce4f
00:30:31.810 --> 00:30:33.050
because as I mentioned earlier,

NOTE Confidence: 0.611121582

a41142ee-79da-46d4-957e-0b677052bff1
00:30:33.050 --> 00:30:34.238
the scheme rules rule.

NOTE Confidence: 0.611121582

bde81c98-e7c6-472b-8971-c5d885da0a51
00:30:34.238 --> 00:30:36.020
So if the scheme doesn't allow

NOTE Confidence: 0.611121582

a34f428c-049e-48a8-b769-ab1d10795da2
00:30:36.083 --> 00:30:37.315
full flexibility and remember

NOTE Confidence: 0.611121582

ff719ce2-309d-46ea-acaf-0fb6aa2b8b20
00:30:37.315 --> 00:30:39.621
you know wants to pass on their

NOTE Confidence: 0.611121582

d0559c81-9eac-4ee0-88cf-1edf259a0b38
00:30:39.621 --> 00:30:41.172
pension death benefits through,

NOTE Confidence: 0.611121582

e4b00084-991e-46af-9098-1143373ca180
00:30:41.172 --> 00:30:42.660
say, dependent nominee, successor,

NOTE Confidence: 0.611121582

50ca05ad-059e-42f0-bfa7-91c940a21ea8
00:30:42.660 --> 00:30:42.921

drawdown,

NOTE Confidence: 0.611121582

c48b91f5-8701-4e2c-a927-eee61cf53fda
00:30:42.921 --> 00:30:45.009
then they may need to transfer to a

NOTE Confidence: 0.611121582

9bb9793a-e2bc-4564-a6bf-74b237824b4a
00:30:45.009 --> 00:30:46.828
scheme that allows the death benefit.

NOTE Confidence: 0.611121582

77e67ab8-6816-425f-970a-2fc74b2749db
00:30:46.830 --> 00:30:48.926
Options are looking for.

NOTE Confidence: 0.611121582

f20fbcec-7288-494b-a51f-be49683807d5
00:30:48.926 --> 00:30:50.290
However, what would say,

NOTE Confidence: 0.611121582

f78e414c-200e-4cc7-8fe1-246c3eb3ae0e
00:30:50.290 --> 00:30:51.690
although beneficiary drawdown might not

NOTE Confidence: 0.611121582

751928da-8b22-4554-9d30-2f1c6d0a3b5e
00:30:51.690 --> 00:30:53.728
be an option within the scheme rules,

NOTE Confidence: 0.611121582

008a631e-513c-4a1c-9cbd-1ef4cb058f64
00:30:53.730 --> 00:30:55.230
the taxation of the pensions.

NOTE Confidence: 0.611121582

752b8ecb-5e5e-4b38-9157-1b47866f3b19
00:30:55.230 --> 00:30:57.790
The 2014 that introduced a

NOTE Confidence: 0.611121582

6a5ea381-8907-4ef9-9e8d-e862d86d3b11
00:30:57.790 --> 00:30:59.838
statutory permissive override into

NOTE Confidence: 0.611121582

ac320941-c1d7-4e41-8527-da023a4c8c2b
00:30:59.838 --> 00:31:02.338
the Finance Act 2004 and this

NOTE Confidence: 0.611121582

8c445518-7886-4590-8587-89c04900ac19
00:31:02.338 --> 00:31:03.322
legislation effectively allows

NOTE Confidence: 0.611121582

2a54ab5d-ca6c-4320-a935-8d1df60cb2f5
00:31:03.322 --> 00:31:05.670
a scheme to offer the new rules.

NOTE Confidence: 0.611121582

85c452c0-ed8e-4653-86e0-d30823903843
00:31:05.670 --> 00:31:09.390
So the key point there is,

NOTE Confidence: 0.611121582

dc36f92d-9769-4dcf-80bb-b0fd634fe330
00:31:09.390 --> 00:31:13.178
although the scheme does not have or can

NOTE Confidence: 0.611121582

9c9252b4-b3a3-44ef-994f-931a110b8b8b
00:31:13.178 --> 00:31:15.598
use those statutory permissive overrides,

NOTE Confidence: 0.611121582

6ac1f91a-5068-411b-b4ab-28fc6b24a32c
00:31:15.600 --> 00:31:17.644
they don't have to accept their discretion,

NOTE Confidence: 0.611121582

0c9d9335-c58a-47ca-8e13-9198b9ebf2c7
00:31:17.650 --> 00:31:20.032
so some schemes are prepared to

NOTE Confidence: 0.611121582

0bed375e-4403-40f7-925a-02965d664f79
00:31:20.032 --> 00:31:22.790
use them in certain circumstances,

NOTE Confidence: 0.611121582

5eeb5e48-98b6-4ab9-b5f4-00a80d12752e
00:31:22.790 --> 00:31:24.407
maybe to help the beneficiary you know,

NOTE Confidence: 0.611121582

456aac1c-8c46-4d72-ac04-9bcb5c903966
00:31:24.410 --> 00:31:26.020
on the basis that they will do.

NOTE Confidence: 0.611121582

f2b55445-717d-485c-98f0-6ed13a796632
00:31:26.020 --> 00:31:28.939
An immediate drawdown to draw down transfer,

NOTE Confidence: 0.611121582

163d9ca3-5dcd-4344-8555-96385261beb8
00:31:28.940 --> 00:31:30.980
so you might have heard of that before.

NOTE Confidence: 0.611121582

43c4e4d9-10fb-4105-bbbd-2f6395e15ae2
00:31:30.980 --> 00:31:32.450
It's often referred to as blink

NOTE Confidence: 0.611121582

308740a6-bdcf-434b-bf66-50c2707a5179
00:31:32.450 --> 00:31:33.430
of an eye draw

NOTE Confidence: 0.854399152727273

d69ac32d-f3f6-43c7-aca7-e47784b8a784
00:31:33.493 --> 00:31:35.979
down. Not all schemes will make that obvious.

NOTE Confidence: 0.854399152727273

91acd300-89f1-471c-a5ac-3c2e6416eb89
00:31:35.980 --> 00:31:37.069
That's an option.

NOTE Confidence: 0.854399152727273

82660530-eef5-44eb-a784-63d0e0902ecc
00:31:37.069 --> 00:31:39.610
It might only be available on request,

NOTE Confidence: 0.854399152727273

f3a659e5-37d8-4d1e-b0d8-5adee1cfb70a
00:31:39.610 --> 00:31:41.498
so you might be looking at the paperwork,

NOTE Confidence: 0.854399152727273

a23fccfc-1a31-4800-a2ba-777138197830
00:31:41.500 --> 00:31:43.404

seeing death benefits available,

NOTE Confidence: 0.854399152727273

f2149956-2740-49f4-b8fb-4cd20420bf32
00:31:43.404 --> 00:31:46.260
thinking that flexibility is not available,

NOTE Confidence: 0.854399152727273

c743d8f5-283f-45ec-9ec3-4fe6806b594c
00:31:46.260 --> 00:31:47.950
so you might be considering

NOTE Confidence: 0.854399152727273

1211e861-423b-4113-a7c2-1eb1bb4f13ce
00:31:47.950 --> 00:31:49.640
a transfer to another scheme,

NOTE Confidence: 0.854399152727273

6d964a5c-70c7-49df-aa4f-9d0f4522340e
00:31:49.640 --> 00:31:52.936
but I would just say always check first,

NOTE Confidence: 0.854399152727273

0d7da30a-824b-42de-8bdd-59fc8ede4da5
00:31:52.940 --> 00:31:54.914
because if you double check with them

NOTE Confidence: 0.854399152727273

11e2803b-607f-42a9-a9ae-231676007c69
00:31:54.914 --> 00:31:57.306
they might be able to offer a concession.

NOTE Confidence: 0.854399152727273

8a3e5b01-5b59-4c67-87bd-a63b072ff902
00:31:57.310 --> 00:31:59.522
Could do that and therefore a transfer

NOTE Confidence: 0.854399152727273

9d9cac3e-04b4-481e-a57a-dda7cfc9710b
00:31:59.522 --> 00:32:01.199
might not actually be required,

NOTE Confidence: 0.854399152727273

84cd38ef-5fc5-4116-928c-ff2eeb98d1fe
00:32:01.200 --> 00:32:03.546
although there might obviously be other

NOTE Confidence: 0.854399152727273

9786e39d-810b-47e6-96ce-44d580fea3f1
00:32:03.546 --> 00:32:05.730
reasons for discussing a transfer.

NOTE Confidence: 0.854399152727273

b502cf31-4c96-495a-a3d3-c1366a5cdb33
00:32:05.730 --> 00:32:06.830
And once you've considered

NOTE Confidence: 0.854399152727273

0fb76b3f-76e1-4f61-aa9d-9fad0f34f361
00:32:06.830 --> 00:32:08.205
the the scheme of things,

NOTE Confidence: 0.854399152727273

9671d384-86e6-4b42-ba8d-0b94a357712a
00:32:08.210 --> 00:32:09.806
you need to consider who can benefit.

NOTE Confidence: 0.854399152727273

f330d83b-c3ac-4f1b-ba05-a94c21eaa5ff
00:32:09.810 --> 00:32:11.987
So if the scheme doesn't have discretion,

NOTE Confidence: 0.854399152727273

ffa598a8-41f2-4a7f-872d-a709a768407a
00:32:11.990 --> 00:32:14.062
it's a binding nomination or the plan

NOTE Confidence: 0.854399152727273

7a7b4814-56b7-422f-969c-30621223694d
00:32:14.062 --> 00:32:16.159
terms dictate who it goes to the the

NOTE Confidence: 0.854399152727273

457480ed-e015-4b44-b158-4e097706058d
00:32:16.159 --> 00:32:18.125
money for the pension is gonna go

NOTE Confidence: 0.854399152727273

0c2c2c16-ada6-4e69-b850-8cf76ccda84d
00:32:18.125 --> 00:32:20.005
straight to the beneficiaries nominated.

NOTE Confidence: 0.854399152727273

9954f635-4479-4d66-8d4d-b998d0f2649d
00:32:20.010 --> 00:32:20.787
So, for example,

NOTE Confidence: 0.854399152727273

1cb62413-3951-46c2-a745-09a57974ff60
00:32:20.787 --> 00:32:23.130
the benefit of a rack not placed in trust,

NOTE Confidence: 0.854399152727273

d0070557-4dda-4945-8c48-ecaadfc50d78
00:32:23.130 --> 00:32:24.850
it's going to be payable to the state,

NOTE Confidence: 0.854399152727273

0c00b199-18b7-4ec4-9296-105327974a7e
00:32:24.850 --> 00:32:26.818
but it may be a drawdown arrangement and

NOTE Confidence: 0.854399152727273

6d5bba5c-7242-43a7-ae8-6e1602c03830
00:32:26.818 --> 00:32:28.590
the planned T&C's state the nomination

NOTE Confidence: 0.854399152727273

f13fdd6a-20c0-4cc3-a2f6-40eefceef55b
00:32:28.590 --> 00:32:30.510
for As for the restricted dependent,

NOTE Confidence: 0.854399152727273

6f7c5ac8-488a-4eca-859c-bdcac6a08fae
00:32:30.510 --> 00:32:31.462
such as the spouse,

NOTE Confidence: 0.854399152727273

52442b19-8a97-49c1-a24e-add4abc99831
00:32:31.462 --> 00:32:32.890
and that's binding on the scheme,

NOTE Confidence: 0.854399152727273

c27e2582-553b-41cd-97df-03fbc4e468ff
00:32:32.890 --> 00:32:34.375
which means they have no

NOTE Confidence: 0.854399152727273

c24faacf-ea42-40cc-9cfd-132127b74373
00:32:34.375 --> 00:32:35.860
discretion to deviate for that.

NOTE Confidence: 0.854399152727273

3573bfcc-3e86-4f16-9ed6-877c4e24433c
00:32:35.860 --> 00:32:37.440

Nomination so it's obviously

NOTE Confidence: 0.854399152727273

6639754f-0c74-4fec-a7f5-50c468d18243
00:32:37.440 --> 00:32:39.415
important to understand when a

NOTE Confidence: 0.854399152727273

d264c218-d388-458b-88d4-cec90bbb6486
00:32:39.415 --> 00:32:41.824
a binding nomination can apply

NOTE Confidence: 0.854399152727273

bd9fde3b-4f9f-48dd-9c56-c3250f576cf1
00:32:41.824 --> 00:32:43.768
when discussing death benefits.

NOTE Confidence: 0.523413263333333

73102ea6-fbf7-4513-ba7b-0d7478746958
00:32:46.390 --> 00:32:49.066
Alright, so I'm nearly finished there.

NOTE Confidence: 0.523413263333333

f34dd74f-d2ef-4999-a34b-c3345388574e
00:32:49.070 --> 00:32:50.690
If the scheme doesn't have

NOTE Confidence: 0.523413263333333

b572dc4e-ea12-47e8-a683-858f23cffe83
00:32:50.690 --> 00:32:51.986
discretion over who benefits,

NOTE Confidence: 0.523413263333333

f2f84fcb-88b1-4ad7-bde3-6c4b5a999d27
00:32:51.990 --> 00:32:53.978
and it's effectively up to the scheme

NOTE Confidence: 0.523413263333333

988783bd-c748-4a91-9a85-747eb2606816
00:32:53.978 --> 00:32:56.111
to do a gathering of information

NOTE Confidence: 0.523413263333333

c741fb62-c9d7-4b2a-b476-60702ec66624
00:32:56.111 --> 00:32:58.126
to decide who can benefit.

NOTE Confidence: 0.523413263333333

dd5cf8b5-32cd-441c-86f0-5e3f44fc0b6c
00:32:58.130 --> 00:32:59.768
From most cases, the scheme is going

NOTE Confidence: 0.5234132633333333

ed61ae08-2854-4188-ba73-bfa2a40ed9dd
00:32:59.768 --> 00:33:01.648
to abide by the Members nomination,

NOTE Confidence: 0.5234132633333333

d9f14061-8b07-4f49-8c1c-7268f9300424
00:33:01.650 --> 00:33:03.822
but they still need to gather

NOTE Confidence: 0.5234132633333333

f26e582e-0cdf-4969-a7ec-ef1679a5ea75
00:33:03.822 --> 00:33:05.502
information before making a decision,

NOTE Confidence: 0.5234132633333333

4459e516-db63-4afd-afe2-784b5c310f11
00:33:05.502 --> 00:33:07.142
because there might be circumstances

NOTE Confidence: 0.5234132633333333

4770736c-785a-4e4e-876c-b9b15e613d9a
00:33:07.142 --> 00:33:09.335
in a way where it might be appropriate

NOTE Confidence: 0.5234132633333333

2f3bb4e2-5da3-482c-ba7f-649c4492cfa1
00:33:09.335 --> 00:33:10.970
to pay benefits to someone else.

NOTE Confidence: 0.5234132633333333

11972415-7af3-489c-9108-de728303162a
00:33:10.970 --> 00:33:12.629
You know the the Member might have

NOTE Confidence: 0.5234132633333333

8c370953-c61a-4cfd-985c-db4d3ea7c9cf
00:33:12.629 --> 00:33:14.229
split from their partner or spouse,

NOTE Confidence: 0.5234132633333333

40be409e-32a9-431e-9e78-21724b459923
00:33:14.230 --> 00:33:16.799
sorry, and and and and didn't divorce.

NOTE Confidence: 0.523413263333333

9517bc99-324b-40b5-bb50-4e9bd3229a78
00:33:16.800 --> 00:33:18.550
But they may have minor children or

NOTE Confidence: 0.523413263333333

d7101c3a-282e-42e3-adb9-100a3470363a
00:33:18.550 --> 00:33:19.680
dependent, and it may be better.

NOTE Confidence: 0.523413263333333

f8083d25-41c2-4b29-8a09-8e997dbc4630
00:33:19.680 --> 00:33:20.948
Obviously, for those funds,

NOTE Confidence: 0.523413263333333

185def18-0658-4f09-93e5-1cf0d19c881d
00:33:20.948 --> 00:33:23.960
then to be used for the benefit of the

NOTE Confidence: 0.523413263333333

7b94b7d7-d842-4125-8596-6092ab31c3d6
00:33:23.960 --> 00:33:26.396
children rather than going to the spouse.

NOTE Confidence: 0.523413263333333

f9316889-de96-4ce8-a468-7b05cbb0cfba
00:33:26.400 --> 00:33:29.190
Umm? It's not clicking here.

NOTE Confidence: 0.523413263333333

88b16d8b-9bb9-4179-89a5-3a2a00261f05
00:33:29.190 --> 00:33:30.264
Here we go.

NOTE Confidence: 0.523413263333333

60a4fcec-74ea-4f44-9d33-66d8ca861954
00:33:30.264 --> 00:33:31.696
So tax on death,

NOTE Confidence: 0.523413263333333

ec894153-82e7-4f93-ad85-4755abf7efe3
00:33:31.700 --> 00:33:33.584
we're what we're obviously I said

NOTE Confidence: 0.523413263333333

679a0318-af0b-4444-9288-59aa46d99791
00:33:33.584 --> 00:33:35.609

at the beginning of the session.

NOTE Confidence: 0.5234132633333333

61cfc337-05bf-49a6-ba9a-10884957125d
00:33:35.610 --> 00:33:37.941
The main factor post freedoms is whether

NOTE Confidence: 0.5234132633333333

bd95c7d4-cb10-41f1-8c12-7850a51dccce
00:33:37.941 --> 00:33:40.960
the member dies before or after age 75.

NOTE Confidence: 0.5234132633333333

670826c6-462c-4b27-9e95-248738d5418f
00:33:40.960 --> 00:33:43.204
So if the member dies under

NOTE Confidence: 0.5234132633333333

3dbfc667-30b8-42a9-9f1b-5019cb1ef1d9
00:33:43.204 --> 00:33:44.700
75 with Uncrystallized money,

NOTE Confidence: 0.5234132633333333

99f8c81a-77f2-481a-9758-478739aea727
00:33:44.700 --> 00:33:46.730
purchase funds and and provided

NOTE Confidence: 0.5234132633333333

236494c0-4de4-4e21-bc88-1dda9bc24deb
00:33:46.730 --> 00:33:48.760
the death benefits are distributed

NOTE Confidence: 0.5234132633333333

20c4c547-d288-4fd1-9eab-1004f2b13533
00:33:48.822 --> 00:33:50.357
within a two year window,

NOTE Confidence: 0.5234132633333333

09ef3ca7-f479-462c-80b5-3a8ab4095865
00:33:50.360 --> 00:33:52.376
then the full fund will be

NOTE Confidence: 0.5234132633333333

0c55f54b-736f-4fb0-9527-b66a1d1686b7
00:33:52.376 --> 00:33:53.720
tested against the LTA.

NOTE Confidence: 0.5234132633333333

74c2a129-72dd-4c8b-bee3-5cea79f40c70
00:33:53.720 --> 00:33:55.425
But benefits are normally paid

NOTE Confidence: 0.5234132633333333

1b55d41a-c359-4245-aae6-6b08f3a54925
00:33:55.425 --> 00:33:57.830
tax free if paid within two years.

NOTE Confidence: 0.5234132633333333

04a54ab6-8ec3-4025-9f82-1b6bef23dc18
00:33:57.830 --> 00:33:58.955
Of the scheme,

NOTE Confidence: 0.5234132633333333

5f3eda34-062f-45fd-bba8-9095543c8a8e
00:33:58.955 --> 00:34:00.455
basically becoming aware or

NOTE Confidence: 0.5234132633333333

a01864fb-9148-4050-9762-af2ee78cda48
00:34:00.455 --> 00:34:02.738
reasonably aware of the Members death.

NOTE Confidence: 0.5234132633333333

cd158127-70e1-47d5-b4ca-d4009d8fd84f
00:34:02.740 --> 00:34:05.708
If paid out with that two year period,

NOTE Confidence: 0.5234132633333333

ed0b23f0-6117-4eb1-93e0-cce67dc2321c
00:34:05.710 --> 00:34:08.356
then they'll become taxed to the

NOTE Confidence: 0.5234132633333333

1a89cec3-75bc-4898-b974-82864cbc8e3d
00:34:08.356 --> 00:34:09.679
beneficiaries marginal rate.

NOTE Confidence: 0.5234132633333333

91e8b31d-4f4c-4b5d-8156-0592970fe51e
00:34:09.680 --> 00:34:11.918
If the benefits of already vested

NOTE Confidence: 0.5234132633333333

7606f7ca-c1fa-4b3b-85d0-98e1b876e950
00:34:11.918 --> 00:34:13.810
either been crystallised in the

NOTE Confidence: 0.523413263333333

a650090d-bf48-4420-816d-34b0e14c26ec
00:34:13.810 --> 00:34:15.177
member dies before 75,

NOTE Confidence: 0.523413263333333

9adb2c5a-93f1-44de-af66-49adc1f8302d
00:34:15.177 --> 00:34:17.319
but they were in drawdown that

NOTE Confidence: 0.523413263333333

bf8588ce-5ef4-4085-9997-dd19754c089f
00:34:17.319 --> 00:34:19.500
pots not retested against the Lt,

NOTE Confidence: 0.523413263333333

3b003acd-e1e8-4461-8cba-dd092106f8f0
00:34:19.500 --> 00:34:21.360
the benefits would also be income

NOTE Confidence: 0.523413263333333

1022125d-1e66-4887-938c-b20da621997f
00:34:21.360 --> 00:34:23.426
tax free unless paid as a lump

NOTE Confidence: 0.523413263333333

ce8f942d-3e4e-4baa-a435-58c7913d7717
00:34:23.426 --> 00:34:24.956
sum after the two year period,

NOTE Confidence: 0.523413263333333

1d904443-6d20-45de-80d6-95c2c76d54b7
00:34:24.960 --> 00:34:26.622
in which case that that lump

NOTE Confidence: 0.523413263333333

45f077f3-e614-41fb-ab47-757d467a2eb8
00:34:26.622 --> 00:34:28.589
sum would be taxable at the

NOTE Confidence: 0.523413263333333

fa1876f8-3fed-468d-b0bc-e49ad12f804d
00:34:28.589 --> 00:34:29.780
beneficiaries marginal rate.

NOTE Confidence: 0.523413263333333

9ff7ea15-4c31-4d3c-a09e-46f7ba53639d
00:34:29.780 --> 00:34:32.476

And if the member actually dies after 75,

NOTE Confidence: 0.5234132633333333

88e16e16-f24b-4854-840c-3f2887068655
00:34:32.480 --> 00:34:34.760
there's obviously no LTA test as

NOTE Confidence: 0.5234132633333333

5fdf0dca-a516-4de3-8b1a-99ff202f24ed
00:34:34.760 --> 00:34:36.680
benefits would have been tested

NOTE Confidence: 0.5234132633333333

964c931b-d58b-4160-8605-dc7274e3b52c
00:34:36.680 --> 00:34:39.352
against Lt at 75 and for income.

NOTE Confidence: 0.5234132633333333

9cfda4b4-2d93-4dd9-a410-569f52dd09ac
00:34:39.352 --> 00:34:41.860
Exposes benefits paid to an individual

NOTE Confidence: 0.5234132633333333

23cbc6b6-ee7d-48b1-89e8-240d97c8202a
00:34:41.933 --> 00:34:44.393
be taxed at their marginal rate

NOTE Confidence: 0.5234132633333333

a71bca16-eb95-4820-9fb5-9f3539f7d09f
00:34:44.393 --> 00:34:46.033
for income tax purposes,

NOTE Confidence: 0.5234132633333333

579bdd44-e467-49b2-a9c2-bbb6e4c27208
00:34:46.040 --> 00:34:47.377
but if they're actually paid to us,

NOTE Confidence: 0.5234132633333333

45d08749-f1f6-4bd3-91e2-fd36a1e8fa9d
00:34:47.380 --> 00:34:47.653
yeah,

NOTE Confidence: 0.5234132633333333

aa53f075-910e-4618-909b-1dcc4776f21a
00:34:47.653 --> 00:34:49.291
and non individuals such as our

NOTE Confidence: 0.5234132633333333

06a47df7-cd4d-4746-90a9-8ef6fcb4e83e
00:34:49.291 --> 00:34:50.960
bypass trust or to the state

NOTE Confidence: 0.5234132633333333

5a90a79c-5488-4879-804c-1c5329e288d1
00:34:50.960 --> 00:34:52.538
that's going to incur the special

NOTE Confidence: 0.5234132633333333

af8fc766-6e9e-40d2-bdf1-5269d0e11488
00:34:52.538 --> 00:34:54.150
lump sum death benefit charge,

NOTE Confidence: 0.5234132633333333

f2fbb0ba-edb3-4ef3-ac6e-e1d42fc0e9f6
00:34:54.150 --> 00:34:55.610
which is now 45%.

NOTE Confidence: 0.5234132633333333

92bfe18e-b753-4fde-bbd8-5efe341e12eb
00:34:55.610 --> 00:34:58.572
So a key point on this payment in

NOTE Confidence: 0.5234132633333333

ccaf355f-6c5a-478e-890f-752fae2308cb
00:34:58.572 --> 00:35:00.502
non qualifying taxable lump sums

NOTE Confidence: 0.5234132633333333

ceaa63d7-1424-48c2-9e32-0b516e617d9f
00:35:00.502 --> 00:35:02.600
to bypass trusted estate is that

NOTE Confidence: 0.5234132633333333

16417878-5e76-4569-b65b-331006cf30df
00:35:02.600 --> 00:35:04.637
if it's paid to a bypass trust,

NOTE Confidence: 0.5234132633333333

9d0097d9-d2e2-4abc-a1a9-a74ad727d08f
00:35:04.640 --> 00:35:07.012
it's paid less at 45% tax charge.

NOTE Confidence: 0.5234132633333333

17d54da7-7946-4aab-8fb9-92db3882b3fe
00:35:07.012 --> 00:35:08.542
But when the subsequent payments

NOTE Confidence: 0.523413263333333

4c0b880d-a916-4771-9a54-d6aada8a89f3
00:35:08.542 --> 00:35:09.850
paid to the trust.

NOTE Confidence: 0.523413263333333

83ca226f-7b65-4b4f-9f90-5fd6a118badf
00:35:09.850 --> 00:35:11.506
And officially they received

NOTE Confidence: 0.523413263333333

73e82bfa-d9d4-4f24-8cdc-98af1c32be00
00:35:11.506 --> 00:35:13.776
that with a 45% tax credit.

NOTE Confidence: 0.523413263333333

921885ae-2173-431a-8c58-fd6a0dcbe5ea
00:35:13.776 --> 00:35:16.170
So if the recipient beneficiary of the

NOTE Confidence: 0.523413263333333

8aac464e-ebd1-4cb5-b2c9-41025c71a40c
00:35:16.233 --> 00:35:18.830
trust is not an additional rate taxpayer,

NOTE Confidence: 0.523413263333333

6af84fcd-87d0-4b3d-a0b9-54097d3635ea
00:35:18.830 --> 00:35:19.950
they'll be able to reclaim

NOTE Confidence: 0.523413263333333

1dc6c593-0c01-42a8-8c14-39156fb9e28e
00:35:19.950 --> 00:35:21.570
some or all of the tax paid.

NOTE Confidence: 0.523413263333333

f6bae91e-c84c-4bff-a14d-fd601538e034
00:35:21.570 --> 00:35:22.110
Obviously,

NOTE Confidence: 0.523413263333333

25cf3468-fd55-4671-8c97-98d1129cbc10
00:35:22.110 --> 00:35:24.270
depending on their their

NOTE Confidence: 0.523413263333333

94d682eb-c089-4ce8-95da-5f6d2b7524e6
00:35:24.270 --> 00:35:25.350

individual circumstances.

NOTE Confidence: 0.523413263333333

84f1e237-0b2e-4dd5-b836-150185866580
00:35:25.350 --> 00:35:27.387
However, if it's paid to an estate,

NOTE Confidence: 0.523413263333333

67c0c208-9003-4f47-ac2e-e7329008f8eb
00:35:27.390 --> 00:35:30.410
it's still less than 45% tax charge.

NOTE Confidence: 0.523413263333333

d124fff5-55d3-4494-bb5e-b4e9806063c6
00:35:30.410 --> 00:35:33.530
But upon further distribution to the

NOTE Confidence: 0.523413263333333

1c6e55c0-8403-4cd4-a7a1-0939a9a5e1ce
00:35:33.530 --> 00:35:35.310
beneficiary, there is no tax credit.

NOTE Confidence: 0.523413263333333

88d1d2f4-6b8e-4b37-8cd0-9862bfb47409
00:35:35.310 --> 00:35:37.179
So I think that's a key point

NOTE Confidence: 0.523413263333333

ae86696a-117f-4644-90a8-ea87440b5aa0
00:35:37.179 --> 00:35:37.980
to to keep

NOTE Confidence: 0.87364641

35acc1b4-ef10-43cb-9fcb-eab096dddb0d
00:35:38.052 --> 00:35:40.204
in mind in terms of death.

NOTE Confidence: 0.87364641

88a6584b-2602-4b46-9cde-ddb21228779e
00:35:40.204 --> 00:35:42.309
Administration you know you've obviously

NOTE Confidence: 0.87364641

84a8fe90-ba7e-4e09-bee9-3a83021695aa
00:35:42.309 --> 00:35:45.330
got to notify the scheme of the members

NOTE Confidence: 0.87364641

ef74b27f-af0e-4b54-9445-9b4d410e39b7
00:35:45.330 --> 00:35:47.419
deaf personal reps to the Member.

NOTE Confidence: 0.87364641

2dbe75f6-4efc-4d06-8363-2927746173f3
00:35:47.420 --> 00:35:49.695
They're gonna need to be involved with

NOTE Confidence: 0.87364641

342ca85b-0c93-49a2-87a5-f95ca6c5e8bd
00:35:49.695 --> 00:35:51.020
that information gathering stage,

NOTE Confidence: 0.87364641

6baa6f66-d1a5-47a8-95db-96997850c50a
00:35:51.020 --> 00:35:53.198
providing copies of the well etcetera.

NOTE Confidence: 0.87364641

15ee7bff-c82e-4adc-b81f-8009a26850df
00:35:53.200 --> 00:35:55.252
Personal rights also need to identify

NOTE Confidence: 0.87364641

46ce4270-a087-4d7c-8384-7839888327ff
00:35:55.252 --> 00:35:57.275
you know the chargeable amount for

NOTE Confidence: 0.87364641

064f1852-347d-449a-af40-3d0a737ca210
00:35:57.275 --> 00:35:59.057
LTA purposes and report to HMRC

NOTE Confidence: 0.87364641

bba600f3-9137-4ea9-b605-6729633f7426
00:35:59.057 --> 00:36:00.779
within the relevant deadlines.

NOTE Confidence: 0.87364641

317bd954-6d52-40d6-a78e-56e5540f5462
00:36:00.780 --> 00:36:02.772
HMRC will then contact the scheme

NOTE Confidence: 0.87364641

db7e9cf-7a47-43eb-b3c7-dc7c34291f74
00:36:02.772 --> 00:36:05.339
to obtain info on the beneficiaries,

NOTE Confidence: 0.87364641

cb54eb8f-ee85-4a30-ad3a-a90e66aa7dad
00:36:05.340 --> 00:36:08.244
contact them for payment of the LTA charge.

NOTE Confidence: 0.87364641

b2e33487-0d1d-4868-866a-b035bd9f0f67
00:36:08.250 --> 00:36:09.930
Death benefits can also be paid.

NOTE Confidence: 0.87364641

9b396517-805b-42e7-b263-c8c3075a9bf2
00:36:09.930 --> 00:36:11.174
More than one beneficiary.

NOTE Confidence: 0.87364641

cb583d03-c880-460e-a906-22f236f8eef1
00:36:11.174 --> 00:36:12.729
But even if it's split,

NOTE Confidence: 0.87364641

b71ccf58-be33-4694-ab7c-f764f0d411ee
00:36:12.730 --> 00:36:15.110
say to a number of beneficiaries that

NOTE Confidence: 0.87364641

e47c8ffd-229f-4d6b-9759-adcbad2b74da
00:36:15.110 --> 00:36:17.269
the total benefit to all beneficiaries

NOTE Confidence: 0.87364641

0f17e5ff-f6bf-43c4-b9f6-9cc9bb783b30
00:36:17.269 --> 00:36:19.775
still needs to be checked against the

NOTE Confidence: 0.87364641

2600e08f-e8a5-4094-a434-7f94738dbbf1
00:36:19.846 --> 00:36:21.426
It and a key point on that is it,

NOTE Confidence: 0.87364641

ce0806a6-d4f7-401e-ab93-aa02a7815c00
00:36:21.430 --> 00:36:25.070
post BC's are treated as as a cutting

NOTE Confidence: 0.87364641

48b0f32f-1c2f-4e7b-8cb1-fa4d93700898
00:36:25.070 --> 00:36:27.015

simultaneously in the HMRC guidance

NOTE Confidence: 0.87364641

1c47eda3-539f-450f-9ad2-f61f3b187a38
00:36:27.015 --> 00:36:29.693
states that the reason for that is

NOTE Confidence: 0.87364641

f74198b8-a123-4ca5-b5b9-b67b1fbfcbel
00:36:29.693 --> 00:36:31.691
to ensure that basically if there's

NOTE Confidence: 0.87364641

29b3f76a-9f4d-4b24-a1b2-daaec9e903bf
00:36:31.691 --> 00:36:33.550
more than one relevant post,

NOTE Confidence: 0.87364641

1760ddd8-2ac0-4b5f-8833-2e76bb8e2330
00:36:33.550 --> 00:36:35.700
ptca dev occurs following the

NOTE Confidence: 0.87364641

b126ac12-ea3e-4f5c-8b18-29d5424e64dd
00:36:35.700 --> 00:36:38.409
members death then any arisings at

NOTE Confidence: 0.87364641

ffcd2d91-2e85-416a-b73f-29e898f8b05a
00:36:38.409 --> 00:36:40.329
your lifetime allowance charge.

NOTE Confidence: 0.87364641

cb8602cc-6339-4e93-914e-96274679da0e
00:36:40.330 --> 00:36:42.466
Is there an allocated, fairly uh,

NOTE Confidence: 0.87364641

edea02b7-0907-41b8-a58c-ea195e183160
00:36:42.470 --> 00:36:45.386
where there's two or more recipients?

NOTE Confidence: 0.87364641

514db5a1-3f6e-4f42-9ed7-641706beb235
00:36:45.390 --> 00:36:47.748
Another factor is the personal reps,

NOTE Confidence: 0.87364641

54022cb5-dd24-4c04-8422-9dd5f51f57c6
00:36:47.750 --> 00:36:48.971
not for ITA,

NOTE Confidence: 0.87364641

a082cf38-1b89-4627-9e02-c023e83dab85
00:36:48.971 --> 00:36:51.006
but for other tax purposes.

NOTE Confidence: 0.87364641

3453d40a-5da8-4d31-aaa7-3399d37cd6c5
00:36:51.010 --> 00:36:53.530
They're gonna have to complete the

NOTE Confidence: 0.87364641

b9766030-21ac-47df-b959-fefcf8862b7c
00:36:53.530 --> 00:36:54.180
IT409 form.

NOTE Confidence: 0.87364641

c79af60c-7484-4220-bd41-bb0ee074ff76
00:36:54.180 --> 00:36:55.805
If there's been pension contributions

NOTE Confidence: 0.87364641

d8cc8c91-a7c4-42d5-af71-e86dae4ef095
00:36:55.805 --> 00:36:57.729
or transfers within two years of death.

NOTE Confidence: 0.87364641

af57a0e0-109c-463b-8099-e615d65778be
00:36:57.730 --> 00:36:59.845
So there is quite a bit of admin required

NOTE Confidence: 0.87364641

ed06d47a-a001-4df0-b2df-138614ec49ce
00:36:59.845 --> 00:37:01.718
before it gets to the point they're

NOTE Confidence: 0.87364641

c9866a73-6760-427c-b326-7dcfda85444d
00:37:01.718 --> 00:37:03.256
going to beneficiaries or get the

NOTE Confidence: 0.87364641

37ef574b-f430-41cc-b3a7-e0a2a80a1028
00:37:03.256 --> 00:37:05.045
money so they just need to be aware of that.

NOTE Confidence: 0.87364641

78eaeaab-a780-4262-85f2-422aff71f534
00:37:05.050 --> 00:37:08.350
It can be a long process.

NOTE Confidence: 0.87364641

a34db57f-4ddc-4386-b2b2-92818d5c6e52
00:37:08.350 --> 00:37:09.306
And finally,

NOTE Confidence: 0.87364641

9a7beee6-d667-437c-ba22-a3aa7a61f820
00:37:09.306 --> 00:37:12.174
here you've got pensions and highest

NOTE Confidence: 0.87364641

ead594cc-e00b-4e07-a824-0d15b292ba3a
00:37:12.174 --> 00:37:13.950
impact to consider.

NOTE Confidence: 0.87364641

633e5a46-a8ea-4cff-ac77-d8b91c91bbbb
00:37:13.950 --> 00:37:16.200
So pensions are generally IT efficient,

NOTE Confidence: 0.87364641

9569734f-1c81-43e7-97d5-cb206c5dbea5
00:37:16.200 --> 00:37:18.629
but you need to be mindful that

NOTE Confidence: 0.87364641

35474ec9-1154-4c3b-8427-25751d3a9039
00:37:18.629 --> 00:37:20.254
their circumstances where it does

NOTE Confidence: 0.87364641

eb69417e-9bf8-4600-8c0b-30d7d3de1d69
00:37:20.254 --> 00:37:22.081
apply and you know if the Member

NOTE Confidence: 0.87364641

ccbAEA2a-a581-4402-8574-fd8bf2ff2623
00:37:22.081 --> 00:37:23.534
is a power of disposal,

NOTE Confidence: 0.87364641

552ea6f6-7ff3-40d2-942b-db5be8b0e1b9
00:37:23.534 --> 00:37:25.310

which is where the Member has

NOTE Confidence: 0.87364641

f82c15de-00a1-4ddf-9e2f-4520f6254a78
00:37:25.376 --> 00:37:27.410
an unfettered right to bind the

NOTE Confidence: 0.87364641

3c355143-a61a-4ebc-a101-080e601d9784
00:37:27.410 --> 00:37:29.178
trustees or a permanent nomination

NOTE Confidence: 0.87364641

71f6c5ed-d3d8-4d41-aaf9-eb0aef3cecef
00:37:29.178 --> 00:37:31.914
to pay death benefits to a specific

NOTE Confidence: 0.87364641

cc0f263f-bf25-4543-a0d1-f6a84ff7b981
00:37:31.914 --> 00:37:33.450
person or to the other state.

NOTE Confidence: 0.87364641

367574de-981f-4f6e-aa5f-813952e39738
00:37:33.450 --> 00:37:34.650
This is going to apply,

NOTE Confidence: 0.87364641

76fc4f2d-d413-4ff0-9fbc-129c2cf72fe7
00:37:34.650 --> 00:37:35.106
you know,

NOTE Confidence: 0.87364641

6bed21aa-7a83-42e0-aad4-44f737810ee3
00:37:35.106 --> 00:37:36.474
with the benefits of that originally

NOTE Confidence: 0.87364641

736f26b6-199b-4ce7-9a23-e70c82797ca2
00:37:36.474 --> 00:37:37.700
held under the discretionary.

NOTE Confidence: 0.87364641

23326b03-ad83-49e9-9bb9-fb5dd7f3b31e
00:37:37.700 --> 00:37:40.003
Most of the member could direct anytime

NOTE Confidence: 0.87364641

7e9638ff-89d7-42ac-bf16-55a75bc5d23f
00:37:40.003 --> 00:37:42.428
where the death benefit was to be paid.

NOTE Confidence: 0.87364641

7c4f8194-cad0-405d-bbc6-a3f34003a630
00:37:42.430 --> 00:37:43.949
So whether or not this is going

NOTE Confidence: 0.87364641

1f4ef851-29cc-412b-8f54-6ad56cd68a84
00:37:43.949 --> 00:37:45.508
to apply is gonna be down to.

NOTE Confidence: 0.87364641

76a7146a-381d-49a3-98b8-96c9dbb3b97b
00:37:45.510 --> 00:37:46.754
Obviously the scheme rules,

NOTE Confidence: 0.87364641

335a32f6-6b1f-4727-9af2-775a5763b129
00:37:46.754 --> 00:37:48.620
but it might actually be possible

NOTE Confidence: 0.87364641

7e01d5ae-d67b-4a6a-8556-ef96b37d9419
00:37:48.674 --> 00:37:50.394
to make a binding nomination

NOTE Confidence: 0.87364641

c2be9ed6-e2c5-469f-9c1f-5a99406183f4
00:37:50.394 --> 00:37:51.426
without IST consequences.

NOTE Confidence: 0.87364641

6a90798b-c951-4e60-b9aa-d3826a80d6a5
00:37:51.430 --> 00:37:51.912
You know,

NOTE Confidence: 0.87364641

b6b913ac-66ec-4e04-9f1d-bd7e3158ab2d
00:37:51.912 --> 00:37:53.599
you know if it's a revocable happens

NOTE Confidence: 0.87364641

7077f80c-cc19-4d55-b59c-93795f26b6fd
00:37:53.599 --> 00:37:55.096
in good health two years prior

NOTE Confidence: 0.87364641

add1b949-0063-40ad-906b-6e27eb29aaaa
00:37:55.096 --> 00:37:56.640
to death or where the trustees

NOTE Confidence: 0.87364641

aeeb9e4f-117c-4bd8-9a8f-f7dcac570a9a
00:37:56.640 --> 00:37:58.368
are bound to pay our restricted,

NOTE Confidence: 0.87364641

4e6c33ea-23ca-4fc8-9c2c-2e6543570cbc
00:37:58.370 --> 00:37:59.306
classy beneficiaries.

NOTE Confidence: 0.87364641

6f5a37e6-d1f2-4eea-ac02-cccf550d9366
00:37:59.306 --> 00:38:01.646
You know broadly your spouse

NOTE Confidence: 0.87364641

3164e67a-ecb1-4972-a28b-a64343b4be78
00:38:01.646 --> 00:38:03.050
or civil partner,

NOTE Confidence: 0.87364641

c7cfedeb-8c69-4b01-9d2b-aca3c475c700
00:38:03.050 --> 00:38:05.554
but you know many schemes have got a

NOTE Confidence: 0.87364641

a653ef38-5daa-4e7b-a243-0d79b7a66e33
00:38:05.554 --> 00:38:07.989
nomination form and I'll just point out that.

NOTE Confidence: 0.87364641

4e76efc5-49d5-468e-9423-839b86cac390
00:38:07.990 --> 00:38:10.186
They shouldn't be confused with them.

NOTE Confidence: 0.87364641

ef3f841a-28c5-4189-b2ec-687c0e2d0aee
00:38:10.190 --> 00:38:12.885
A power of nomination as they are

NOTE Confidence: 0.87364641

eaea6432-2558-4c9b-971b-77403bad0ea5
00:38:12.885 --> 00:38:15.538

normally non binding expressions of wish.

NOTE Confidence: 0.87364641

7860df84-c04c-4010-ac99-d3dd9425bb98
00:38:15.540 --> 00:38:17.170
Umm?

NOTE Confidence: 0.87364641

ed5752f1-37da-4436-9adb-1c1dfc4894b6
00:38:17.170 --> 00:38:19.194
If it's a paid to the estate example,

NOTE Confidence: 0.87364641

f62885ed-16a3-410b-92c4-3b9a76929fb1
00:38:19.200 --> 00:38:21.275
maybe Iraq death benefit that

NOTE Confidence: 0.87364641

af4a040e-ad2c-4e84-a0b2-64c9f8b1f86a
00:38:21.275 --> 00:38:22.520
that's not entrusting.

NOTE Confidence: 0.87364641

9e8f899d-b53d-4d4e-b28d-a22352e10a21
00:38:22.520 --> 00:38:24.012
That's potentially going to

NOTE Confidence: 0.87364641

2a1e2168-d8af-4fc4-949c-e016165996cb
00:38:24.012 --> 00:38:25.504
be subject to HST.

NOTE Confidence: 0.87364641

4c75b856-8797-462b-b34d-b27c38622ff5
00:38:25.510 --> 00:38:28.126
You've also got your annuity guarantee,

NOTE Confidence: 0.87364641

142d420a-0c2e-4e66-950d-de3e61d96542
00:38:28.130 --> 00:38:30.020
so whether it's continuing payments

NOTE Confidence: 0.87364641

2b584d16-0805-44fd-ab32-42a3f5969e88
00:38:30.020 --> 00:38:31.910
under annuity payable to the

NOTE Confidence: 0.72346368

5b27081b-205f-4809-88e6-0fa12049adf1
00:38:31.975 --> 00:38:33.780
state, then the market value of

NOTE Confidence: 0.72346368

cdea4cbb-f07f-4b5d-9126-d6489b58f5a1
00:38:33.780 --> 00:38:35.230
the remaining payments is going

NOTE Confidence: 0.72346368

b3811aba-008e-474a-9310-72d970ebbf1b
00:38:35.284 --> 00:38:36.985
to be included in the state and

NOTE Confidence: 0.72346368

4edd6ca3-9691-4c2c-9038-88eb1c6d5128
00:38:36.985 --> 00:38:38.617
and you've also got the payment

NOTE Confidence: 0.72346368

16e95bed-e4c0-4233-a802-2f3b50c56367
00:38:38.617 --> 00:38:40.309
from from a value protected fund.

NOTE Confidence: 0.72346368

613b8625-539b-4a67-9bb0-c199c610544c
00:38:40.310 --> 00:38:41.966
If that's paid to the state as well,

NOTE Confidence: 0.72346368

54fa4e3d-8e5d-4865-ac80-8093970fd893
00:38:41.970 --> 00:38:44.343
then the of tax amount would be

NOTE Confidence: 0.72346368

dd504869-89d6-47dd-bf34-e668be544f6c
00:38:44.343 --> 00:38:47.028
included in the state for IT purposes.

NOTE Confidence: 0.72346368

422f8edd-4a3f-45d4-9e45-eb9d96508c90
00:38:47.030 --> 00:38:49.532
And then the last part here

NOTE Confidence: 0.72346368

93ec733b-4248-4c5f-8ad0-7e2784837be0
00:38:49.532 --> 00:38:52.070
last three ones I've got here.

NOTE Confidence: 0.72346368

4f57a8b3-8135-4f06-b06b-6e3eb2733993
00:38:52.070 --> 00:38:54.070
We've got the two year rule to consider,

NOTE Confidence: 0.72346368

60121e4e-c795-439c-ae9c-d1dd23b683b7
00:38:54.070 --> 00:38:55.522
which is different from that two

NOTE Confidence: 0.72346368

22ef4c45-96a4-4684-8eda-c9a5e1ba9b78
00:38:55.522 --> 00:38:56.850
year Rule I mentioned before.

NOTE Confidence: 0.72346368

ca6605cc-0aa9-4c4d-ae02-0ff17210d1b9
00:38:56.850 --> 00:38:58.785
Lifetime allowance earlier and that

NOTE Confidence: 0.72346368

a01a55aa-16e4-45db-8bf2-63d2bdf61d80
00:38:58.785 --> 00:39:00.720
that relates to when information

NOTE Confidence: 0.72346368

9f5dbcb7-fdff-479c-83a3-666a85c77d29
00:39:00.785 --> 00:39:02.525
about the pensions and the two

NOTE Confidence: 0.72346368

0d0a2f46-1feb-4ab9-be94-9c0e15fef2fa
00:39:02.525 --> 00:39:04.262
years prior to death needs to

NOTE Confidence: 0.72346368

259fe56f-9667-4b30-941d-3f7e425e24a9
00:39:04.262 --> 00:39:06.008
be included in the IT409 form,

NOTE Confidence: 0.72346368

4ca02658-5f0d-4585-b0dc-82991ff8907b
00:39:06.008 --> 00:39:08.162
so that could be relevant to

NOTE Confidence: 0.72346368

77bbff71-a106-463f-a0bb-130545cfd898
00:39:08.162 --> 00:39:09.875

death benefits and it changes

NOTE Confidence: 0.72346368

cd585220-b7e1-44dd-b76c-2d1b65aff24a
00:39:09.875 --> 00:39:12.024
in the two years prior to death.

NOTE Confidence: 0.72346368

44e211d8-1fab-466d-bd08-433a7a45e622
00:39:12.030 --> 00:39:14.414
You know that could be seen to deliberately

NOTE Confidence: 0.72346368

db31a266-e81f-4eb0-b591-b754c0662179
00:39:14.414 --> 00:39:16.545
trying to deprive their revenue by

NOTE Confidence: 0.72346368

a2ef8a99-de5d-4d18-8b93-6a92fa889db8
00:39:16.545 --> 00:39:18.390
exploiting the pension tax system.

NOTE Confidence: 0.72346368

763a4b22-1e73-423d-bc08-e084ab668398
00:39:18.390 --> 00:39:19.890
Same with making pension contributions

NOTE Confidence: 0.72346368

58dca806-785f-4a63-81a6-db1b5ff983f6
00:39:19.890 --> 00:39:21.890
in the two years prior to death.

NOTE Confidence: 0.72346368

f34ab357-3536-4fcd-96a1-495b0ce75bf8
00:39:21.890 --> 00:39:23.962
If you knew what I know health at

NOTE Confidence: 0.72346368

6416384d-9173-494c-9e77-8a8420a5a2e6
00:39:23.962 --> 00:39:25.899
that time and and well firstly

NOTE Confidence: 0.72346368

dbb2f04d-3aea-4d80-bd7d-89ea76179946
00:39:25.899 --> 00:39:27.927
transfers within two years of death

NOTE Confidence: 0.72346368

f23addfd-434b-4fff-9ec8-b394bd21d840
00:39:27.989 --> 00:39:29.795
will also need to be reported,

NOTE Confidence: 0.72346368

8ae5c279-4769-4ff0-b7b8-b8c7bbc31a43
00:39:29.800 --> 00:39:32.368
so obviously care needs to be taken when

NOTE Confidence: 0.72346368

f2725b39-78ba-4da8-b4f5-d9026a6ff1f2
00:39:32.368 --> 00:39:34.379
you're considering large pension transfers.

NOTE Confidence: 0.72346368

eb801b9e-7237-4355-9709-36af73419650
00:39:34.380 --> 00:39:37.110
If it's an elderly client or or,

NOTE Confidence: 0.72346368

ead698d0-67f4-4319-8891-0073cf5f66ec
00:39:37.110 --> 00:39:39.000
or maybe they're in poor health,

NOTE Confidence: 0.72346368

69f59c35-cca3-4ca7-9807-22268947a6eb
00:39:39.000 --> 00:39:41.355
you could take that into

NOTE Confidence: 0.72346368

ab8baa7d-132f-44bf-9140-153418b02d85
00:39:41.355 --> 00:39:44.300
account for IT point of view.

NOTE Confidence: 0.72346368

dd1342ce-2286-4155-8d55-c047b7e6c143
00:39:44.300 --> 00:39:47.470
That's me, finish my part.

NOTE Confidence: 0.72346368

cac713a7-a9b3-4098-84a1-482561a576b6
00:39:47.470 --> 00:39:48.070
You know,

NOTE Confidence: 0.72346368

fc1788d0-5903-47f4-b048-eb688ed7b95e
00:39:48.070 --> 00:39:49.870
and actually hopefully a quick summary.

NOTE Confidence: 0.72346368

74f4da3d-e418-40c1-9450-8d42fdeba736
00:39:49.870 --> 00:39:51.614
I think I might have been a little

NOTE Confidence: 0.72346368

37bb34d5-f420-4036-aaaf-dfa321830abb
00:39:51.614 --> 00:39:54.810
bit there over the sort of tax impact

NOTE Confidence: 0.72346368

bd6b37d9-7faa-4c70-a5c0-c130d1405ed6
00:39:54.810 --> 00:39:56.650
and distribution consequences as

NOTE Confidence: 0.72346368

9d9b51fa-a0f9-474a-9a65-774120637e3d
00:39:56.730 --> 00:39:59.400
the impact of death for Israel's

NOTE Confidence: 0.72346368

adc420d7-9a21-4b8f-a991-a7b88a772ea9
00:39:59.400 --> 00:40:01.180
pensions likes and bonds.

NOTE Confidence: 0.72346368

312640c7-3785-4fbb-92bb-88f7e167b3d3
00:40:01.180 --> 00:40:03.564
So I'll now pass you back to Vince.

NOTE Confidence: 0.72346368

463540f8-2c6f-4fa6-884d-36743ceef3c4
00:40:03.570 --> 00:40:04.400
Thanks everybody.

NOTE Confidence: 0.795036072105263

a69b3701-221c-439a-95d1-6b5304fed7cf
00:40:07.120 --> 00:40:09.045
Great stuff. Thank you Barry and I'd

NOTE Confidence: 0.795036072105263

8fedd8c7-3da6-42da-a0c1-6d5f55f628bf
00:40:09.045 --> 00:40:11.399
just like to say if everybody could

NOTE Confidence: 0.795036072105263

4f16e313-012d-4f2b-8e01-c2d55a7cf135
00:40:11.399 --> 00:40:13.239

keep their questions coming through.

NOTE Confidence: 0.795036072105263

f1048a65-e912-43b0-823a-56c2061397ad
00:40:13.240 --> 00:40:15.249
I've been sort of checking the questions

NOTE Confidence: 0.795036072105263

f2d4a076-11d9-4ba8-8a45-f6ebfb48588a
00:40:15.249 --> 00:40:17.520
as Barry speaking there and there's a lot

NOTE Confidence: 0.795036072105263

84e484c2-ee4b-4d1c-9361-d636bc708d5c
00:40:17.520 --> 00:40:19.204
of really good questions coming through

NOTE Confidence: 0.795036072105263

fbcee9a5-51f9-40b4-b2bd-415a84b4984f
00:40:19.204 --> 00:40:21.108
and I'll be pinging them onto Barry.

NOTE Confidence: 0.795036072105263

1c9ac3ca-8dbe-41b4-9fce-c345f382ae61
00:40:21.110 --> 00:40:22.328
I've just ping them on to Barry,

NOTE Confidence: 0.795036072105263

15b9527c-81d7-4d33-898d-84aa1bd064a3
00:40:22.330 --> 00:40:24.162
but we'll get to the end of the

NOTE Confidence: 0.795036072105263

ab58cale-66a8-429a-af96-f4480ccea1bbe
00:40:24.162 --> 00:40:25.835
session and we'll have a chance

NOTE Confidence: 0.795036072105263

85d02329-0553-4d7f-9183-15be167775c2
00:40:25.835 --> 00:40:27.563
to answer some of those questions.

NOTE Confidence: 0.795036072105263

479b60c1-4b7a-4a0e-a91a-6ac3fcdde1d4
00:40:27.570 --> 00:40:28.812
Looking at the volume that are

NOTE Confidence: 0.795036072105263

87940580-efad-4d98-8e9b-95bf2202d417
00:40:28.812 --> 00:40:29.704
coming through, by the way,

NOTE Confidence: 0.795036072105263

faa0a35b-dea2-4037-b674-4400af4ae528
00:40:29.704 --> 00:40:31.169
we won't have a chance to answer them all,

NOTE Confidence: 0.795036072105263

52ec2faa-2f39-4c8a-a140-6fcb7ae5c798
00:40:31.170 --> 00:40:32.914
but do not fear what we'll do is

NOTE Confidence: 0.795036072105263

8a1a78a9-2aed-4ebc-a385-a722465c09a1
00:40:32.914 --> 00:40:34.578
we'll make sure subsequent to the

NOTE Confidence: 0.795036072105263

599b516e-3a15-4d6c-89cb-6d0a09737d5d
00:40:34.578 --> 00:40:36.342
event today we'll get something out

NOTE Confidence: 0.795036072105263

d9ff69bf-ccb3-4b40-83ba-527aa8d1b460
00:40:36.395 --> 00:40:38.117
with answers to all the questions.

NOTE Confidence: 0.795036072105263

752fbcf7-5780-4260-82ed-79dcca7fddae
00:40:38.120 --> 00:40:39.429
We don't get a chance to answer.

NOTE Confidence: 0.795036072105263

7b509c35-62af-4927-b119-1dac068102c0
00:40:39.430 --> 00:40:40.738
So just to reaffirm,

NOTE Confidence: 0.795036072105263

e8018437-a8ce-4754-bcd7-3132c61d36db
00:40:40.738 --> 00:40:42.700
make sure you are getting those

NOTE Confidence: 0.795036072105263

836251f2-5fca-4259-97cf-a273c4b9cc88
00:40:42.765 --> 00:40:45.260
questions in on the subject of questions.

NOTE Confidence: 0.795036072105263

16069a83-735f-435b-b476-9c1f3d322aea
00:40:45.260 --> 00:40:46.754
One person has prompted me or

NOTE Confidence: 0.795036072105263

645b67b8-7413-4643-b853-c2306d1d105f
00:40:46.754 --> 00:40:48.632
reminded me to say that for the

NOTE Confidence: 0.795036072105263

0e4d0b22-bd12-4f70-b9c0-68386d8ec020
00:40:48.632 --> 00:40:50.282
first two sessions you might have

NOTE Confidence: 0.795036072105263

0d9b556e-9159-42ef-bdfc-182006d77b74
00:40:50.282 --> 00:40:52.119
missed over the last couple of days,

NOTE Confidence: 0.795036072105263

72ecd6a6-82d9-4549-8bed-398e7e45c947
00:40:52.120 --> 00:40:53.584
we've got some really good feedback

NOTE Confidence: 0.795036072105263

3aa50b8d-eeef-4ce6-ac46-57da55cb3bca
00:40:53.584 --> 00:40:55.177
and people are keen to see that

NOTE Confidence: 0.795036072105263

9a2bc7e6-e8f1-4593-bab2-6a36d607c4c0
00:40:55.177 --> 00:40:55.937
if they missed it,

NOTE Confidence: 0.795036072105263

2109387c-11a9-47ac-bb8b-9777f2b1e2b2
00:40:55.940 --> 00:40:57.606
so they are going to be available

NOTE Confidence: 0.795036072105263

7e35d38d-0b46-4806-8b22-ee56fd73d88c
00:40:57.606 --> 00:40:59.135
on Pro advisor and you will be

NOTE Confidence: 0.795036072105263

68017947-07e6-4607-9fe0-7c1be042a93e
00:40:59.135 --> 00:41:00.930

able to go to the test center to

NOTE Confidence: 0.795036072105263

6f7dfa97-e851-48f9-b7c2-85f9d8266a31
00:41:00.930 --> 00:41:02.455
also download a CPTS certificate.

NOTE Confidence: 0.795036072105263

824d3a90-a58f-400b-8772-6d13b49f351b
00:41:02.460 --> 00:41:04.756
If you miss those in the live events.

NOTE Confidence: 0.795036072105263

c578c83b-a0b3-4bd6-8bf4-070322c098ba
00:41:04.760 --> 00:41:05.540
So as I say,

NOTE Confidence: 0.795036072105263

c0b346ad-5fd9-4795-a8c0-6692c8df33d1
00:41:05.540 --> 00:41:07.400
they will be up there on Pro advisor,

NOTE Confidence: 0.795036072105263

64b6e71e-36f0-4d10-9bee-47e701ee41d2
00:41:07.400 --> 00:41:09.237
probably by the end of next week, so.

NOTE Confidence: 0.795036072105263

5d065a7c-88f6-4570-bde9-ed1d3839b4be
00:41:09.237 --> 00:41:09.751
To say,

NOTE Confidence: 0.795036072105263

db36b8d3-8713-45cc-a718-cf7f6394eafb
00:41:09.751 --> 00:41:11.036
watch those at your leisure

NOTE Confidence: 0.795036072105263

2107f182-0f97-41a2-a542-4ce9da23c040
00:41:11.036 --> 00:41:12.069
now you'll see here.

NOTE Confidence: 0.795036072105263

3bf04f72-2608-4bdd-a82d-bb1fd9d24e0f
00:41:12.070 --> 00:41:13.904
We've got a whole wealth of support

NOTE Confidence: 0.795036072105263

6cb85113-6942-47dc-807a-61074af5bdcb
00:41:13.904 --> 00:41:15.789
that's available to you on these subjects,

NOTE Confidence: 0.795036072105263

75094400-39d4-4af5-b905-350547524781
00:41:15.790 --> 00:41:16.744
and I'm not going to go

NOTE Confidence: 0.795036072105263

522c9232-64dd-4ce2-90cd-929b315c3294
00:41:16.744 --> 00:41:17.380
through this in detail,

NOTE Confidence: 0.795036072105263

b496988f-8e25-4cc8-913d-e971ed2e52ae
00:41:17.380 --> 00:41:18.990
but we'll just pick out a few,

NOTE Confidence: 0.795036072105263

47e26ae1-53dc-4584-a65d-de0999483256
00:41:18.990 --> 00:41:21.678
so there's a lot of direct to client

NOTE Confidence: 0.795036072105263

3bea8b38-9fc5-46ae-a7c7-677d5cdb3206
00:41:21.678 --> 00:41:23.229
information which is available,

NOTE Confidence: 0.795036072105263

188fdc68-9a13-4de0-94f0-ff9d445efe74
00:41:23.230 --> 00:41:24.964
so I think sometimes with these

NOTE Confidence: 0.795036072105263

9deaa931-84b4-4d8a-836b-a2e1090ed275
00:41:24.964 --> 00:41:26.813
things it's quite difficult to start

NOTE Confidence: 0.795036072105263

aa3b6882-4955-409a-bce9-07beea426142
00:41:26.813 --> 00:41:28.089
the conversation with clients.

NOTE Confidence: 0.795036072105263

7898dd81-436d-4c1a-bbfa-e8207dcb9b4f
00:41:28.090 --> 00:41:30.722
And what we've created is a range of

NOTE Confidence: 0.795036072105263

a7a05a83-dd9f-4d67-8790-a6f8e38c7d23
00:41:30.722 --> 00:41:33.070
material for you to use with clients,

NOTE Confidence: 0.795036072105263

657c5f52-15ce-4a31-9ca8-7d3179663f08
00:41:33.070 --> 00:41:34.770
so information which is relevant

NOTE Confidence: 0.795036072105263

47001c0c-8622-410b-a99e-a6132e0315d7
00:41:34.770 --> 00:41:35.790
to the client,

NOTE Confidence: 0.795036072105263

39adf4ab-c2b8-4b0f-91e6-84b0d11cea51
00:41:35.790 --> 00:41:37.406
which you can use as much of or

NOTE Confidence: 0.795036072105263

623ba223-7d8e-42e1-93bf-aeaf880a152b
00:41:37.406 --> 00:41:39.025
you want to just take parts where

NOTE Confidence: 0.795036072105263

afbdlce7-ce1d-487d-bb84-792f239c7c20
00:41:39.025 --> 00:41:39.949
you can do that.

NOTE Confidence: 0.795036072105263

eba0e370-48cc-4070-a021-92ab31c50f9a
00:41:39.950 --> 00:41:42.294
So all that's available again on Pro advisor,

NOTE Confidence: 0.795036072105263

6b024e32-0b9e-4c20-a9db-154e3f8e7c25
00:41:42.300 --> 00:41:43.833
so you can help to start the

NOTE Confidence: 0.795036072105263

21320b67-ec7c-4206-868a-15da3f1f80bf
00:41:43.833 --> 00:41:44.490
conversation with clients.

NOTE Confidence: 0.795036072105263

95889972-a3c2-4e09-b0da-03d3a225cfa6
00:41:44.490 --> 00:41:47.370

If you're talking about the whole

NOTE Confidence: 0.795036072105263

079223a7-2793-4ca1-91e0-ba4238106005
00:41:47.370 --> 00:41:49.290
subject of intergenerational reports,

NOTE Confidence: 0.795036072105263

c5a77e02-8fb3-493a-9404-b8aee0dfa4d6
00:41:49.290 --> 00:41:50.660
family wealth unlock report is

NOTE Confidence: 0.795036072105263

bb25dad8-ce7a-4d76-b922-d071cbfd1244
00:41:50.660 --> 00:41:52.323
available and we've sort of meant

NOTE Confidence: 0.795036072105263

a3bf02c4-6f49-4a1c-b038-5161b2e4fe8a
00:41:52.323 --> 00:41:53.769
touched upon that on many times

NOTE Confidence: 0.795036072105263

f6050afb-99dd-4cd0-a5d9-9fd3cf72675b
00:41:53.769 --> 00:41:55.350
over the last few months that's

NOTE Confidence: 0.795036072105263

f1ccb6b2-1d94-4064-abc7-b9573a6acd7e
00:41:55.350 --> 00:41:56.695
available taking you through so

NOTE Confidence: 0.795036072105263

a323c793-7c7f-4e86-a23f-ae3dca7c2a24
00:41:56.695 --> 00:41:58.750
many of the different aspects of it.

NOTE Confidence: 0.795036072105263

7ba79ad4-73b1-4101-aed5-b76b06e787a2
00:41:58.750 --> 00:41:59.654
Intergenerational planning.

NOTE Confidence: 0.795036072105263

a36135bf-ca42-4093-ae50-049c1f2fe8a7
00:41:59.654 --> 00:42:02.366
A whole host of calculators which

NOTE Confidence: 0.795036072105263

8e6fc728-fa34-4858-be36-045513417fdd
00:42:02.366 --> 00:42:03.270
are available.

NOTE Confidence: 0.795036072105263

c52ab550-1cd8-469f-93d1-24f4fbc68b55
00:42:03.270 --> 00:42:05.206
So things like inheritance,

NOTE Confidence: 0.795036072105263

9d4b167d-b8a1-4194-8373-49eb756e2e06
00:42:05.206 --> 00:42:06.990
tax, inflation, calculators,

NOTE Confidence: 0.795036072105263

dd794963-3139-4706-8cb7-e0f3e237fa9d
00:42:06.990 --> 00:42:09.913
all these are created and.

NOTE Confidence: 0.795036072105263

f9a16746-e86b-4f49-8d5c-c168225cb6c8
00:42:09.913 --> 00:42:12.174
Run by the technical team so the

NOTE Confidence: 0.795036072105263

e3baaaaf-f461-4a64-b981-76c7081f9b86
00:42:12.174 --> 00:42:14.214
team that Barry sits in will save

NOTE Confidence: 0.795036072105263

8114e4ec-bf9a-4e5c-bf8c-25c617f91298
00:42:14.214 --> 00:42:15.486
you an awful lot of time.

NOTE Confidence: 0.795036072105263

c5c5d70a-fda2-47a6-a06d-27d4b12e787c
00:42:15.490 --> 00:42:16.624
I think if you're actually have a

NOTE Confidence: 0.795036072105263

45bc1d22-0486-4259-a54b-4400bb55907b
00:42:16.624 --> 00:42:17.845
look at these and you're involved

NOTE Confidence: 0.795036072105263

226f8ac7-2bab-4fe4-ae6e-d21e666cbf61
00:42:17.845 --> 00:42:19.010
in all these tricky conversations,

NOTE Confidence: 0.795036072105263

3c8707c2-d7b9-4333-98ff-4184967706de
00:42:19.010 --> 00:42:20.207
the final thing I would point out.

NOTE Confidence: 0.795036072105263

f25f9df5-a6e5-4ba3-aa45-6c69e4b27aa7
00:42:20.210 --> 00:42:23.346
We've said here. Talk to a techie.

NOTE Confidence: 0.795036072105263

d2e8cbca-e2b6-416b-8250-264822d010fb
00:42:23.350 --> 00:42:24.878
If you do want to sort of speak

NOTE Confidence: 0.795036072105263

8d3a9b8d-c115-49b9-b222-2718d25b57ae
00:42:24.878 --> 00:42:25.260
to our

NOTE Confidence: 0.860421083181818

c52ed0e1-d631-4e2e-b412-811d4fbe2b23
00:42:25.314 --> 00:42:27.148
technical team on any of those really

NOTE Confidence: 0.860421083181818

8763ff45-af89-4158-8475-979bd90ce221
00:42:27.148 --> 00:42:28.790
thorny sort of client subjects,

NOTE Confidence: 0.860421083181818

b73c5048-54e7-4da4-8152-3f8e841eabdf
00:42:28.790 --> 00:42:30.925
those you know really tricky advice points.

NOTE Confidence: 0.860421083181818

ba81dc48-678a-4f4f-a8ab-4725275732af
00:42:30.930 --> 00:42:32.546
We are of course delighted to talk to

NOTE Confidence: 0.860421083181818

d30eb739-0d08-4a0a-a1e8-649ae13f5cd7
00:42:32.546 --> 00:42:34.514
you all you need to do is get in contact

NOTE Confidence: 0.860421083181818

02e3de8e-bc94-4e0e-90cb-b5a7a796f54e
00:42:34.514 --> 00:42:35.883

with your account manager and we can

NOTE Confidence: 0.860421083181818

b9bf8a16-71c1-4a57-a1b9-5e5198c22682
00:42:35.883 --> 00:42:38.170
tie up a one to one session with one of

NOTE Confidence: 0.860421083181818

af4acaf4-6778-4a5e-8453-678fe95f9c4d
00:42:38.170 --> 00:42:40.100
the technical team to make sure that.

NOTE Confidence: 0.860421083181818

8d412f29-1a97-4587-bd27-4dfe8b8b7a8a
00:42:40.100 --> 00:42:42.375
They can help you the same with

NOTE Confidence: 0.860421083181818

3c3cf2f8-5e9d-4852-ac91-53e2f277824c
00:42:42.375 --> 00:42:44.134
those really tricky cases, right?

NOTE Confidence: 0.860421083181818

e8ec8ded-4bd3-4d31-8d6d-0ce18ee3b4a7
00:42:44.134 --> 00:42:47.140
I'm going to stop offering on now and I'm

NOTE Confidence: 0.860421083181818

7b27ad7b-4656-4718-a818-53cfb46e52b6
00:42:47.219 --> 00:42:49.939
going to hand over to Ann very shortly,

NOTE Confidence: 0.860421083181818

2209c340-9777-4f5c-934e-80226fdea246
00:42:49.940 --> 00:42:51.530
so Anne is from the National

NOTE Confidence: 0.860421083181818

35a0c890-4f61-4a3c-8457-69f419ae51a9
00:42:51.530 --> 00:42:52.060
Bereavement Service.

NOTE Confidence: 0.860421083181818

e0999133-4b49-4223-817b-4f6e6098aa91
00:42:52.060 --> 00:42:53.830
You'll also notice here that we're

NOTE Confidence: 0.860421083181818

24019dc4-9331-48cc-93b7-36baf14260d2
00:42:53.830 --> 00:42:55.320
delighted to have Lisa Lund,

NOTE Confidence: 0.860421083181818

d38231a8-4895-425a-840b-a92373aa38a8
00:42:55.320 --> 00:42:57.350
who's a director of adroit join us

NOTE Confidence: 0.860421083181818

e7f179df-faf2-4921-8218-e72afcd3bc6a
00:42:57.350 --> 00:42:59.359
for the question and answer session,

NOTE Confidence: 0.860421083181818

06a44634-4cb3-411c-99b3-1aa111ee486d
00:42:59.360 --> 00:43:01.752
and I'll talk a little bit about later on.

NOTE Confidence: 0.860421083181818

1cd3727c-a645-45a7-abdb-2c8c2aa74ed7
00:43:01.752 --> 00:43:03.264
But Lisa will be joining us for

NOTE Confidence: 0.860421083181818

a8a658b0-99a4-4ee4-96e8-3801b407be3a
00:43:03.264 --> 00:43:04.638
the Q&A session at the end.

NOTE Confidence: 0.860421083181818

7f48c65c-0bf8-4b8a-8d4c-c21d4df4d5f5
00:43:04.640 --> 00:43:05.865
Again, I think you'll find

NOTE Confidence: 0.860421083181818

2bce9d4f-44e8-4b09-9d7b-8c0f58f2e490
00:43:05.865 --> 00:43:06.600
that really useful,

NOTE Confidence: 0.860421083181818

c4644590-07f7-4951-bd0c-94a328a8e035
00:43:06.600 --> 00:43:08.220
so without any further ado,

NOTE Confidence: 0.860421083181818

9293ab9f-7e51-4e36-8e17-debf5cae25ef
00:43:08.220 --> 00:43:10.460
and I'm going to hand over to you.

NOTE Confidence: 0.551222171666667

27a2ab15-b8b8-478b-98fa-596f92b958f5
00:43:12.660 --> 00:43:14.928
My clicker works. That's a relief.

NOTE Confidence: 0.551222171666667

cc107b88-bfd6-4f30-a099-4b6415625172
00:43:14.930 --> 00:43:16.522
So good morning everybody.

NOTE Confidence: 0.551222171666667

042aad79-a844-4335-b883-d10d7a0e324a
00:43:16.522 --> 00:43:18.910
This is going to be a

NOTE Confidence: 0.551222171666667

de01a257-e143-453a-a60c-09b3679aa32e
00:43:18.998 --> 00:43:20.990
bit of a change of mood.

NOTE Confidence: 0.551222171666667

300e0758-b866-4097-b817-ccb7693f7786
00:43:20.990 --> 00:43:23.222
I have to say I'm feeling a bit bamboozled.

NOTE Confidence: 0.551222171666667

1b2272fb-fea7-4715-abb1-136e8d0cf9f6
00:43:23.230 --> 00:43:25.888
My background is not in finance.

NOTE Confidence: 0.551222171666667

f86396b4-1c47-4410-a503-3e0481a467a5
00:43:25.890 --> 00:43:27.545
I originally started my career

NOTE Confidence: 0.551222171666667

38edbb10-bbc1-4c8b-a686-4343fd6828a3
00:43:27.545 --> 00:43:29.917
in the health service and I have

NOTE Confidence: 0.551222171666667

2a438b06-731c-4e80-a579-85669c7981e5
00:43:29.917 --> 00:43:31.867
come to the conclusion that the

NOTE Confidence: 0.551222171666667

d7ca4bf2-da62-4473-8008-4afe73d92f5a
00:43:31.867 --> 00:43:33.945

finance industry is just as bad as

NOTE Confidence: 0.551222171666667

2a3c0d60-424d-4611-90a1-446a62e2461c
00:43:33.945 --> 00:43:35.760
the medical one for acronyms and

NOTE Confidence: 0.551222171666667

ab817d22-c46a-41f1-a3ee-6301e1e8d77a
00:43:35.760 --> 00:43:38.910
terms which need to be explained to

NOTE Confidence: 0.551222171666667

0444fda0-d365-421c-a345-27772526e216
00:43:38.910 --> 00:43:40.672
financial laypeople because there's

NOTE Confidence: 0.551222171666667

9dfbc649-d11d-43a0-89c5-9968daa4bd85
00:43:40.672 --> 00:43:43.784
quite a lot of that that I thought.

NOTE Confidence: 0.551222171666667

8bbbeb773-a2ee-469d-9723-813893acf75f
00:43:43.790 --> 00:43:46.205
I wouldn't understand that if I was

NOTE Confidence: 0.551222171666667

77a390f0-2aef-4ae3-a427-dfdc087a7039
00:43:46.205 --> 00:43:48.714
a bereaved person and my partner had

NOTE Confidence: 0.551222171666667

e3e4f1d1-82f4-475d-a5c2-de402fbf39c9
00:43:48.714 --> 00:43:50.820
been the person with the investment

NOTE Confidence: 0.551222171666667

bd890062-8e30-4096-943c-6ba0f3d289d1
00:43:50.895 --> 00:43:52.845
and you were giving me advice.

NOTE Confidence: 0.551222171666667

12b1e9f5-7969-48a9-8d6f-08122deeb077
00:43:52.850 --> 00:43:57.659
So some of those pools for them.

NOTE Confidence: 0.551222171666667

1bba4a9e-50b8-4887-aa36-4345f34ab4c7
00:43:57.660 --> 00:43:58.059
Financially,

NOTE Confidence: 0.551222171666667

ca874287-f852-4582-8300-84d255c3ca23
00:43:58.059 --> 00:44:00.453
naive people would probably come in

NOTE Confidence: 0.551222171666667

delcee3c-d60c-4ba0-91b2-b52ae54630d7
00:44:00.453 --> 00:44:02.778
very useful for somebody like me,

NOTE Confidence: 0.551222171666667

97aaddde-1ad3-4f9b-9488-ae2054c781fc
00:44:02.780 --> 00:44:05.532
so we're going to turn to something a

NOTE Confidence: 0.551222171666667

2c85e38d-56ec-4aed-acb9-95ec4cb82ca7
00:44:05.532 --> 00:44:08.318
bit different now to talk about bereavement,

NOTE Confidence: 0.551222171666667

222fbc53-9c8b-4dc8-8a63-fe895133ba27
00:44:08.320 --> 00:44:10.612
because obviously a lot of these

NOTE Confidence: 0.551222171666667

bf354003-6ec6-4c2d-ac58-2121d3950861
00:44:10.612 --> 00:44:13.362
people that you have had as clients

NOTE Confidence: 0.551222171666667

63947e8c-eed6-4f3a-9d74-97e6fa578490
00:44:13.362 --> 00:44:15.654
who have been investing will have

NOTE Confidence: 0.551222171666667

dcedbe6d-e0d4-4309-a4d5-19b9205752c6
00:44:15.654 --> 00:44:17.872
been been investing as provision

NOTE Confidence: 0.551222171666667

eedecaff-5777-4b5d-85cb-1012baad6b6b
00:44:17.872 --> 00:44:20.072
for their later life needs,

NOTE Confidence: 0.551222171666667

f0f198c6-bf12-4b2c-89d9-be0cd8b26a5b
00:44:20.080 --> 00:44:22.708
but also as part of their

NOTE Confidence: 0.551222171666667

b02eebc3-7bb4-48b7-bcea-4b4c610fe63f
00:44:22.708 --> 00:44:24.460
inheritance to hand on.

NOTE Confidence: 0.551222171666667

8f488bdb-796b-4228-a204-d3144123d7b7
00:44:24.460 --> 00:44:26.777
So there is a sense in which

NOTE Confidence: 0.551222171666667

feab8a92-9faf-4990-b418-04f2ebb7f45d
00:44:26.777 --> 00:44:28.300
the prospect of death.

NOTE Confidence: 0.551222171666667

314a78f9-909e-4413-95a9-f8f6a837d768
00:44:28.300 --> 00:44:28.910
Is there,

NOTE Confidence: 0.551222171666667

6b290975-457c-4d9d-9f94-905e711b2ab8
00:44:28.910 --> 00:44:30.435
at least in the background,

NOTE Confidence: 0.551222171666667

b6fb51ac-ed3a-43b1-bca2-e48de64658b0
00:44:30.440 --> 00:44:34.415
when people are purchasing financial

NOTE Confidence: 0.551222171666667

9656f3f4-f5a0-4406-b324-2c3425aec82e
00:44:34.415 --> 00:44:35.210
products?

NOTE Confidence: 0.551222171666667

6d37755b-95b1-4c01-b885-c9b9126f3a80
00:44:35.210 --> 00:44:39.792
So if I were to ask you First off what

NOTE Confidence: 0.551222171666667

bbf5151d-0ba4-44a2-8245-a40ba4409043
00:44:39.792 --> 00:44:42.084

words you would associate with bereavement,

NOTE Confidence: 0.551222171666667

9cca1a73-e2ae-4e07-85d3-1f16fe8c6bae
00:44:42.090 --> 00:44:44.582
I imagine you would come up with

NOTE Confidence: 0.551222171666667

6d09be6f-048f-4a04-bf4b-f9f3e49c03d7
00:44:44.582 --> 00:44:46.734
something like this word cloud and

NOTE Confidence: 0.551222171666667

6fe30834-87ad-4281-9a56-561261e0eeab
00:44:46.734 --> 00:44:48.678
it would be primarily or perhaps

NOTE Confidence: 0.551222171666667

13927225-3fe2-41c7-89d1-2cd2b1b90bd6
00:44:48.678 --> 00:44:51.009
not as your financial advisors,

NOTE Confidence: 0.551222171666667

5c31c6ad-3bab-4936-9bae-65974d8c87fb
00:44:51.010 --> 00:44:53.908
but it would primarily usually be emotional.

NOTE Confidence: 0.551222171666667

8524f96c-c181-46dc-ad4e-b2eee5af5bbf
00:44:53.910 --> 00:44:56.486
These are the sorts of things that

NOTE Confidence: 0.551222171666667

cc5369ea-4562-45f0-9905-28cf4ed5e798
00:44:56.486 --> 00:44:58.686
people associate with what people go

NOTE Confidence: 0.551222171666667

af1df70e-e8cc-41a4-81ee-1b50f9992d17
00:44:58.686 --> 00:45:01.080
through after a death that they'll be

NOTE Confidence: 0.551222171666667

dcb01cab-45df-4573-b0d3-a327e068039f
00:45:01.147 --> 00:45:03.907
very sad they'll have difficulty sleeping.

NOTE Confidence: 0.551222171666667

578f463c-6fcf-4022-a7bc-7b8317497313
00:45:03.910 --> 00:45:05.130
There'll be lots of tears,

NOTE Confidence: 0.551222171666667

aa601876-3d4c-459c-a7ca-96fbd170c58e
00:45:05.130 --> 00:45:07.434
and they'll just be.

NOTE Confidence: 0.551222171666667

611ea6d1-7322-40b4-996d-2706e2855b13
00:45:07.434 --> 00:45:08.586
Absolutely exhausted.

NOTE Confidence: 0.551222171666667

01bd9e75-fbc9-4b96-b7df-633dbabe9ca2
00:45:08.590 --> 00:45:11.586
But there is a second word cloud,

NOTE Confidence: 0.551222171666667

937995a4-56e6-41bf-b962-b861e9fd9c4d
00:45:11.590 --> 00:45:14.000
which also applies of which

NOTE Confidence: 0.551222171666667

4e5fe28e-c4ee-459a-af9a-cfd025c9de07
00:45:14.000 --> 00:45:17.269
we've heard quite a few of these

NOTE Confidence: 0.551222171666667

a8b2a26e-9955-4159-9513-6c66743bc69b
00:45:17.270 --> 00:45:19.098
terms already this morning,

NOTE Confidence: 0.551222171666667

6480001a-1b8c-458c-9447-0783d1f587c1
00:45:19.098 --> 00:45:22.736
and I would just say if any of

NOTE Confidence: 0.551222171666667

21a1bdf5-6e84-4d61-be2f-3333bb773fe9
00:45:22.736 --> 00:45:25.226
you are in Scotland, that please.

NOTE Confidence: 0.551222171666667

8f73e43f-72b8-4b66-abc1-5043f4aa80c1
00:45:25.226 --> 00:45:29.510
If you see probate on any of our slides,

NOTE Confidence: 0.551222171666667

714f1184-76a9-4095-b1e6-af9f59c0fb66
00:45:29.510 --> 00:45:33.790
we do also include confirmation and are

NOTE Confidence: 0.551222171666667

5992c126-85e8-4469-970b-b7847380e547
00:45:33.790 --> 00:45:36.610
knowledgeable about that sort of thing.

NOTE Confidence: 0.551222171666667

93f70d03-a024-4a29-8713-546e351f252e
00:45:36.610 --> 00:45:38.531
So what I was suggesting, oh.

NOTE Confidence: 0.551222171666667

55a74390-e11a-4666-96c0-2ea2d8d9ddf1
00:45:38.531 --> 00:45:40.697
Just before I come onto our

NOTE Confidence: 0.551222171666667

0d4533fa-6c36-4e12-8b7a-ce1e7bbdf976
00:45:40.697 --> 00:45:41.419
bereavement journeys,

NOTE Confidence: 0.551222171666667

bb60bcd7-be51-444c-8136-60493df128d8
00:45:41.420 --> 00:45:44.723
I just want to include a note on language.

NOTE Confidence: 0.551222171666667

34abe8c4-d46c-456a-868b-16f2b23120ce
00:45:44.730 --> 00:45:48.914
And and I would make a plea that.

NOTE Confidence: 0.551222171666667

3ff8c7bb-43b3-40bd-af04-cb4a50abf0aa
00:45:48.920 --> 00:45:51.542
If we are talking about somebody

NOTE Confidence: 0.551222171666667

ec1cf719-c6db-4d49-9c39-c88fda8e643c
00:45:51.542 --> 00:45:52.853
who has died,

NOTE Confidence: 0.551222171666667

a1402be2-d01a-4880-b861-0816a9682375
00:45:52.860 --> 00:45:55.380

we talk about a deceased person,

NOTE Confidence: 0.551222171666667

4079d314-f34b-4330-8584-48f831d02b8f
00:45:55.380 --> 00:45:58.680
not the deceased.

NOTE Confidence: 0.551222171666667

1b8d3037-9cf7-44d1-b623-b629f624898c
00:45:58.680 --> 00:46:01.572
It's very common, formally,

NOTE Confidence: 0.551222171666667

2e4f2353-5a5c-4fd2-ba4b-8b0d3b5c6e45
00:46:01.572 --> 00:46:03.723
certainly in legal

NOTE Confidence: 0.551222171666667

7c3e35f7-9cfb-47af-a073-d1a21f232e02
00:46:03.723 --> 00:46:05.129
practitioners correspondence.

NOTE Confidence: 0.551222171666667

25a1885a-f051-46e8-8598-a45c3dc599f2
00:46:05.129 --> 00:46:10.050
And other professionals in if I basically

NOTE Confidence: 0.551222171666667

58bef73b-1d2c-48c2-affd-086003ef9ce4
00:46:10.145 --> 00:46:13.265
say the death and bereavement industry

NOTE Confidence: 0.551222171666667

1e212ec2-f4dc-4ee0-8e05-03f0998a0c26
00:46:13.265 --> 00:46:16.629
that we talk about the deceased.

NOTE Confidence: 0.551222171666667

88bf7c74-aab3-4252-9757-8b35e7f47313
00:46:16.630 --> 00:46:19.325
For the people who are left behind,

NOTE Confidence: 0.551222171666667

ab5ec417-33c4-46e4-b4e5-089465d4d011
00:46:19.330 --> 00:46:22.704
this was a person who has died

NOTE Confidence: 0.551222171666667

85cc7b70-c579-4832-a29d-a79724608ec2
00:46:22.710 --> 00:46:24.285
and it's really important that

NOTE Confidence: 0.551222171666667

487286e3-7f70-407c-b82f-9e7c98e85b6d
00:46:24.285 --> 00:46:25.860
we don't deny the personhood,

NOTE Confidence: 0.551222171666667

fa5426f2-6c34-4979-bba3-6d15c8235caa
00:46:25.860 --> 00:46:27.864
particularly if we're having contact in

NOTE Confidence: 0.551222171666667

7e7d9a44-29bb-4f36-ba28-911b51ab899a
00:46:27.864 --> 00:46:30.169
the very early days after the death.

NOTE Confidence: 0.551222171666667

1cb001ad-372d-4acb-82b1-12e7eb2800e9
00:46:30.170 --> 00:46:32.540
Because certainly until the funeral

NOTE Confidence: 0.551222171666667

24897042-4e03-481d-b96d-36f62a4d1ae0
00:46:32.540 --> 00:46:35.550
has taken place for some people.

NOTE Confidence: 0.551222171666667

0adc964b-0f8b-4a3c-8fe4-f3d34bfa9a29
00:46:35.550 --> 00:46:37.664
The person who's died hasn't really left.

NOTE Confidence: 0.551222171666667

d4ccc996-aa15-4e90-9c25-e08572b58757
00:46:37.670 --> 00:46:39.725
That's more a theological argument

NOTE Confidence: 0.551222171666667

d74ae410-790e-4661-8dda-4d21cbf7de32
00:46:39.725 --> 00:46:43.080
than a physical argument, so.

NOTE Confidence: 0.551222171666667

4dbdd31a-567a-4b1e-b71f-90b1f2ed1aa7
00:46:43.080 --> 00:46:45.780
That can be very difficult,

NOTE Confidence: 0.914065721333333

ba88e95e-9bd2-4168-badf-f31d27bcfa2f
00:46:45.780 --> 00:46:48.129
and if you know the name of the person

NOTE Confidence: 0.914065721333333

a8f30b90-2332-4d54-bc8a-5fe9924f8704
00:46:48.129 --> 00:46:50.000
who's died as you normally will,

NOTE Confidence: 0.914065721333333

1a8558c3-16ee-4c7b-9d4f-b12578d6e6ae
00:46:50.000 --> 00:46:52.970
if you know the relationship to

NOTE Confidence: 0.914065721333333

864095cc-3d5c-457d-a80e-876336f5d8f8
00:46:52.970 --> 00:46:54.820
the person you're speaking to,

NOTE Confidence: 0.914065721333333

d8881957-7bea-4de7-9f75-e5759898aed3
00:46:54.820 --> 00:46:57.860
please refer to them by name and by

NOTE Confidence: 0.914065721333333

84faea66-bb13-4649-8ad2-aa0ed516fa35
00:46:57.860 --> 00:46:59.818
their relationship so your husband,

NOTE Confidence: 0.914065721333333

d528c651-d773-461e-921a-e929f5ebc977
00:46:59.820 --> 00:47:03.548
your wife, your parent.

NOTE Confidence: 0.914065721333333

2323a97e-09f1-40a9-9270-7b6bd5ac1288
00:47:03.550 --> 00:47:06.310
This follows on very much from a campaign

NOTE Confidence: 0.914065721333333

73105a5f-1a51-49d0-9bd5-f1a9f1dd62ea
00:47:06.310 --> 00:47:08.318
that disabled people had a few years

NOTE Confidence: 0.914065721333333

c81cbaae-8ea6-4d15-8a20-5926ff0a1bdf
00:47:08.318 --> 00:47:10.887

ago to say we are not to the disabled.

NOTE Confidence: 0.914065721333333

9f2b2bb0-0c60-4e0c-adf1-3a790b719543
00:47:10.890 --> 00:47:14.212
We are people who are disabled, so disabled.

NOTE Confidence: 0.914065721333333

7f155f76-1d9f-46c9-aadb-c87396773328
00:47:14.212 --> 00:47:17.067
Deceased and bereaved are adjectives,

NOTE Confidence: 0.914065721333333

ee210fcd-7200-4fc9-9c8a-46b1d9f4e359
00:47:17.070 --> 00:47:21.788
not nouns. And I occasionally still slip,

NOTE Confidence: 0.914065721333333

6a523d29-843c-484d-85f1-d1a5f0a12457
00:47:21.790 --> 00:47:25.070
but in general I will talk about breathed

NOTE Confidence: 0.914065721333333

ec34a2c4-0342-4154-a4c5-9896b5131c84
00:47:25.070 --> 00:47:27.308
people rather than the bereaved.

NOTE Confidence: 0.914065721333333

b60b2507-c734-494a-ald6-e34f67fa1d1c
00:47:27.310 --> 00:47:29.218
They are not a sort of.

NOTE Confidence: 0.914065721333333

68022e57-4503-4c42-bdf6-fad366b1cc65
00:47:29.220 --> 00:47:31.650
Conglomerate that all have the same

NOTE Confidence: 0.914065721333333

fab006eb-6e35-47c7-8bad-d07d23446c1c
00:47:31.650 --> 00:47:34.588
experience, they're all very different.

NOTE Confidence: 0.914065721333333

18c6d637-64b3-465f-a84b-7ce83ebf92d0
00:47:34.590 --> 00:47:38.559
Umm? The other thing I would say is there

NOTE Confidence: 0.914065721333333

47194269-c6e2-4c4e-9dce-50b9d056adc7
00:47:38.559 --> 00:47:42.339
are innumerable euphemisms for death.

NOTE Confidence: 0.914065721333333

a51b5720-e300-459c-8ef5-b29bd09389b0
00:47:42.340 --> 00:47:45.322
Some of which we might use

NOTE Confidence: 0.914065721333333

f0e88875-318a-448d-98ea-88c54c2639ae
00:47:45.322 --> 00:47:47.310
lightheartedly in personal conversation,

NOTE Confidence: 0.914065721333333

28e2b725-8960-46a9-8a3a-9dd3c96e0e63
00:47:47.310 --> 00:47:50.136
I would ask you, please not to use them,

NOTE Confidence: 0.914065721333333

f9b16e37-dbc7-4161-9899-73f031aa14ca
00:47:50.140 --> 00:47:51.916
except possibly passed away,

NOTE Confidence: 0.914065721333333

db2bdd72-7007-4643-ae8b-bcd63eeb8011
00:47:51.916 --> 00:47:55.309
which is so ubiquitous that I've given it.

NOTE Confidence: 0.914065721333333

0d7876b2-3411-4b1a-9d86-9b679ecf5e43
00:47:55.310 --> 00:47:57.487
Given up fighting that even with my

NOTE Confidence: 0.914065721333333

35b7c46f-bf99-4ca8-8c26-3d57dd9eabdc
00:47:57.487 --> 00:47:59.335
colleagues who will tell you that

NOTE Confidence: 0.914065721333333

397c2bac-aa26-4c3d-9ef6-3bdcd21d7cbd
00:47:59.335 --> 00:48:01.033
if they use anything other than

NOTE Confidence: 0.914065721333333

90f43db1-35d3-4c78-a1ed-d70c726fa61e
00:48:01.033 --> 00:48:02.909
died or passed away with anyone,

NOTE Confidence: 0.914065721333333

ddcc3f60-c614-4aad-9910-3ebef4713c1c
00:48:02.910 --> 00:48:05.982
I will come down on them very hard

NOTE Confidence: 0.914065721333333

4ea473c7-2482-40c3-8fa5-9fdc890dc974
00:48:05.982 --> 00:48:10.566
and it it is. Actually it does matter.

NOTE Confidence: 0.914065721333333

08935d00-22a1-49ea-ad72-3cee70911518
00:48:10.566 --> 00:48:14.248
Past seems to be gaining traction I

NOTE Confidence: 0.914065721333333

69faaceb-b7fe-4416-8c1b-19c502c8b89a
00:48:14.248 --> 00:48:17.086
think has come across the Atlantic.

NOTE Confidence: 0.914065721333333

70d3711a-c576-48e9-b2b4-cab31ec5845b
00:48:17.090 --> 00:48:20.378
But some people say passed over.

NOTE Confidence: 0.914065721333333

d9487740-f812-4474-825b-897b0936c740
00:48:20.380 --> 00:48:22.594
Now I would find that completely

NOTE Confidence: 0.914065721333333

802d328d-6b56-45b1-bdce-65b5e45841af
00:48:22.594 --> 00:48:24.520
unacceptable to use with anyone

NOTE Confidence: 0.914065721333333

aa01f7e6-09f5-4927-a097-3cf30fd653dc
00:48:24.520 --> 00:48:26.794
other than of the Christian faith,

NOTE Confidence: 0.914065721333333

30e1bdd1-6c07-4154-bbf0-5796495fc0d8
00:48:26.800 --> 00:48:29.842
because I believe it refers to

NOTE Confidence: 0.914065721333333

c0144a54-47b4-417c-a721-4212896355a3
00:48:29.842 --> 00:48:32.640

passing over the River Jordan,

NOTE Confidence: 0.914065721333333

f098f01b-2bef-43f4-87a0-262898edelb7
00:48:32.640 --> 00:48:35.832
which is completely not applicable to

NOTE Confidence: 0.914065721333333

3c381c04-095e-4e78-af35-1bdcb3b8883b
00:48:35.832 --> 00:48:39.370
people who don't have that faith so.

NOTE Confidence: 0.914065721333333

114e6ff3-7be3-4c74-b96f-714c7fd764eb
00:48:39.370 --> 00:48:42.240
Sometimes it takes a bit of practice,

NOTE Confidence: 0.914065721333333

258eed24-78a9-47ef-a39f-34c50a067d79
00:48:42.240 --> 00:48:45.426
but it is actually perfectly possible

NOTE Confidence: 0.914065721333333

fd609d2d-f19b-488e-9443-201f13927979
00:48:45.426 --> 00:48:47.019
to say please,

NOTE Confidence: 0.914065721333333

1285d646-1e04-4dd8-b455-193997df5558
00:48:47.020 --> 00:48:50.220
can you tell me the date that Mr.

NOTE Confidence: 0.914065721333333

f9beae56-a962-47a5-81a2-7081f91ff75a
00:48:50.220 --> 00:48:53.142
However, died because we talk about

NOTE Confidence: 0.914065721333333

1b151281-bfad-4371-951e-3fac389f28cd
00:48:53.142 --> 00:48:54.603
the death certificates.

NOTE Confidence: 0.914065721333333

91f661d5-15c5-4256-97c2-d4fa93e71098
00:48:54.610 --> 00:48:56.255
So why can't we use the dye?

NOTE Confidence: 0.914065721333333

5b8d4efc-5752-464a-a34e-ab803fad1de4
00:48:56.260 --> 00:48:57.208
The word died,

NOTE Confidence: 0.914065721333333

27946297-d6bf-4ae9-8021-1069708626e9
00:48:57.208 --> 00:48:59.104
I think because it's a noun,

NOTE Confidence: 0.914065721333333

21e5d41e-95f9-4424-8174-001b40521263
00:48:59.110 --> 00:49:00.898
a verb rather than a noun.

NOTE Confidence: 0.914065721333333

a979ed5b-9036-4a3a-9748-d14030cc97c5
00:49:00.900 --> 00:49:05.553
But I'll leave you to think about that one.

NOTE Confidence: 0.914065721333333

775fadd6-101a-4fce-8f70-ed40b8dd60dd
00:49:05.560 --> 00:49:07.720
So what I'm suggesting is.

NOTE Confidence: 0.914065721333333

432dec03-be55-4c59-893d-32956ae88a8c
00:49:07.720 --> 00:49:11.176
People talk about the bereavement journey.

NOTE Confidence: 0.914065721333333

dc33ff87-8be2-4d50-b526-97390d51ff16
00:49:11.180 --> 00:49:13.928
I think there are two parallel

NOTE Confidence: 0.914065721333333

1656b977-9641-4edc-8847-f95dcf27fb2b
00:49:13.928 --> 00:49:15.302
journeys through bereavement.

NOTE Confidence: 0.914065721333333

971b4ac0-5666-43a8-a576-a200434c7fba
00:49:15.310 --> 00:49:18.365
So one is the practical 1 and

NOTE Confidence: 0.914065721333333

ecb6d053-33cc-44c0-a329-00a285058ef2
00:49:18.365 --> 00:49:20.505
that's why National Bereavement

NOTE Confidence: 0.914065721333333

7e3d24ae-1c1a-4d28-b7cd-f96548bb7665
00:49:20.505 --> 00:49:23.442
Service focuses its service and I.

NOTE Confidence: 0.914065721333333

6f4a3ae7-a319-4547-ae7-c417db218904
00:49:23.442 --> 00:49:26.214
I tend to say that we offer

NOTE Confidence: 0.914065721333333

481c26da-d457-41a8-8c34-8a665af976a6
00:49:26.214 --> 00:49:28.488
a GP type service.

NOTE Confidence: 0.914065721333333

23c723f9-18a7-496c-b8d4-01a50a79fdcc
00:49:28.490 --> 00:49:30.970
With the rider that actually at the moment,

NOTE Confidence: 0.914065721333333

4ec91289-7d23-49b3-a8e1-98b835242b13
00:49:30.970 --> 00:49:32.445
we're generally rather easier to

NOTE Confidence: 0.914065721333333

e497159b-c470-4e48-9c0c-06039dba5662
00:49:32.445 --> 00:49:34.580
get hold of than your average GP.

NOTE Confidence: 0.841071970357143

dd6f508f-b487-400c-a3b9-e24b45a39352
00:49:36.780 --> 00:49:39.030
But we have a pretty comprehensive

NOTE Confidence: 0.841071970357143

5277a08c-3992-4940-a8e8-c0e877abbdab
00:49:39.030 --> 00:49:40.995
understanding of everything practical that

NOTE Confidence: 0.841071970357143

1be7e016-d6ae-40b2-a776-4b8641cb2298
00:49:40.995 --> 00:49:43.014
confronts bereaved people, and that's

NOTE Confidence: 0.841071970357143

25abebfb-151b-4a21-be0e-6969c83bd6a9
00:49:43.014 --> 00:49:45.972

from the very moment somebody's died,

NOTE Confidence: 0.841071970357143

c207973c-4c46-418c-9adc-5eb73c10ff68
00:49:45.972 --> 00:49:50.060
right through to completion of dealing with

NOTE Confidence: 0.841071970357143

435e4d11-beb1-4a11-b906-f6dc274b47b8
00:49:50.156 --> 00:49:53.558
an estate and everything along the way.

NOTE Confidence: 0.841071970357143

1bcc1fd3-f927-449b-b766-8c9201a10000
00:49:53.560 --> 00:49:56.070
The vast majority of those

NOTE Confidence: 0.841071970357143

0f53fb13-110f-490f-89ed-a70d5a5b1ccd
00:49:56.070 --> 00:49:58.580
questions we can answer ourselves.

NOTE Confidence: 0.841071970357143

ba428a6c-e72b-42b9-b4fc-2654407cef12
00:49:58.580 --> 00:50:00.992
And we'll look at some specific

NOTE Confidence: 0.841071970357143

decc5148-9075-437f-b460-4e5353fe1afc
00:50:00.992 --> 00:50:02.315
examples where we can't.

NOTE Confidence: 0.841071970357143

a8205833-cbcf-4746-9b87-0f9d0add61a9
00:50:02.315 --> 00:50:04.145
We will sign posts to the

NOTE Confidence: 0.841071970357143

241f463f-0a3d-40c0-bdf8-31eede72dad0
00:50:04.145 --> 00:50:05.659
appropriate other organizations,

NOTE Confidence: 0.841071970357143

86140d90-9d12-4ef9-ad41-6be5200de058
00:50:05.660 --> 00:50:07.628
and that's across statutory,

NOTE Confidence: 0.841071970357143

6b7e293d-343d-4da7-9a7f-2c2966a686aa
00:50:07.628 --> 00:50:11.060
commercial, and charitable sectors.

NOTE Confidence: 0.841071970357143

8997ad70-65ed-4e9c-b8a0-7ff7d2d9e71d
00:50:11.060 --> 00:50:13.300
And also, on occasion we'll do some

NOTE Confidence: 0.841071970357143

ba77cc19-3d38-4eb6-9e60-c4e4cb30c518
00:50:13.300 --> 00:50:15.378
research and and call people back.

NOTE Confidence: 0.841071970357143

474d02e7-7538-48fb-945e-29e7dadf61cd
00:50:15.380 --> 00:50:16.898
The psychological journey is the one

NOTE Confidence: 0.841071970357143

a93d4dd1-b172-4659-a258-f29aeaccb0df
00:50:16.898 --> 00:50:18.679
that most people as we've mentioned,

NOTE Confidence: 0.841071970357143

463e637b-e71f-4d95-a286-dac1d422787f
00:50:18.680 --> 00:50:20.678
think about. And.

NOTE Confidence: 0.841071970357143

bef35962-345c-4c21-b0bc-eaf12aef7c3a
00:50:20.678 --> 00:50:22.676
In that area,

NOTE Confidence: 0.841071970357143

1287f7a8-ac2c-4acd-91ff-66265d6f2787
00:50:22.680 --> 00:50:25.753
because there are an enormous number of

NOTE Confidence: 0.841071970357143

8881f540-6539-4e37-b86c-39a53200f22c
00:50:25.753 --> 00:50:27.600
organizations providing bereavement support,

NOTE Confidence: 0.841071970357143

ca7541c9-895d-4ba6-af8e-bd2af10043bf
00:50:27.600 --> 00:50:28.780
the issue is more funding.

NOTE Confidence: 0.841071970357143

0845dfc7-224a-44ce-9a3c-cc9eed53a553
00:50:28.780 --> 00:50:30.116
Which one is appropriate?

NOTE Confidence: 0.841071970357143

f1f53538-af25-4c3c-b581-8b0e889a29ec
00:50:30.116 --> 00:50:32.526
We offer a first aid service for

NOTE Confidence: 0.841071970357143

b2ec630c-4f21-4fad-b1dc-7c2a4535f6b4
00:50:32.526 --> 00:50:34.226
whatever's needed on that initial

NOTE Confidence: 0.841071970357143

0cd63418-f329-4069-9bf0-ce90e880c6bc
00:50:34.226 --> 00:50:36.519
call that we take from somebody,

NOTE Confidence: 0.841071970357143

6c4e62d9-d08d-4796-9e6d-8fbfc9bd904e
00:50:36.520 --> 00:50:38.627
and an awful lot of people just

NOTE Confidence: 0.841071970357143

87fc4c96-4042-4c66-a043-5e5ab4dd351a
00:50:38.627 --> 00:50:40.280
need some information explanation.

NOTE Confidence: 0.841071970357143

444feaec-d9b6-4ac2-abc4-a0572253ac6c
00:50:40.280 --> 00:50:42.660
Reinsurance of what they're experiencing,

NOTE Confidence: 0.841071970357143

f0bfa322-005a-4e00-9185-dc533a7053e2
00:50:42.660 --> 00:50:44.276
and then they think, oh, OK,

NOTE Confidence: 0.841071970357143

ca848bb1-2d6f-4bcb-a576-dc331d76fae4
00:50:44.276 --> 00:50:45.460
oh, I'm all right.

NOTE Confidence: 0.841071970357143

80978ad2-e01c-4448-b90e-b9c97aa910ae
00:50:45.460 --> 00:50:48.197

I'm not going mad, that's fine then,

NOTE Confidence: 0.841071970357143

c92cd4f3-4861-4f11-8ce3-a17ba2e423cf
00:50:48.200 --> 00:50:50.375
but we would generally suggest

NOTE Confidence: 0.841071970357143

84a28f98-947d-4a09-8cdc-81b31b9e75c4
00:50:50.375 --> 00:50:52.550
organizations that are a best.

NOTE Confidence: 0.841071970357143

cd747cdd-4e03-44fe-b5c4-ef3cb7de066c
00:50:52.550 --> 00:50:56.930
It's to that particular circumstances,

NOTE Confidence: 0.841071970357143

faaf3b0c-58d9-4ab6-97a2-9971cc31d3a8
00:50:56.930 --> 00:50:59.378
and it's then entirely up to the caller as

NOTE Confidence: 0.841071970357143

2123ef05-b57b-4468-9f91-7da6651ee083
00:50:59.378 --> 00:51:02.064
to whether they follow up on those or not.

NOTE Confidence: 0.841071970357143

cfa63781-9b15-4ff9-ac35-3f657f60f77b
00:51:02.070 --> 00:51:04.638
What I would just say is that nearly

NOTE Confidence: 0.841071970357143

a00f60f0-4aea-483d-8112-0914601a099a
00:51:04.638 --> 00:51:07.313
all the practical decisions and actions

NOTE Confidence: 0.841071970357143

e6ddaf0c-781c-45d7-84b0-373257013e09
00:51:07.313 --> 00:51:10.247
will have emotional impact as well,

NOTE Confidence: 0.841071970357143

af7d7db2-1d80-4ee0-942a-ccff7833052b
00:51:10.250 --> 00:51:13.514
and the very simplest example is

NOTE Confidence: 0.841071970357143

69595af9-2641-4227-8e32-0ae2b447ecc9
00:51:13.514 --> 00:51:16.346
if you consider and many of you

NOTE Confidence: 0.841071970357143

139413b4-a8fe-4ed0-b998-d5d8fe6eaebc
00:51:16.346 --> 00:51:18.610
may well have had to do this.

NOTE Confidence: 0.841071970357143

a2d60ca9-0756-48d1-b6e7-39f16032a955
00:51:18.610 --> 00:51:22.060
Clearing somebody's wardrobe.

NOTE Confidence: 0.841071970357143

41ebba9b-c35b-4d8b-b27d-8ab86e0f34da
00:51:22.060 --> 00:51:23.572
It actually can be one of the

NOTE Confidence: 0.841071970357143

75481b5d-653f-4cc5-b890-b808b462621b
00:51:23.572 --> 00:51:24.851
hardest things that you have to

NOTE Confidence: 0.841071970357143

39e507d0-dacd-4120-89ff-a958e5f8e8bf
00:51:24.851 --> 00:51:25.816
do in the early stages,

NOTE Confidence: 0.841071970357143

cd6465e5-6afb-4b99-aa07-d71590321b0a
00:51:25.820 --> 00:51:27.452
particularly if a property is rented

NOTE Confidence: 0.841071970357143

594e2ad6-5a1f-45fd-91f6-6e30a5ea197c
00:51:27.452 --> 00:51:29.740
and has to be cleared very quickly.

NOTE Confidence: 0.841071970357143

d3ccd5bd-9e69-4aae-8c0d-2bdf4fce49bf
00:51:29.740 --> 00:51:32.068
And one of the things we always say

NOTE Confidence: 0.841071970357143

e36371c9-749b-4a8b-9088-bdc964be75ce
00:51:32.068 --> 00:51:34.540
to families is if you are considering

NOTE Confidence: 0.841071970357143

705b864e-486f-4392-839b-000863453e0f
00:51:34.540 --> 00:51:36.000
giving anything to charity.

NOTE Confidence: 0.841071970357143

2fae996a-9edd-47a1-b9f5-9c3f48ab45d3
00:51:36.000 --> 00:51:37.938
Please take it to charity shops.

NOTE Confidence: 0.841071970357143

33e0c9d6-d829-41e8-bd65-f678fd2af9d4
00:51:37.940 --> 00:51:41.650
At least two towns distance from where

NOTE Confidence: 0.841071970357143

429af20d-de8e-4fd9-a576-c8f20a872de8
00:51:41.650 --> 00:51:44.485
the immediate next of kin are living.

NOTE Confidence: 0.841071970357143

246ed4a1-533c-4178-a4bd-38b6e9bb0462
00:51:44.490 --> 00:51:46.940
It's a normal thing to imagine you've

NOTE Confidence: 0.841071970357143

3d57ebe4-4f9d-4f44-a024-b5b3cc1bf77c
00:51:46.940 --> 00:51:49.720
seen the person who's died in the street.

NOTE Confidence: 0.841071970357143

5c447220-3c81-4b8c-b7e6-3b8669bd0273
00:51:49.720 --> 00:51:51.718
That's a normal part of grieving,

NOTE Confidence: 0.841071970357143

19a6ff47-add9-4c95-af6b-b444351a74e4
00:51:51.720 --> 00:51:53.560
but how much more likely is it to

NOTE Confidence: 0.841071970357143

3c2efcdb-b95a-4ee6-9723-641e672fd0c0
00:51:53.560 --> 00:51:55.437
happen if that person happens to

NOTE Confidence: 0.841071970357143

d7b16405-d2ea-46d2-8d67-17f5c7271e39
00:51:55.437 --> 00:51:57.132

be wearing Granny's favorite coat?

NOTE Confidence: 0.841071970357143

616e985a-6302-43da-816f-380027c9cf5f
00:51:57.140 --> 00:52:01.268
It's just a simple protection thing.

NOTE Confidence: 0.841071970357143

315300a2-aeb8-4895-beed-3897ab5e6edf
00:52:01.270 --> 00:52:01.685
So.

NOTE Confidence: 0.841071970357143

77dd6b01-7d42-453e-a9f2-411ab4ad830d
00:52:01.685 --> 00:52:05.420
Where do you fit in when it comes to

NOTE Confidence: 0.841071970357143

179bcc8b-10d5-4497-8da2-78aadaa3b516
00:52:05.532 --> 00:52:09.690
your role with people who have bereaved?

NOTE Confidence: 0.841071970357143

c4e662d3-1644-49f5-93f2-2a02ffe61c1a
00:52:09.690 --> 00:52:11.970
Assuming in general that it's

NOTE Confidence: 0.841071970357143

e13b544e-af5b-41a7-a3fb-bb7da8eb1ab1
00:52:11.970 --> 00:52:14.250
your client who has died.

NOTE Confidence: 0.841071970357143

ba69645b-0a8e-46a0-96e9-4e9135e6fcdb
00:52:14.250 --> 00:52:16.476
And I'm sure you're all familiar

NOTE Confidence: 0.841071970357143

32ba7a9b-0010-4544-a756-3e0b6f945303
00:52:16.480 --> 00:52:18.905
with this document from the

NOTE Confidence: 0.841071970357143

c965419c-487b-4b03-9eb7-97c3bc3db2f8
00:52:18.905 --> 00:52:20.360
Financial Conduct Authority,

NOTE Confidence: 0.841071970357143

36ab0dba-5231-40cc-a818-a6b94d29181c
00:52:20.360 --> 00:52:23.024
which I have to say I'm very grateful

NOTE Confidence: 0.841071970357143

42723a23-95ec-4d6a-bb2f-f5993033bce3
00:52:23.024 --> 00:52:26.284
to Tony Miles for bringing to my

NOTE Confidence: 0.841071970357143

2732bd27-280c-4092-9312-788d8fb08be2
00:52:26.284 --> 00:52:28.724
attention where bereavement has been

NOTE Confidence: 0.841071970357143

ca4e4ce2-0c5f-48f8-94b0-7b8ea276a249
00:52:28.724 --> 00:52:32.293
identified as a life event that can

NOTE Confidence: 0.841071970357143

d0265de3-c89c-4580-a8c2-6c9f1756aac3
00:52:32.293 --> 00:52:35.438
create financial vulnerability for people.

NOTE Confidence: 0.841071970357143

7fc63a3a-6218-4145-bc9e-0092534a7b98
00:52:35.440 --> 00:52:37.477
I was actually thrilled to see this.

NOTE Confidence: 0.841071970357143

a917810c-323a-4972-80d0-4ba1668bc0de
00:52:37.480 --> 00:52:41.024
I was involved with some work with the

NOTE Confidence: 0.841071970357143

1ae117b3-7453-4f91-bdb4-eb3cd66d213c
00:52:41.024 --> 00:52:44.439
Money Advice Service around 12 years ago.

NOTE Confidence: 0.841071970357143

078d072f-9a4a-4f1b-b993-695e245e8554
00:52:44.440 --> 00:52:46.788
Looking at bereavement and

NOTE Confidence: 0.841071970357143

b5962c8e-7e3b-4094-8b3a-45d95ae9243b
00:52:46.788 --> 00:52:49.136
financial vulnerability for people,

NOTE Confidence: 0.841071970357143

88ceb372-7f88-4645-827b-a5a439f28965
00:52:49.140 --> 00:52:51.465
so I'm absolutely delighted that

NOTE Confidence: 0.841071970357143

6f7c454f-a747-40fe-9891-501cddf72aa2
00:52:51.465 --> 00:52:53.790
all these iterations of Money

NOTE Confidence: 0.841071970357143

8aff9c32-6fc3-4e43-8a69-d0645589ea69
00:52:53.868 --> 00:52:56.043
Advice Service later that it's

NOTE Confidence: 0.841071970357143

de67028c-f053-49c6-9d64-34272668d8ff
00:52:56.043 --> 00:52:59.254
actually become part of the FCA's

NOTE Confidence: 0.841071970357143

55227e57-d65a-48e3-ae2d-a25d71e41c4b
00:52:59.254 --> 00:53:03.390
own guidance to practitioners.

NOTE Confidence: 0.841071970357143

05c2421b-af62-4749-9660-78959fd4b43a
00:53:03.390 --> 00:53:05.770
So.

NOTE Confidence: 0.841071970357143

0e891928-6f51-4fe2-b70b-feef527ebd19
00:53:05.770 --> 00:53:08.660
Do you have a particular role and in this in

NOTE Confidence: 0.874215285

a2ba6c52-37d3-4aff-b95d-7f4365318e27
00:53:08.731 --> 00:53:10.307
many respects you don't?

NOTE Confidence: 0.874215285

70c42384-f3bd-4de7-89d0-56f661681cb5
00:53:10.310 --> 00:53:12.866
What you need to do is be offering your

NOTE Confidence: 0.874215285

c3fa6c01-fe18-4d98-97f2-939d2045867c
00:53:12.866 --> 00:53:14.410

professional expertise and service,

NOTE Confidence: 0.874215285

3d949451-cf61-4997-86e5-5ec14e512f65
00:53:14.410 --> 00:53:15.802
but with empathy,

NOTE Confidence: 0.874215285

52120647-72b5-4879-96b7-e5178860f59d
00:53:15.802 --> 00:53:18.122
and to signpost to appropriate

NOTE Confidence: 0.874215285

83292e70-dd0c-4dc3-ae25-de645393cc7b
00:53:18.122 --> 00:53:21.100
sources of health for anything else.

NOTE Confidence: 0.874215285

fa08ab47-b5df-4bfc-a717-e058f2d1f27b
00:53:21.100 --> 00:53:23.626
And that's where national bereavement service

NOTE Confidence: 0.874215285

d729fcb9-b610-4aa0-9e90-6638c22fd034
00:53:23.626 --> 00:53:26.549
can hopefully be of assistance to you.

NOTE Confidence: 0.874215285

bf1cb762-f480-4e86-9ad0-a279f039f91c
00:53:26.550 --> 00:53:27.342
It's interesting,

NOTE Confidence: 0.874215285

d097fccd-1ed4-4ab4-8a47-7b1ba8315930
00:53:27.342 --> 00:53:30.510
it's around the same length of time ago.

NOTE Confidence: 0.874215285

3a3502dd-e592-4013-a8fa-c4ef0b41acf1
00:53:30.510 --> 00:53:32.855
One of the main High Street banks

NOTE Confidence: 0.874215285

1c058aa0-f599-4ae2-8f8e-4dfb23757e93
00:53:32.855 --> 00:53:34.580
surveyed its breed customers.

NOTE Confidence: 0.874215285

87cdad74-f83a-49c2-9bfa-2c2f0330c23d
00:53:34.580 --> 00:53:35.318
And and saying,

NOTE Confidence: 0.874215285

739cc935-ae83-40e9-b010-f5d210297234
00:53:35.318 --> 00:53:37.499
what do you want from us as a bank?

NOTE Confidence: 0.874215285

dff7e7e8-056b-4be2-bc70-b27f0c2dba5a
00:53:37.500 --> 00:53:38.248
And they said, well,

NOTE Confidence: 0.874215285

6d711262-cccb-4b33-a4bb-94d11c8e50b4
00:53:38.248 --> 00:53:38.996
we definitely don't want

NOTE Confidence: 0.874215285

70e53387-9cce-48ad-bae4-9e9d31afd65c
00:53:38.996 --> 00:53:39.950
you to be counsellors.

NOTE Confidence: 0.874215285

bd0ba65d-472a-4021-b713-cd2172484653
00:53:39.950 --> 00:53:42.126
We just want you to be the bank

NOTE Confidence: 0.874215285

b6e2b2d5-c918-4fdd-88c3-62bcc94cc81b
00:53:42.126 --> 00:53:44.319
and to do what you should do.

NOTE Confidence: 0.874215285

a7d5c3cd-ebe5-4446-9c26-b84933bd36bb
00:53:44.320 --> 00:53:45.050
Properly,

NOTE Confidence: 0.874215285

73b2d241-9497-4b6b-b97c-730455b52c00
00:53:45.050 --> 00:53:48.700
quickly and with courtesy under

NOTE Confidence: 0.874215285

dbdc87e7-b75f-4453-9ed5-b7886a2b9164
00:53:48.700 --> 00:53:50.160
it accurately,

NOTE Confidence: 0.874215285

28c78c84-2ba3-47ca-a1a8-8fa7cd1f4c54
00:53:50.160 --> 00:53:52.491
I have to say I was somewhat

NOTE Confidence: 0.874215285

d8f63318-ef2a-454f-a849-ad624668b969
00:53:52.491 --> 00:53:54.754
disappointed when I learned from a

NOTE Confidence: 0.874215285

bdc68ca7-54c3-4da0-9d61-b0ff27bda7ec
00:53:54.754 --> 00:53:56.734
friend who was recently bereaved

NOTE Confidence: 0.874215285

501b36c4-0bf4-4624-b98a-2d2f83e4640f
00:53:56.734 --> 00:53:59.182
that that same bank had completely

NOTE Confidence: 0.874215285

c9c90a73-1a00-44a2-87b0-9fbb88cda537
00:53:59.182 --> 00:54:01.558
failed on their transfer of her.

NOTE Confidence: 0.874215285

e40a4ee7-c133-4715-a20b-978b2607958d
00:54:01.560 --> 00:54:04.367
Her account that she held jointly with

NOTE Confidence: 0.874215285

955340a5-00c9-41c3-b01e-3da05288063b
00:54:04.367 --> 00:54:07.281
her husband who's died and they got her

NOTE Confidence: 0.874215285

de149dea-7839-4cf5-8a9b-697a9d23b149
00:54:07.281 --> 00:54:10.000
name wrong on the newly issued documents.

NOTE Confidence: 0.874215285

dc6a25c2-bb36-41f4-8c69-8bfa32b18f6f
00:54:10.000 --> 00:54:14.150
I was not impressed so.

NOTE Confidence: 0.874215285

d9a78bb1-161a-42ca-b493-9820a55269bc
00:54:14.150 --> 00:54:16.430

What you do have to bear in mind

NOTE Confidence: 0.874215285

811eb262-f6cf-4521-9c40-9eaffe7a6fb4
00:54:16.430 --> 00:54:18.932
is that for a number of these

NOTE Confidence: 0.874215285

f17116f6-e6c4-49bb-8844-16bbe6898e84
00:54:18.932 --> 00:54:20.787
bereaved people they will know

NOTE Confidence: 0.874215285

1eaaef13-f059-47dc-abc4-66525cef8776
00:54:20.860 --> 00:54:23.180
very little about the financial

NOTE Confidence: 0.874215285

c405c041-462d-48be-982f-b910f33354b4
00:54:23.180 --> 00:54:25.967
circumstances of the person who's died.

NOTE Confidence: 0.874215285

28e780d5-bb9b-4a4e-a5bb-2817f5720e0d
00:54:25.967 --> 00:54:28.769
Certainly often won't know all the

NOTE Confidence: 0.874215285

e7d8424e-9158-4c06-ba84-242de63f7c51
00:54:28.769 --> 00:54:31.190
complexity of their investments,

NOTE Confidence: 0.874215285

d614d89f-583a-49ff-919e-11e7febe8832
00:54:31.190 --> 00:54:35.068
so you become a very key person.

NOTE Confidence: 0.874215285

ea844325-9061-4e36-88ef-936cfaa4b175
00:54:35.070 --> 00:54:38.110
Uh, in?

NOTE Confidence: 0.874215285

65ee6058-6aae-44eb-a074-00be6370c7d8
00:54:38.110 --> 00:54:39.025
Initially with them,

NOTE Confidence: 0.874215285

4259ebca-15ee-4cd4-8e93-4103e648e7cb
00:54:39.025 --> 00:54:40.550
if they're also the administrator,

NOTE Confidence: 0.874215285

88e29d7d-9f3b-47a8-b15b-869616ced29a
00:54:40.550 --> 00:54:42.986
the executor, then you are absolutely key.

NOTE Confidence: 0.874215285

bf7a6505-5159-4faa-8884-339c22985cf7
00:54:42.990 --> 00:54:44.750
You have information that,

NOTE Confidence: 0.874215285

817db943-f1ee-4e7e-b009-8e591bbee6e8
00:54:44.750 --> 00:54:48.649
and maybe the only person who understands it.

NOTE Confidence: 0.874215285

96327875-df2d-4802-b5d8-36dad5b1bbb8
00:54:48.650 --> 00:54:50.830
Umm?

NOTE Confidence: 0.874215285

7927336e-a51c-4ada-9059-e93a223eefac
00:54:50.830 --> 00:54:53.630
If they, uh, family member,

NOTE Confidence: 0.874215285

50f6f0eb-940e-4b39-9e2f-f3d3be29c7bb
00:54:53.630 --> 00:54:54.668
is the executor,

NOTE Confidence: 0.874215285

bd8d7856-6592-43c6-b27d-1cede8b78d14
00:54:54.668 --> 00:54:56.744
they're not familiar with financial products.

NOTE Confidence: 0.874215285

4920fe21-24f0-48c2-a788-2c9815ea5a1a
00:54:56.750 --> 00:54:59.646
They will pick up this whole ward of

NOTE Confidence: 0.874215285

02d73295-b6b8-4c10-a6c7-afb0b15454aa
00:54:59.646 --> 00:55:01.968
paperwork and look at it and think,

NOTE Confidence: 0.874215285

ce47f346-d136-446d-a23a-efa075fb02af
00:55:01.970 --> 00:55:02.818
really?

NOTE Confidence: 0.874215285

8c4b6453-c8f3-4fee-87cd-e065dacd1c52
00:55:02.818 --> 00:55:05.362
So your advice?

NOTE Confidence: 0.874215285

bf9a2518-6e14-4cde-a3d8-2e48fb1ea946
00:55:05.362 --> 00:55:09.634
For them as executor looking at

NOTE Confidence: 0.874215285

865af232-0683-4eb2-ae4-c3f5a3efc4c5
00:55:09.634 --> 00:55:12.693
those issues that have been in this

NOTE Confidence: 0.874215285

88f39711-e5d6-4839-88bb-2029d8d3601b
00:55:12.693 --> 00:55:14.512
presentation so far is absolutely

NOTE Confidence: 0.874215285

1dcb3e7d-e8cd-4b00-8970-ce0d5c137506
00:55:14.512 --> 00:55:17.136
key as to what is going to be

NOTE Confidence: 0.874215285

b56371dc-2072-4d02-b184-8e0ee7bd6dfc
00:55:17.136 --> 00:55:19.208
the best way for them to deal

NOTE Confidence: 0.874215285

5f80af81-0133-4608-9a05-aa4e503a38d3
00:55:19.208 --> 00:55:20.947
with those financial products,

NOTE Confidence: 0.874215285

01438e80-5bd0-4632-9910-c70cf34334a4
00:55:20.947 --> 00:55:23.821
because as executor they have an

NOTE Confidence: 0.874215285

822ddb02-6a71-4e2a-9b9a-6bf18c596824
00:55:23.821 --> 00:55:26.043

obligation to manage the estate in

NOTE Confidence: 0.874215285

edf12f6e-61d6-42e9-8e6d-ca7d4d1fabf4
00:55:26.043 --> 00:55:28.760
the best interest of the beneficiaries.

NOTE Confidence: 0.874215285

85d0be08-a55a-4850-80a9-838b53fa9e71
00:55:28.760 --> 00:55:32.526
So that means using tax efficient ways

NOTE Confidence: 0.874215285

0d683433-0756-4daa-99bd-0c0da1c84665
00:55:32.526 --> 00:55:37.089
of transfer disposal, whatever it is.

NOTE Confidence: 0.874215285

da5548ba-75c2-424b-82c8-c4f0b81eee1e
00:55:37.090 --> 00:55:38.710
About which uniform more than me?

NOTE Confidence: 0.720859944285714

ced2719b-45f7-4459-8229-a58a8820c952
00:55:41.150 --> 00:55:45.448
Now this is our poll question so.

NOTE Confidence: 0.720859944285714

7b31ae90-9697-46b7-9330-400de1086bf3
00:55:45.450 --> 00:55:47.910
We're actually just asking you to

NOTE Confidence: 0.720859944285714

4f21c4dd-1017-496d-94c5-e7fe5b90c760
00:55:47.910 --> 00:55:50.469
express an opinion on what percentage

NOTE Confidence: 0.720859944285714

7c58ccae-a37a-4cbe-9875-60e625a9a4d1
00:55:50.469 --> 00:55:52.983
of brave people do you think?

NOTE Confidence: 0.720859944285714

760f9239-b4f7-44c0-951e-be448c45072b
00:55:52.990 --> 00:55:55.209
Would be financially vulnerable in some way,

NOTE Confidence: 0.720859944285714

6c6ea808-82cb-4fc8-b8f4-99f6e411a97a
00:55:55.210 --> 00:55:58.437
and if you can use your pull button now,

NOTE Confidence: 0.720859944285714

dcdedec6-ca55-4573-9f9a-b2d4bc42f6ee
00:55:58.437 --> 00:56:00.572
that would be very helpful

NOTE Confidence: 0.720859944285714

0ca143e7-cee9-442a-b22e-855df7423d7d
00:56:00.572 --> 00:56:02.790
and see what people feel.

NOTE Confidence: 0.720859944285714

8dce7eeb-58d3-4460-9894-4bcc51051e70
00:56:02.790 --> 00:56:04.608
This is where I discover whether

NOTE Confidence: 0.720859944285714

d4294833-60b6-4e47-8a9d-94fe6f29f9d1
00:56:04.608 --> 00:56:05.517
anyone's actually listening.

NOTE Confidence: 0.839793053529412

794a0057-5979-431f-898a-422a3bd42fdb
00:56:07.750 --> 00:56:09.366
Be good to bring the results up guys

NOTE Confidence: 0.839793053529412

f4302842-bb2f-44d0-b424-6725883e3327
00:56:09.366 --> 00:56:11.128
if we can do that as we go along.

NOTE Confidence: 0.839793053529412

7fc55054-fa7a-4514-876c-cde6a3c21eef
00:56:11.130 --> 00:56:12.378
I'm excited to see this and.

NOTE Confidence: 0.916137914

9e8cb95a-2206-499f-8e6c-f516b65b9fed
00:56:17.310 --> 00:56:18.740
I'm not seeing anything yet,

NOTE Confidence: 0.916137914

884341bf-6fed-49b2-8c42-cbfa19fa53f5
00:56:18.740 --> 00:56:21.740
are you? Ah, here we are great.

NOTE Confidence: 0.696743896

253c4c52-f0db-4e77-944a-b440f6db4bbd
00:56:38.220 --> 00:56:39.255
Interested on that.

NOTE Confidence: 0.696743896

a0158c69-baf3-415e-a156-f75897946d8b
00:56:39.255 --> 00:56:41.670
The more more people still voted him,

NOTE Confidence: 0.696743896

02f819bd-cc32-477d-88d0-ceabefd61181
00:56:41.670 --> 00:56:45.779
but that looks like almost 3/4 of

NOTE Confidence: 0.696743896

b98f5a2b-bb56-4d33-91f1-a752f8c1525c
00:56:45.779 --> 00:56:48.082
people absolutely in some way.

NOTE Confidence: 0.696743896

d02bbab4-2fa3-40d9-89a2-7ecba633cecb
00:56:48.082 --> 00:56:52.170
Yeah, right. That's absolutely fantastic.

NOTE Confidence: 0.696743896

cc5ffae7-4734-434b-a87c-76da2b9fcd9c
00:56:52.170 --> 00:56:53.262
Cold stones everybody,

NOTE Confidence: 0.696743896

668ea2a4-efb2-406f-bcc9-9b02fefe063b
00:56:53.262 --> 00:56:56.500
apart from the 2% and so excellent I'll

NOTE Confidence: 0.696743896

25345f1a-f347-4ac7-a273-7a8d8e196fbd
00:56:56.500 --> 00:57:00.062
I'll move on from that slide now, but.

NOTE Confidence: 0.696743896

e1773e39-91f8-43e4-be18-325c86516908
00:57:00.062 --> 00:57:01.830
There isn't a correct

NOTE Confidence: 0.696743896

63bdfcf9-4caa-438a-a582-a4f09c441471
00:57:01.830 --> 00:57:03.598

answer to that question.

NOTE Confidence: 0.696743896

73bfcaa0-3126-4471-b0cc-22d200f7d8d3
00:57:03.600 --> 00:57:06.576
It is a matter of interpretation,

NOTE Confidence: 0.696743896

0a0f00e5-c010-4f19-b019-1a3b7bf4b310
00:57:06.580 --> 00:57:08.484
but what we're going to do is

NOTE Confidence: 0.696743896

5235d9ff-7996-4c54-a639-22ac59ec2111
00:57:08.484 --> 00:57:10.492
look at some of the reasons

NOTE Confidence: 0.696743896

aa01d69b-4b39-4f99-9080-ba487b47c5bd
00:57:10.492 --> 00:57:12.357
why people might be vulnerable.

NOTE Confidence: 0.696743896

044f14ff-e7d5-4df5-bbef-08a880754500
00:57:12.360 --> 00:57:16.530
Some of which do include everybody.

NOTE Confidence: 0.696743896

20e42c15-75d4-4cf1-90fc-d0d46b866d7d
00:57:16.530 --> 00:57:17.842
Umm? And.

NOTE Confidence: 0.696743896

0133clea-19e2-41a2-a703-39e8d25fd416
00:57:17.842 --> 00:57:22.434
The first one is lack of financial

NOTE Confidence: 0.696743896

a68b7666-9f1f-47cf-9c12-8aa7e4609662
00:57:22.434 --> 00:57:24.546
confidence and a survey found

NOTE Confidence: 0.696743896

a4fc107b-922b-4463-bed3-397751db4d9f
00:57:24.546 --> 00:57:27.297
in 2021 that 45% and this is of

NOTE Confidence: 0.696743896

207eacd4-b59d-4e46-8efa-05adee0dd201
00:57:27.297 --> 00:57:29.534
the population as a whole do

NOTE Confidence: 0.696743896

9edf35d2-adb3-4e00-9aa5-55c9d8af17d2
00:57:29.534 --> 00:57:31.802
not feel that they are confident

NOTE Confidence: 0.696743896

0b0c8753-821c-4c10-87a0-fee89f08aa05
00:57:31.802 --> 00:57:33.969
dealing with financial matters,

NOTE Confidence: 0.696743896

25521f83-170f-4e5d-abc4-60aeab135688
00:57:33.970 --> 00:57:36.238
so that just reinforces what I was

NOTE Confidence: 0.696743896

cddc41eb-5698-4813-abd1-0af9efc482eb
00:57:36.238 --> 00:57:38.737
saying is that the the people you

NOTE Confidence: 0.696743896

db2bc901-1455-4045-8338-8617d02cae84
00:57:38.737 --> 00:57:40.921
are advising with regard to managing

NOTE Confidence: 0.696743896

b5b62429-c8cc-4ab9-9977-fe9ad6bc72b7
00:57:40.989 --> 00:57:43.074
financial products as part of

NOTE Confidence: 0.696743896

9e3224d5-ee48-46a9-a179-efab325e9f24
00:57:43.074 --> 00:57:45.159
the estate is absolutely crucial.

NOTE Confidence: 0.710162584

d754e21b-40d4-441c-8d44-7bfd7961a9fc
00:57:48.240 --> 00:57:53.760
The lack of financial competence.

NOTE Confidence: 0.710162584

0836a223-1c04-4e81-a3dd-6675fd4bb4d3
00:57:53.760 --> 00:57:57.078
An awful lot of people are still

NOTE Confidence: 0.710162584

267df45a-c716-4a09-8143-0535bde9d3af
00:57:57.078 --> 00:57:58.500
not financially competent,

NOTE Confidence: 0.710162584

5a77c30b-9638-4218-ad14-f4283ae03b11
00:57:58.500 --> 00:58:01.076
and there can be reasons why we still

NOTE Confidence: 0.710162584

76df103c-af84-4d2e-babb-aae0854587dd
00:58:01.076 --> 00:58:03.668
get calls from people with their spouse

NOTE Confidence: 0.710162584

50c38ffd-ced7-4c48-b3d9-f1719e7c1087
00:58:03.668 --> 00:58:06.309
or partner dealt with all the money.

NOTE Confidence: 0.858561182142857

3c0c2ba3-e11b-4123-b939-0bb75951bcef
00:58:08.820 --> 00:58:11.375
Now my feminist bit gets a bit

NOTE Confidence: 0.858561182142857

ad8f9922-07e9-405d-b784-a88e8215c70d
00:58:11.375 --> 00:58:13.201
upset when somebody in their

NOTE Confidence: 0.858561182142857

7f49ce68-7908-4af7-8e5f-0b2fec3e4e39
00:58:13.201 --> 00:58:15.148
early 60s calls and says, well,

NOTE Confidence: 0.858561182142857

31fadbcf-0f16-4a0b-bba8-82a4ef5814de
00:58:15.148 --> 00:58:16.436
my husband did everything

NOTE Confidence: 0.858561182142857

d11b6a85-14bb-4a5b-999e-98f2c170a568
00:58:16.436 --> 00:58:18.240
and I think silly woman,

NOTE Confidence: 0.858561182142857

99e92973-27ec-4e78-8841-84139f12f3d7
00:58:18.240 --> 00:58:20.490

but that's me being judgmental

NOTE Confidence: 0.858561182142857

04b389ea-91ba-4ba9-8c68-000bc64f527d
00:58:20.490 --> 00:58:23.540
as a personal from a private.

NOTE Confidence: 0.858561182142857

6a3d7347-9887-4fbe-a1d0-797e6bd8f222
00:58:23.540 --> 00:58:24.737
A professional perspective.

NOTE Confidence: 0.858561182142857

d73396ff-8c56-49e7-9939-10bce10ba9c8
00:58:24.737 --> 00:58:27.530
Obviously we would have a great deal

NOTE Confidence: 0.858561182142857

f2b017c2-6a65-4bea-9298-8ed675a1d707
00:58:27.594 --> 00:58:29.759
of sympathy for for somebody because

NOTE Confidence: 0.858561182142857

d5b5d5c1-5dff-4ddf-a7f1-96cf8732b200
00:58:29.759 --> 00:58:32.692
it might be that the partner care

NOTE Confidence: 0.858561182142857

7ec08455-61d4-4da2-a7a2-89f2a7d7116b
00:58:32.692 --> 00:58:35.438
and managed money by mutual choice.

NOTE Confidence: 0.858561182142857

e42b18d4-eb9b-4865-a71b-ad39a75a9038
00:58:35.440 --> 00:58:37.155
Aye, how share with a relative and

NOTE Confidence: 0.858561182142857

6549f500-76af-44db-8723-404c1f68eb35
00:58:37.155 --> 00:58:38.871
they do the finance things because

NOTE Confidence: 0.858561182142857

78493611-6ffa-4b7c-85c8-406c56dd6484
00:58:38.871 --> 00:58:40.719
they're better at it than me,

NOTE Confidence: 0.858561182142857

66e7c939-1f5a-4390-842d-2825d8a68d59
00:58:40.720 --> 00:58:42.196
but I could do it if I had to.

NOTE Confidence: 0.858561182142857

a80204d8-1b40-482d-b593-0b31b03f5250
00:58:42.200 --> 00:58:44.670
If anything happened to them.

NOTE Confidence: 0.858561182142857

11fcb316-c597-4fa3-b8c4-83ee106d2b68
00:58:44.670 --> 00:58:46.474
It is also possible,

NOTE Confidence: 0.858561182142857

cf56b947-a02a-4d89-a6ea-616f1a806401
00:58:46.474 --> 00:58:48.729
and possibly unbeknownst to you,

NOTE Confidence: 0.858561182142857

70fc509a-56e9-4f69-a624-27b76087ab8d
00:58:48.730 --> 00:58:51.082
that the person who died managed the

NOTE Confidence: 0.858561182142857

27b95025-e7b5-445b-9089-b667935f939e
00:58:51.082 --> 00:58:53.508
money as part of coercive control.

NOTE Confidence: 0.858561182142857

3a2f23cd-725d-43b7-8b17-ed083ed3249c
00:58:53.510 --> 00:58:55.418
And I think we're beginning to

NOTE Confidence: 0.858561182142857

625c7f0b-7839-47fa-a544-e76507eba6e1
00:58:55.418 --> 00:58:57.671
be aware that that is a form

NOTE Confidence: 0.858561182142857

7d210b1e-57bd-4f69-98f9-f7ab9934c92b
00:58:57.671 --> 00:58:59.501
of domestic abuse that is more

NOTE Confidence: 0.858561182142857

96a93332-c49c-4a4e-9ece-3f7ff42debfb
00:58:59.501 --> 00:59:01.428
common than we've ever managed,

NOTE Confidence: 0.858561182142857

9ealf35f-545e-40a8-994b-b0d73084bc66
00:59:01.430 --> 00:59:03.918
and some people well for a variety of

NOTE Confidence: 0.858561182142857

e8cb07e9-b984-496c-a6a5-5747ea5af60f
00:59:03.918 --> 00:59:06.469
reasons have impaired intellectual ability.

NOTE Confidence: 0.858561182142857

c931743e-5f9a-461b-abd0-3aadb20d2f96
00:59:06.470 --> 00:59:09.109
That is not the same as them

NOTE Confidence: 0.858561182142857

0e5f778f-409c-435c-a68d-414d8cf746dc
00:59:09.109 --> 00:59:11.060
not having mental capacity.

NOTE Confidence: 0.858561182142857

08b673e5-a24b-48c9-b7fd-dfcd530f2c17
00:59:11.060 --> 00:59:13.646
People have kind of mental capacity

NOTE Confidence: 0.858561182142857

2e54258e-cbe2-4383-b597-a4a2415cc896
00:59:13.646 --> 00:59:16.209
to make decisions but still not.

NOTE Confidence: 0.801453445

aba9ea64-7cc0-4ecc-a23d-ecec0373daf4
00:59:19.200 --> 00:59:21.148
Something that might apply

NOTE Confidence: 0.801453445

4ab85dac-31b7-48b2-90bf-45342de4e99f
00:59:21.148 --> 00:59:23.096
here would be dyscalculia,

NOTE Confidence: 0.801453445

a8e0f421-5f71-49fd-bdd2-ee70f1adb237
00:59:23.100 --> 00:59:24.590
which is the equivalent of

NOTE Confidence: 0.801453445

105b0ee1-b738-4486-a749-32747262b9dc
00:59:24.590 --> 00:59:26.600

dyslexia when it comes to figures,

NOTE Confidence: 0.801453445

439c70a8-26f2-4696-af75-9846fea36955
00:59:26.600 --> 00:59:28.472
so that person might have an

NOTE Confidence: 0.801453445

066d7f68-aa7a-4f76-bdd2-1c958e7d7928
00:59:28.472 --> 00:59:29.408
impaired intellectual ability

NOTE Confidence: 0.801453445

9947d6a4-2589-42ad-a5fa-dc1cac92d865
00:59:29.408 --> 00:59:31.031
to deal with finances because

NOTE Confidence: 0.801453445

fe867ae4-0138-4605-adce-c266ec65c0b2
00:59:31.031 --> 00:59:32.596
of all the figures involved,

NOTE Confidence: 0.801453445

12429889-db89-4c4d-85c4-208b70c726f5
00:59:32.600 --> 00:59:34.548
but they're perfectly intelligent.

NOTE Confidence: 0.871315945454545

ca6312b0-f2ff-44ed-b9c7-19a9536f5f18
00:59:36.570 --> 00:59:38.005
Probably won't be so common

NOTE Confidence: 0.871315945454545

236bad1c-4c6b-41d6-bd7a-6eebb81b32d5
00:59:38.005 --> 00:59:39.770
among the people you deal with,

NOTE Confidence: 0.871315945454545

254fea2d-38f5-45ca-ac4a-cd9ce0c01142
00:59:39.770 --> 00:59:41.606
but there are people who will

NOTE Confidence: 0.871315945454545

dd0060d7-d6cd-4d43-8943-91bc11bbdf97
00:59:41.606 --> 00:59:43.176
have no financial reserves to

NOTE Confidence: 0.871315945454545

470316c3-c8db-43b3-8c38-4dda420826cd
00:59:43.176 --> 00:59:44.910
meet the costs of the bereavement.

NOTE Confidence: 0.871315945454545

233c14a9-a10a-4214-ae51-ace5bf232df0
00:59:44.910 --> 00:59:47.300
Primarily the funeral and that

NOTE Confidence: 0.871315945454545

c4dd0c68-8a0f-4e38-b5f6-2f9e2155909e
00:59:47.300 --> 00:59:50.370
can include people who are working

NOTE Confidence: 0.871315945454545

1f91154c-511b-4121-ad06-b4766afe825c
00:59:50.370 --> 00:59:53.106
where what goes in at the end of the

NOTE Confidence: 0.871315945454545

895f4d29-aeeb-44a4-a8c3-209f2cf9e751
00:59:53.106 --> 00:59:55.352
month when in terms of salary has

NOTE Confidence: 0.871315945454545

76c3a742-9bbf-4c3f-a35f-f8d0905ebd82
00:59:55.352 --> 00:59:57.979
gone by the end of the next month.

NOTE Confidence: 0.871315945454545

dd73b0a4-8244-495e-ae76-19a803afd9f0
00:59:57.980 --> 00:59:59.835
People who are on condition

NOTE Confidence: 0.871315945454545

d1fa119d-2c91-4503-9901-2e502e1eca83
00:59:59.835 --> 01:00:01.690
related benefits who don't qualify

NOTE Confidence: 0.871315945454545

bbb02ae3-20d7-4268-8b8d-5f4026003674
01:00:01.753 --> 01:00:03.429
for income related benefits,

NOTE Confidence: 0.871315945454545

b464aca1-481d-4efe-aceb-676b9a0850f5
01:00:03.430 --> 01:00:07.120
and things like carers allowance.

NOTE Confidence: 0.871315945454545

670124c5-b7f4-4bbb-9ef3-0ae0001cedbf
01:00:07.120 --> 01:00:07.940
Apply there.

NOTE Confidence: 0.871315945454545

259d972e-1280-41fd-878f-2739b01b9e29
01:00:07.940 --> 01:00:10.400
And people on income based benefits

NOTE Confidence: 0.871315945454545

2c066ddc-bd03-4c16-ada7-551cfa25b584
01:00:10.400 --> 01:00:12.136
because the government support

NOTE Confidence: 0.871315945454545

be4f6fb7-e222-4db5-9525-778b39fdd848
01:00:12.136 --> 01:00:14.674
for funeral costs even for people

NOTE Confidence: 0.871315945454545

9b72cf4b-f2ec-4c4a-8483-b9151deafe95
01:00:14.674 --> 01:00:16.881
on income based benefits does not

NOTE Confidence: 0.871315945454545

10cbd191-9883-4cd5-96a9-2cc76f99a0cd
01:00:16.881 --> 01:00:19.432
meet the full cost of a funeral.

NOTE Confidence: 0.871315945454545

d9469981-46a2-40d3-8348-7304c4b88c6a
01:00:19.432 --> 01:00:23.164
I won't go on that particular

NOTE Confidence: 0.871315945454545

19eef907-dd5f-4a50-8f9a-26add791c1f0
01:00:23.164 --> 01:00:24.408
bandwagon today,

NOTE Confidence: 0.871315945454545

bb4ab180-ddba-4c67-983f-4b429766e010
01:00:24.410 --> 01:00:27.546
but I think you can imagine the

NOTE Confidence: 0.871315945454545

d5ce56e2-ad09-4940-ad60-18c8fe241b1d
01:00:27.546 --> 01:00:28.890

illogicality of that.

NOTE Confidence: 0.871315945454545

5c71e486-5a44-42f8-8a65-d46daa90c039
01:00:28.890 --> 01:00:30.850
There is something called funeral

NOTE Confidence: 0.871315945454545

e353324a-388f-466a-a4f4-cfb4a5452dc9
01:00:30.850 --> 01:00:33.197
poverty where people fall into debt

NOTE Confidence: 0.871315945454545

468e5858-4481-430e-b2a1-ce9e4c531c4d
01:00:33.197 --> 01:00:35.430
for the very first time because of

NOTE Confidence: 0.871315945454545

ff63f88f-51f1-4c02-a55d-1a958df11c60
01:00:35.430 --> 01:00:37.480
dealing with the cost of the death.

NOTE Confidence: 0.871315945454545

0af29667-38bf-4c0c-b1ce-c5b95416c0c9
01:00:37.480 --> 01:00:41.288
Someone who has not left any assets.

NOTE Confidence: 0.871315945454545

b4ff0ee6-6d52-419e-9be2-5928bf92d09d
01:00:41.290 --> 01:00:44.657
Being an older woman is actually a

NOTE Confidence: 0.871315945454545

ee2154e-1998-491b-a140-fd25f12d9da9
01:00:44.657 --> 01:00:48.120
risk factor for being less well off.

NOTE Confidence: 0.871315945454545

1060cd39-9f45-4513-820a-2fc00033fcaa
01:00:48.120 --> 01:00:52.388
When being bereaved and the bit that

NOTE Confidence: 0.871315945454545

8565c17e-996b-4aea-b312-d314225102f4
01:00:52.388 --> 01:00:54.416
applies to absolutely everybody,

NOTE Confidence: 0.871315945454545

229b1814-4ba4-4558-ab0f-936619f5f411
01:00:54.420 --> 01:00:55.476
is that?

NOTE Confidence: 0.871315945454545

41ff8761-2210-4490-bce0-eccb2df1670b
01:00:55.476 --> 01:00:59.107
Although it is possible to do the

NOTE Confidence: 0.871315945454545

4f16fb83-0918-48c2-9e46-2b8a1ff2d317
01:00:59.107 --> 01:01:02.306
legal processes after for an estate oneself,

NOTE Confidence: 0.871315945454545

482c7119-5f47-4f37-beb7-99acd38cfda1
01:01:02.310 --> 01:01:04.207
there are quite a lot of instances

NOTE Confidence: 0.871315945454545

b9245645-9d11-4315-8b77-742f40280748
01:01:04.207 --> 01:01:06.345
when it may not be wise or people

NOTE Confidence: 0.871315945454545

632f72e2-4819-47ee-9a2c-8e704f804827
01:01:06.345 --> 01:01:07.850
don't feel able to do it.

NOTE Confidence: 0.871315945454545

c34a7f28-0b18-4ccf-9037-b4c0f95e6d55
01:01:07.850 --> 01:01:09.670
People who don't feel financial

NOTE Confidence: 0.871315945454545

db3f51e4-1340-4948-bd02-5d58d8213eb2
01:01:09.670 --> 01:01:12.130
confidence are usually also not confident,

NOTE Confidence: 0.871315945454545

28f7a603-99f9-453a-b99e-7ace4edac35d
01:01:12.130 --> 01:01:15.242
legally and and so there are at need

NOTE Confidence: 0.871315945454545

09e579b3-c430-4d82-b012-c5eee46fbfab
01:01:15.242 --> 01:01:18.049
purchases to be made at the funeral

NOTE Confidence: 0.871315945454545

bde7fb25-a2e8-490d-af85-a124f8f82b71
01:01:18.049 --> 01:01:21.350
and the legal services and for the funeral.

NOTE Confidence: 0.871315945454545

aa08fafd-240a-4101-8113-d26aad355cc4
01:01:21.350 --> 01:01:26.450
You're looking at several 1000 pounds.

NOTE Confidence: 0.871315945454545

04fde06f-5936-4b08-88fb-5e862ba1510e
01:01:26.450 --> 01:01:28.424
And people tend not to shop around

NOTE Confidence: 0.871315945454545

16b02772-4eba-4b9f-93cd-884414f1b4a3
01:01:28.424 --> 01:01:30.650
when it is an app need purchase.

NOTE Confidence: 0.871315945454545

8136cc6c-48d6-494b-bac5-ed8b50c12c7c
01:01:30.650 --> 01:01:31.384
They should.

NOTE Confidence: 0.871315945454545

7e0caf78-e016-40be-a4df-ce3105a47e4e
01:01:31.384 --> 01:01:33.586
You could easily have two funeral

NOTE Confidence: 0.871315945454545

bf64bele-3ebc-4a6f-8e75-0f48fca201e6
01:01:33.586 --> 01:01:35.873
directors in the same High Street and

NOTE Confidence: 0.871315945454545

4251e8fe-a33c-44c8-b358-75a03c1ce01f
01:01:35.873 --> 01:01:38.214
there would be at least 1000 pounds

NOTE Confidence: 0.871315945454545

a0860067-ce2e-4caf-bbef-d58aec5bc311
01:01:38.214 --> 01:01:40.169
difference in cost between them.

NOTE Confidence: 0.871315945454545

67294115-f721-456d-b498-94d3d9ce9d08
01:01:40.170 --> 01:01:42.226

Which is why I often say to people,

NOTE Confidence: 0.871315945454545

b3f02df2-91af-4e2c-8fc4-7ee590dc0dce
01:01:42.230 --> 01:01:43.545
telephone a funeral director before

NOTE Confidence: 0.871315945454545

5ac46ed4-6ed0-4a91-a790-2e0cdaa36d32
01:01:43.545 --> 01:01:44.334
you go in.

NOTE Confidence: 0.871315945454545

888f9efe-3111-4626-9149-c57e9013c838
01:01:44.340 --> 01:01:45.942
Because once you've been sat down

NOTE Confidence: 0.871315945454545

983258ed-b1f9-44d3-b33d-45d3a3414d65
01:01:45.942 --> 01:01:47.630
on a comfortable sofa with a box

NOTE Confidence: 0.871315945454545

d81c1d27-1e59-4d1e-af73-03a39c62468e
01:01:47.630 --> 01:01:48.953
of tissues and a cup of tea,

NOTE Confidence: 0.871315945454545

908e5055-d006-4da0-a19a-a17e053c388f
01:01:48.960 --> 01:01:50.682
it's actually very difficult to get up

NOTE Confidence: 0.871315945454545

8661009c-b19a-45ba-a22b-3e86057b3a1d
01:01:50.682 --> 01:01:52.626
and walk out because you think Oh no,

NOTE Confidence: 0.871315945454545

f86f9680-6df9-466d-8e14-e6b04ecca067
01:01:52.630 --> 01:01:55.318
don't like you or you're too expensive.

NOTE Confidence: 0.871315945454545

28c97ca2-53f2-4b2b-920e-3fd99a1896f7
01:01:55.320 --> 01:01:57.640
One of the key things is that nobody

NOTE Confidence: 0.871315945454545

d36ed53d-5676-4054-a0ff-c3c18a76c463
01:01:57.640 --> 01:01:58.916
should confirm the arrangements

NOTE Confidence: 0.871315945454545

bceea165-c29e-4016-a113-0525e4ce9ae4
01:01:58.916 --> 01:02:01.142
for a funeral until they know where

NOTE Confidence: 0.871315945454545

5e676a0b-511f-46c3-8732-44ec95e09bff
01:02:01.142 --> 01:02:02.717
the money is coming from.

NOTE Confidence: 0.871315945454545

4a3774ad-b92a-4da8-8b19-e66c1ccea9a2
01:02:02.720 --> 01:02:04.775
Hopefully most of your clients

NOTE Confidence: 0.871315945454545

47049fe1-0d91-40ea-bede-d83f6540a0f8
01:02:04.775 --> 01:02:06.419
it will be straightforward.

NOTE Confidence: 0.871315945454545

929ae31f-02cb-48bf-982a-caf6c155c73a
01:02:06.420 --> 01:02:09.395
One of the various accounts will pay

NOTE Confidence: 0.871315945454545

bbeb6db4-5380-4eee-913c-a7ffac34f7a6
01:02:09.395 --> 01:02:12.407
out on production of a funeral invoice.

NOTE Confidence: 0.871315945454545

b2d01b72-a6ea-432b-94b4-c11224fbac45
01:02:12.410 --> 01:02:15.266
The particular a little bit about us.

NOTE Confidence: 0.871315945454545

c4a2f45b-5ee0-4adc-a705-fe63e62ca3f2
01:02:15.270 --> 01:02:16.614
We are unique.

NOTE Confidence: 0.871315945454545

52e31abe-97d6-4043-a79e-8f18e3ee2f4b
01:02:16.614 --> 01:02:18.854
We believe we haven't discovered

NOTE Confidence: 0.871315945454545

65cce74f-4d82-4cbb-bbab-6feacd939de3
01:02:18.854 --> 01:02:21.357
anywhere else in providing a free

NOTE Confidence: 0.871315945454545

2a3df174-4ce4-4d04-8de6-9ddc57518a7a
01:02:21.357 --> 01:02:23.649
helpline for breed people and we

NOTE Confidence: 0.871315945454545

2c5de30e-5ad4-4a46-bccf-e520fb22cdf6
01:02:23.727 --> 01:02:26.079
just do not have a sales agenda.

NOTE Confidence: 0.871315945454545

954a08a6-1aae-4773-84cc-1bf5806822d3
01:02:26.080 --> 01:02:28.250
One of the things that we're very

NOTE Confidence: 0.871315945454545

8ad6d6bc-f2e1-4159-b330-37e7b1474924
01:02:28.250 --> 01:02:30.148
aware of there is masses research.

NOTE Confidence: 0.871315945454545

552c4025-f455-4380-8e8f-b474f47bf797
01:02:30.148 --> 01:02:32.452
There are masses of journals out

NOTE Confidence: 0.871315945454545

89de7368-3f38-4195-9279-40fc0064f709
01:02:32.452 --> 01:02:34.470
there dealing with the emotional

NOTE Confidence: 0.871315945454545

a32947cd-4ab8-4170-aa84-768ab398fcb1
01:02:34.470 --> 01:02:35.658
aspects of greement.

NOTE Confidence: 0.871315945454545

44b2d2f3-d15f-4cc9-bc1b-10bf1fe84b71
01:02:35.660 --> 01:02:37.840
They include our articles on

NOTE Confidence: 0.871315945454545

d0916725-fc86-41f5-bbc9-09dd8a9fd04c
01:02:37.840 --> 01:02:40.020

architecture and memorials and any

NOTE Confidence: 0.871315945454545

9e2fe4e5-1985-422d-be78-9dcbc02311f1
01:02:40.096 --> 01:02:42.658
aspect of agreement you can think of,

NOTE Confidence: 0.871315945454545

91446645-8d50-4847-9d51-bdea57b083bb
01:02:42.660 --> 01:02:45.901
except actually the impact of all the

NOTE Confidence: 0.871315945454545

1ab6728b-ecb1-415d-a17c-f28fd0f29b7d
01:02:45.901 --> 01:02:48.808
practical stuff that people have to do.

NOTE Confidence: 0.799512732631579

c4a63a65-2e74-4f2a-9131-55a7460fc7c2
01:02:48.810 --> 01:02:50.760
Like registering the death or

NOTE Confidence: 0.799512732631579

bf59bdfe-b682-4aa5-b212-c5a9a83ff476
01:02:50.760 --> 01:02:53.085
dealing with the coroner or having

NOTE Confidence: 0.799512732631579

e4641482-e053-4a76-beeb-ba04950d876e
01:02:53.085 --> 01:02:55.517
to pick up the phone to the bank,

NOTE Confidence: 0.799512732631579

4452a66c-f882-41ff-b4de-b06d699e0e96
01:02:55.520 --> 01:02:58.376
or several banks and all the utilities.

NOTE Confidence: 0.799512732631579

8416c8db-21fd-4289-b4d4-03a950b6de39
01:02:58.380 --> 01:03:00.185
And contacting mobile phone provider

NOTE Confidence: 0.799512732631579

d998cbc6-7969-4474-92fb-ae8a30235b17
01:03:00.185 --> 01:03:02.681
trying to find out what you do

NOTE Confidence: 0.799512732631579

88fc7283-00e7-45f6-958b-fa63bcdca3c2
01:03:02.681 --> 01:03:04.246
about Facebook account or WhatsApp

NOTE Confidence: 0.799512732631579

e75298d1-0278-44f4-b0ef-d9e9e39c738b
01:03:04.246 --> 01:03:07.420
or all the rest of it and there's

NOTE Confidence: 0.799512732631579

d02068f6-547e-4850-b30f-71e4c6ae751e
01:03:07.420 --> 01:03:10.560
virtually nothing out there.

NOTE Confidence: 0.799512732631579

7d9c88ec-9fd0-48db-8781-13438629bcdf
01:03:10.560 --> 01:03:12.330
On how that impacts people,

NOTE Confidence: 0.799512732631579

ab599d60-5699-4baa-827a-f185e16e4d20
01:03:12.330 --> 01:03:15.252
there may be some that's sitting

NOTE Confidence: 0.799512732631579

afeed77f-de28-41a6-9d98-0ab18cc0e185
01:03:15.252 --> 01:03:17.200
within the organisations within

NOTE Confidence: 0.799512732631579

d474c88e-83db-4407-8be2-4f6f7425e3a8
01:03:17.284 --> 01:03:19.203
financial institutions survey results,

NOTE Confidence: 0.799512732631579

17753169-5562-4e7e-8bd8-1c1e7e04c4ff
01:03:19.203 --> 01:03:21.669
but that's private to them and

NOTE Confidence: 0.799512732631579

fe6c55ad-3583-471f-8409-c5336ffb8813
01:03:21.669 --> 01:03:23.831
that's not shared as as formal

NOTE Confidence: 0.799512732631579

0791253a-0e76-4c8b-bb55-84c6a0532850
01:03:23.831 --> 01:03:25.511
research in the public domain,

NOTE Confidence: 0.799512732631579

8b1180f2-9223-40cb-9930-af8396dd9a2c
01:03:25.520 --> 01:03:27.200
so we're actually now working

NOTE Confidence: 0.799512732631579

fb21b926-49ab-40a1-b6bb-f757b5825664
01:03:27.200 --> 01:03:28.880
with Sheffield University on the

NOTE Confidence: 0.799512732631579

0a9875e1-2fb7-4eb2-8a77-2127d26f4edb
01:03:28.941 --> 01:03:30.566
pilot project to address this,

NOTE Confidence: 0.799512732631579

63cfaf14-cc92-4815-bb15-a550b390a40d
01:03:30.570 --> 01:03:32.928
and the data collection is almost at an end,

NOTE Confidence: 0.799512732631579

9b1de1ce-20e3-43ff-9f01-c4b58a0bf75f
01:03:32.930 --> 01:03:35.459
so we hope that will be written up and

NOTE Confidence: 0.799512732631579

8d8a1f3d-6ae3-490b-b1e4-d162c764ff5f
01:03:35.459 --> 01:03:37.948
we can share that later this year.

NOTE Confidence: 0.799512732631579

c5a789a7-304a-4eb1-91aa-92bad04da4f9
01:03:37.950 --> 01:03:41.206
Oh my apologies, I clicked on too fast.

NOTE Confidence: 0.799512732631579

3538d67c-e5e2-4779-9ae6-d591a2af2e4f
01:03:41.210 --> 01:03:45.768
Umm? Linking with the the first point,

NOTE Confidence: 0.799512732631579

559f1da1-85f1-43ec-9cf8-91652ad035b3
01:03:45.770 --> 01:03:49.130
we are all employed we we don't

NOTE Confidence: 0.799512732631579

13a3c680-1d6a-4c07-8f6b-464e1c6c197c
01:03:49.130 --> 01:03:50.265

have volunteers.

NOTE Confidence: 0.799512732631579

db9a9760-85b5-46db-b30d-f0a1c1f7e3fd
01:03:50.265 --> 01:03:53.540
So there is full accountability

NOTE Confidence: 0.799512732631579

c16562e3-36c2-406f-89c6-938836220b09
01:03:53.540 --> 01:03:56.959
by everybody who works for us.

NOTE Confidence: 0.799512732631579

cf540a25-6889-4c46-87df-755edeafa66e
01:03:56.960 --> 01:03:58.850
We don't have sales targets and we

NOTE Confidence: 0.799512732631579

5ad06046-efdd-4184-bb1b-5c2d1b15130a
01:03:58.850 --> 01:04:00.260
don't have financial incentives.

NOTE Confidence: 0.799512732631579

37d01519-fbd8-46fb-b8cb-cb200988b1cb
01:04:00.260 --> 01:04:02.798
We are salaried, end of story.

NOTE Confidence: 0.799512732631579

c6abd2e9-3749-46af-81a6-af1592b721c7
01:04:02.800 --> 01:04:03.860
And if people call us,

NOTE Confidence: 0.799512732631579

726396d9-1456-4226-8a96-53f4e8c85013
01:04:03.860 --> 01:04:06.990
we don't start a stopwatch.

NOTE Confidence: 0.799512732631579

542ae39d-ab15-49f6-af73-d719f297cfef
01:04:06.990 --> 01:04:08.934
I'm keeping an eye on the time as far

NOTE Confidence: 0.799512732631579

59f5997c-0db9-40a5-85d4-f6391eeebfe4
01:04:08.934 --> 01:04:10.827
as the presentation is concerned.

NOTE Confidence: 0.799512732631579

91242bea-63d1-4362-9a1c-1c783ce0d031
01:04:10.830 --> 01:04:13.399
Umm? If people need time from us,

NOTE Confidence: 0.799512732631579

02e9fd0f-6cb0-4ab8-9a72-cdc3dbd537e4
01:04:13.400 --> 01:04:14.404
they will get it.

NOTE Confidence: 0.799512732631579

434186e0-6717-4941-9e94-fc425358aee4
01:04:14.404 --> 01:04:16.747
We do have a UK based call answering

NOTE Confidence: 0.799512732631579

05ba1116-071a-4071-a828-81d767ea8ad2
01:04:16.747 --> 01:04:18.677
service to catch the overflow

NOTE Confidence: 0.799512732631579

71b01e2e-4bf2-4911-be72-2729bb35f736
01:04:18.677 --> 01:04:21.185
calls so people will speak to a

NOTE Confidence: 0.799512732631579

26f5e7e7-b7fa-413d-8a40-9b99f40c29fd
01:04:21.185 --> 01:04:23.111
real person who will take messages

NOTE Confidence: 0.799512732631579

cfb949d8-37ab-4571-ad9c-ffe6a6186a17
01:04:23.120 --> 01:04:25.955
for us and forward them to us.

NOTE Confidence: 0.799512732631579

514faace-97fb-4328-a921-faa3c066fcb5
01:04:25.960 --> 01:04:28.100
So we'd genuinely intends that

NOTE Confidence: 0.799512732631579

e6ee4154-0128-475b-93a6-78228ff61f51
01:04:28.100 --> 01:04:29.812
everybody who contacts us,

NOTE Confidence: 0.799512732631579

a526628a-4b64-46ee-9744-918c635b49e3
01:04:29.820 --> 01:04:31.396
whether it's by phone,

NOTE Confidence: 0.799512732631579

3a47bf13-ed1c-4745-94d9-9c23e7f24342
01:04:31.396 --> 01:04:34.722
which is the commonest web chat or e-mail.

NOTE Confidence: 0.799512732631579

d022c2b2-1bb1-47fb-b4bc-e7c205da8c33
01:04:34.722 --> 01:04:37.608
Then they will get accurate and

NOTE Confidence: 0.799512732631579

9f86ca0c-8a6c-4f07-b56c-2aecba2966ce
01:04:37.608 --> 01:04:39.200
appropriate information that

NOTE Confidence: 0.799512732631579

19de077d-5d39-413a-9e82-c8a40976200b
01:04:39.200 --> 01:04:41.955
are tailored to their individual

NOTE Confidence: 0.799512732631579

1b655a36-3790-4939-a447-bb6c2050607f
01:04:41.955 --> 01:04:43.608
circumstances because they're.

NOTE Confidence: 0.799512732631579

c048a061-0809-45bb-b7d1-2a8b220da596
01:04:43.610 --> 01:04:44.360
There are.

NOTE Confidence: 0.799512732631579

16a0bb9e-c6f2-47ab-9015-ee5e88d8192a
01:04:44.360 --> 01:04:46.610
You can find information out on

NOTE Confidence: 0.799512732631579

9353b08e-5848-4dde-ba65-f8152fc794b5
01:04:46.610 --> 01:04:48.949
websites about what to do after death,

NOTE Confidence: 0.799512732631579

aecef217-d198-4a75-b325-b740add5680
01:04:48.950 --> 01:04:51.790
but there's no nuance.

NOTE Confidence: 0.799512732631579

76ec952e-9e1a-4e59-9591-922851e0861c
01:04:51.790 --> 01:04:53.526

So people will often read I have to

NOTE Confidence: 0.799512732631579

9b09568a-08a1-47f1-ab08-3b0d8cc264a9
01:04:53.526 --> 01:04:55.049
register the death within five days,

NOTE Confidence: 0.799512732631579

737fc420-3682-4723-9a01-94a0d0ffa146
01:04:55.050 --> 01:04:56.380
but it fails to tell them that

NOTE Confidence: 0.799512732631579

b341e2ff-a032-4fe5-a218-cc2c7ea39ef9
01:04:56.380 --> 01:04:57.499
if the coroner is involved,

NOTE Confidence: 0.799512732631579

65b5646b-3c6f-4d8b-ad7b-03baff5c0abe
01:04:57.500 --> 01:04:59.586
they don't need to worry about the

NOTE Confidence: 0.799512732631579

1d8ce97b-d6d9-49ad-8159-3b21b66dc70b
01:04:59.586 --> 01:05:01.748
five days because it's not their fault.

NOTE Confidence: 0.799512732631579

02f67cd2-9190-4b50-af56-a4f6099f4ce0
01:05:01.750 --> 01:05:03.785
The other very important thing

NOTE Confidence: 0.799512732631579

4565c7b2-30b7-4e42-b580-4687ee1bcdd9
01:05:03.785 --> 01:05:05.006
from our perspective,

NOTE Confidence: 0.799512732631579

494575b5-68d6-411e-9f08-58cc33a24586
01:05:05.010 --> 01:05:07.344
and this generates a lot of

NOTE Confidence: 0.799512732631579

e3187316-f488-419c-afe3-85cd4a6cd02a
01:05:07.344 --> 01:05:09.633
confidence in our callers is that

NOTE Confidence: 0.799512732631579

23429985-3cb2-469f-9c13-913489788fc4
01:05:09.633 --> 01:05:11.943
we only take personal data if we

NOTE Confidence: 0.799512732631579

76319304-d71f-4bac-8606-088a262e83ed
01:05:11.943 --> 01:05:14.109
need it for follow up action.

NOTE Confidence: 0.799512732631579

e457e0ee-ad69-4f6e-8ab0-7b46bd0d7831
01:05:14.110 --> 01:05:15.610
For example to call them back

NOTE Confidence: 0.799512732631579

a2581862-3192-445c-8b46-3528b887ec3f
01:05:15.610 --> 01:05:17.179
with the answer to the query

NOTE Confidence: 0.799512732631579

4fa0c85c-84da-4242-ae00-16d8bfa4d33a
01:05:17.179 --> 01:05:18.703
that we've need to look into.

NOTE Confidence: 0.799512732631579

3e39798c-c722-453f-bc8f-1ab0b1e0aeb8
01:05:18.710 --> 01:05:21.615
So there there is no marketing opportunity

NOTE Confidence: 0.799512732631579

bb3ef21d-734c-4118-b502-3dd0f3308504
01:05:21.615 --> 01:05:24.909
or follow up opportunity that's offered

NOTE Confidence: 0.799512732631579

7c0d7ac8-5ce8-49b6-b731-af47c1f27447
01:05:24.910 --> 01:05:28.100
unless there's something else needed.

NOTE Confidence: 0.799512732631579

62963d67-a3e5-4793-b76e-0b2370b13e65
01:05:28.100 --> 01:05:30.596
So just going quickly what we go through.

NOTE Confidence: 0.799512732631579

4b5e1e2b-4193-487a-847c-2763aa13a425
01:05:30.600 --> 01:05:31.587
As I've mentioned,

NOTE Confidence: 0.799512732631579

465a3907-faca-44ba-b641-3e43f9c4d876
01:05:31.587 --> 01:05:33.561
it's free access and it's about

NOTE Confidence: 0.799512732631579

67447d4f-aca9-46e1-85ff-487d5e6f6336
01:05:33.561 --> 01:05:35.735
making sense of what needs to be done.

NOTE Confidence: 0.799512732631579

749894e4-0807-4f7a-ac85-5a7cac5ba0e9
01:05:35.740 --> 01:05:37.287
An awful lot of information that's out

NOTE Confidence: 0.799512732631579

134ba082-ba93-432e-b83e-78738f9fab16
01:05:37.287 --> 01:05:38.806
there tells you what you have to do,

NOTE Confidence: 0.799512732631579

25d5e0dc-b42e-4495-8b5a-4f035fa59648
01:05:38.810 --> 01:05:41.420
but it doesn't tell you why.

NOTE Confidence: 0.799512732631579

528aef76-e574-4238-8981-6a00e82586f2
01:05:41.420 --> 01:05:43.350
My experience is people generally

NOTE Confidence: 0.799512732631579

60650326-804e-4c8e-bf20-613775d74466
01:05:43.350 --> 01:05:45.841
comply much better if they understand

NOTE Confidence: 0.799512732631579

577d84e6-6742-428b-81ca-423fc4fe9410
01:05:45.841 --> 01:05:48.306
the rationale for what's happening.

NOTE Confidence: 0.799512732631579

01cbe295-7856-432b-a9ad-c1ab6b4d9e38
01:05:48.310 --> 01:05:50.470
So understanding the procedure

NOTE Confidence: 0.799512732631579

3d61fec0-26b1-4553-ab21-5756bc55b42f
01:05:50.470 --> 01:05:52.090

and practical aspects.

NOTE Confidence: 0.799512732631579

87a8e841-ab6f-46e8-bfd1-5aa08c0df289
01:05:52.090 --> 01:05:53.464
So that's registration.

NOTE Confidence: 0.799512732631579

b0928047-f8a6-4298-b2b4-1bd09632090e
01:05:53.464 --> 01:05:56.212
The coroner and who to inform

NOTE Confidence: 0.799512732631579

d513976b-bc2e-40e2-89f4-4ca41faba4c8
01:05:56.212 --> 01:05:58.370
and how and that can be.

NOTE Confidence: 0.786554465454545

0cf20962-6930-45b3-9ae3-1a153362e942
01:05:58.370 --> 01:06:00.770
I think in the bereavement booklet

NOTE Confidence: 0.786554465454545

e23e2446-d472-4581-a4d6-74d1a87e8a1b
01:06:00.770 --> 01:06:02.760
we've produced that covers about

NOTE Confidence: 0.786554465454545

82f0336e-0d07-45cc-9187-eaf18de162e9
01:06:02.760 --> 01:06:04.686
four pages of an A5 booklet

NOTE Confidence: 0.786554465454545

c982f6d8-187f-4ece-b9b7-a175e79042a3
01:06:04.686 --> 01:06:06.770
listing all the assorted people.

NOTE Confidence: 0.874019372

2415dbf3-4301-4cbd-b62b-3dda58dff881
01:06:10.050 --> 01:06:13.065
We will if people ask us about finding a

NOTE Confidence: 0.874019372

3dfe495f-74e9-4fa9-933a-3032796d9251
01:06:13.065 --> 01:06:15.639
funeral director we will always suggest

NOTE Confidence: 0.874019372

c76dddaa-493f-481f-a8ad-33e9aac030f1
01:06:15.640 --> 01:06:18.504
somebody who is a member of one of

NOTE Confidence: 0.874019372

56dlf6e8-7bde-420d-96b3-51e87f54b631
01:06:18.504 --> 01:06:20.252
the professional trade organizations

NOTE Confidence: 0.874019372

742df0be-3a81-41e0-840a-4a39d6c02964
01:06:20.252 --> 01:06:23.374
which have codes of practice and we

NOTE Confidence: 0.874019372

06923e8e-5667-4ad4-abaa-55f6af97c66a
01:06:23.374 --> 01:06:25.516
will help people understand if probate

NOTE Confidence: 0.874019372

151f9768-946f-450b-b063-38d0d4837374
01:06:25.516 --> 01:06:27.860
is needed and how to deal with it.

NOTE Confidence: 0.874019372

86c217bc-3689-4d90-889e-3937400568b5
01:06:27.860 --> 01:06:31.065
And that includes DIY options

NOTE Confidence: 0.874019372

f7fc3d2b-61d8-484e-8ce8-4b3683cbe013
01:06:31.065 --> 01:06:33.629
and finding a solicitor.

NOTE Confidence: 0.874019372

f9e2427e-e688-4e3c-b89e-a88af6bbe601
01:06:33.630 --> 01:06:35.510
Just to give you an illustration of that,

NOTE Confidence: 0.874019372

47208c1f-5503-458f-b910-fa7dfaa5df42
01:06:35.510 --> 01:06:38.516
I took a call from a lady in the

NOTE Confidence: 0.874019372

add605c0-674f-4acc-8891-177a8a347dd2
01:06:38.516 --> 01:06:43.267
UK and she was one of six equally

NOTE Confidence: 0.874019372

92cb3bc3-813e-45fe-b08c-de1c91d44771
01:06:43.267 --> 01:06:46.180
entitled beneficiaries or siblings

NOTE Confidence: 0.874019372

373aa9c5-c80c-44c7-a9df-780aa67dc5a5
01:06:46.180 --> 01:06:49.700
of a parent's estate.

NOTE Confidence: 0.874019372

3eac7b97-fac6-4035-a119-d3aad8c489d0
01:06:49.700 --> 01:06:51.077
And she said,

NOTE Confidence: 0.874019372

ed88ef4f-2a9e-4e32-84ae-0022661021f6
01:06:51.077 --> 01:06:54.720
I'm just ringing to check on inheritance tax.

NOTE Confidence: 0.874019372

c2f90cde-1ff1-42bb-8a28-fc77635c9843
01:06:54.720 --> 01:06:57.380
She said, just check that we don't

NOTE Confidence: 0.874019372

9a4e2447-5827-44a2-82f2-112c23b9bb5c
01:06:57.380 --> 01:06:58.850
need to pay it.

NOTE Confidence: 0.874019372

6a75ff64-108d-49dd-80ba-0570cd7b7a9c
01:06:58.850 --> 01:07:00.310
And in conversation with her,

NOTE Confidence: 0.874019372

b88d5be6-affb-45dd-8930-79c7002e50b5
01:07:00.310 --> 01:07:03.222
it became obvious that she thought the

NOTE Confidence: 0.874019372

012e79db-9c63-4787-99e7-d9715f1aa4ae
01:07:03.222 --> 01:07:05.689
inheritance tax threshold and allowance

NOTE Confidence: 0.874019372

09640bd6-8177-42d8-8b36-48e64a54bd34
01:07:05.689 --> 01:07:08.404

applied to each beneficiary individually,

NOTE Confidence: 0.874019372

fd87412c-f593-4bb2-b1af-clbcb0bb71de
01:07:08.410 --> 01:07:10.825
not to the estate as a whole.

NOTE Confidence: 0.874019372

4d3a4807-e98e-43d6-a469-9840039fb4cb
01:07:10.830 --> 01:07:15.075
So I quickly had to dispute her of this or

NOTE Confidence: 0.874019372

61c64553-0949-4a18-8c9f-0be79a0ff729
01:07:15.075 --> 01:07:18.100
disappoint her with corrected information.

NOTE Confidence: 0.874019372

88112f54-99ce-459d-bfcb-b77f547f33d0
01:07:18.100 --> 01:07:21.754
And. The the story just got more complex the

NOTE Confidence: 0.874019372

ba4587da-d4fa-4926-bee2-1d1d3172dd5e
01:07:21.754 --> 01:07:27.380
further on we went, so it turned out that.

NOTE Confidence: 0.874019372

bdd3bda3-9190-4e94-8139-ba1df1f54b1f
01:07:27.380 --> 01:07:30.980
The executor of the estate,

NOTE Confidence: 0.874019372

6ca5fa98-3d6a-4046-9f7c-1a8f32ea813f
01:07:30.980 --> 01:07:32.919
who was not one of the beneficiaries,

NOTE Confidence: 0.874019372

46266b8f-04be-48c9-bb3c-cc85acf91bdf
01:07:32.920 --> 01:07:33.954
was unrelated,

NOTE Confidence: 0.874019372

8aad46d3-b355-4b4b-84f8-0b95298a7453
01:07:33.954 --> 01:07:37.056
was on to her second solicitor.

NOTE Confidence: 0.874019372

4b73a99c-b8bf-4ac6-8138-92d115e88a24
01:07:37.060 --> 01:07:37.618
We didn't.

NOTE Confidence: 0.874019372

20381465-790e-4590-acf7-3df58251b092
01:07:37.618 --> 01:07:39.571
I didn't find out why the first

NOTE Confidence: 0.874019372

1c2e46fc-f523-459a-af19-02b3f40d4057
01:07:39.571 --> 01:07:40.819
solicitor had been ditched,

NOTE Confidence: 0.874019372

5362f905-27b2-4957-9b61-c004dacedeac
01:07:40.820 --> 01:07:43.172
but they were now saying that they

NOTE Confidence: 0.874019372

55ac64fd-2670-4b4a-92e4-3697b43c5063
01:07:43.172 --> 01:07:46.070
were going to step back and there were

NOTE Confidence: 0.874019372

bd8d6c41-35e5-4b49-96df-95e11257e30c
01:07:46.070 --> 01:07:48.310
no reserve executors on the will.

NOTE Confidence: 0.874019372

e5344e35-6b71-40fc-b902-7677a032a248
01:07:48.310 --> 01:07:51.474
And I got the impression that the

NOTE Confidence: 0.874019372

c15ae148-6cd4-4d18-aea3-5d1645bc50b1
01:07:51.474 --> 01:07:53.873
executive was probably lived quite

NOTE Confidence: 0.874019372

36eaa530-32ae-4553-957c-8c3e84b8422a
01:07:53.873 --> 01:07:56.258
locally to where the deceased

NOTE Confidence: 0.874019372

2dc9a463-721b-4bfc-9986-76d1a7583ca4
01:07:56.258 --> 01:07:57.689
parent had lived.

NOTE Confidence: 0.874019372

d4388859-74df-4cd8-9310-13ed172591ae
01:07:57.690 --> 01:08:00.140
So we're then in a situation where

NOTE Confidence: 0.874019372

15208b1c-0ba3-46e2-b53d-a6d524e91932
01:08:00.140 --> 01:08:03.178
we have 6 beneficiaries who might.

NOTE Confidence: 0.874019372

db9fc176-db24-4453-a495-03c3ca1ec704
01:08:03.180 --> 01:08:06.312
Then choose to apply for probate

NOTE Confidence: 0.874019372

4596a9c4-aae7-4fd7-b64d-0fd5555ec2a5
01:08:06.312 --> 01:08:08.400
because it wasn't Scotland.

NOTE Confidence: 0.874019372

a4bff6ba-0d64-407d-ae6-1c772bc90be7
01:08:08.400 --> 01:08:09.942
So we're looking at potentially a

NOTE Confidence: 0.874019372

a971925a-8776-4282-ad67-fae07875548a
01:08:09.942 --> 01:08:11.918
race to get the grant of probate,

NOTE Confidence: 0.874019372

e6d60389-6e5c-4ce1-9cf8-5ca8f8f529f0
01:08:11.920 --> 01:08:14.881
or somebody putting in a caveat to

NOTE Confidence: 0.874019372

c6f192a3-d8b1-4f92-8fc7-d381fcc4fad8
01:08:14.881 --> 01:08:17.510
stop somebody else getting a grant.

NOTE Confidence: 0.874019372

fa8025ef-1a7e-46a6-bd36-16bdeda9ec73
01:08:17.510 --> 01:08:19.734
Which would be so they would need to

NOTE Confidence: 0.874019372

1d642746-c839-40b9-bec4-f47f8633ccfa
01:08:19.734 --> 01:08:21.973

act as an administrator and it would

NOTE Confidence: 0.874019372

720013f7-62c3-4b02-a628-33f29f1a4a45
01:08:21.973 --> 01:08:24.369
be a grant with well of a fixed.

NOTE Confidence: 0.901761266

766fc679-027f-41c5-b12f-45a252e1c792
01:08:27.040 --> 01:08:28.835
However, the siblings were not

NOTE Confidence: 0.901761266

11316151-48c2-4e18-891c-7914a85d319a
01:08:28.835 --> 01:08:30.271
entirely in agreement about

NOTE Confidence: 0.901761266

858c72bb-9915-477b-9485-37119d97b582
01:08:30.271 --> 01:08:32.198
how the estate was dealt with.

NOTE Confidence: 0.901761266

91c70c8d-ffa9-4987-877d-9f4c0af71752
01:08:32.200 --> 01:08:36.556
The major part of the estate was a property.

NOTE Confidence: 0.901761266

7059433d-4881-40b1-aba8-7dc1300d7550
01:08:36.560 --> 01:08:38.430
And for some bizarre reason,

NOTE Confidence: 0.901761266

9db83502-7dcc-4e47-8ab9-5d682ea26eb9
01:08:38.430 --> 01:08:40.280
there was a preferred purchaser

NOTE Confidence: 0.901761266

01b9b455-4bdf-408d-bc61-dc14c0e50008
01:08:40.280 --> 01:08:42.720
who again, I felt.

NOTE Confidence: 0.901761266

33ea0082-f320-4aa5-9697-8f0ea9ff0b41
01:08:42.720 --> 01:08:46.880
From it appeared live locally.

NOTE Confidence: 0.901761266

f90c47f2-b8a8-450d-9cc4-f1e2280074ff
01:08:46.880 --> 01:08:49.286
The executor had attained a valuation

NOTE Confidence: 0.901761266

4088e3b1-4946-498c-878c-2a1a9bc04750
01:08:49.286 --> 01:08:51.836
for the property which was sitting

NOTE Confidence: 0.901761266

15166440-4311-4e57-bdd2-24d5d3583577
01:08:51.836 --> 01:08:54.446
nicely on the inheritance tax threshold.

NOTE Confidence: 0.901761266

22140209-03b5-4be1-ab61-2b6924e56400
01:08:54.450 --> 01:08:56.610
The possible purchaser who was

NOTE Confidence: 0.901761266

9ab2dfc7-f83c-4db9-a385-2d999a6b6a7d
01:08:56.610 --> 01:08:59.234
obliged to pay market price had

NOTE Confidence: 0.901761266

de37a38a-3f3c-4d89-9314-39fbc90a89b2
01:08:59.234 --> 01:09:01.556
obtained a quotation for the property

NOTE Confidence: 0.901761266

80f02d10-dfa9-490c-8e9c-de2c74750c56
01:09:01.556 --> 01:09:05.750
that was a whole £100,000 less.

NOTE Confidence: 0.901761266

68ef1a29-5bb9-46cc-a0fc-9fd070b1d09e
01:09:05.750 --> 01:09:07.922
Now 20 or 30,000 pounds might

NOTE Confidence: 0.901761266

de70de7a-1259-42e3-a845-c66504c585c9
01:09:07.922 --> 01:09:09.008
have seemed reasonable,

NOTE Confidence: 0.901761266

a2b37da2-4cad-44ad-aaaa-fdbedf4c4aaa
01:09:09.010 --> 01:09:09.628
but I thought.

NOTE Confidence: 0.779893739922222

10ecbb72-706c-44ab-902e-379d79a664d9
01:09:13.250 --> 01:09:15.340
£100,000 that was too big

NOTE Confidence: 0.779893739922222

1c50af1b-2f1a-48f9-be30-1034e6181885
01:09:15.340 --> 01:09:17.012
a discrepancy for comfort.

NOTE Confidence: 0.779893739922222

3f467296-cf75-46ac-bbd5-7ed1154951e7
01:09:17.020 --> 01:09:19.792
So, but some of the siblings

NOTE Confidence: 0.779893739922222

be51675d-8b55-4f01-bc57-379112e4a670
01:09:19.792 --> 01:09:22.185
were agreeable to accept a

NOTE Confidence: 0.779893739922222

f629e792-8e9c-4636-a6a6-405d94a6683e
01:09:22.185 --> 01:09:24.440
lower offer for the property.

NOTE Confidence: 0.779893739922222

e75e19f2-2158-4e3e-8b44-0079c661a24d
01:09:24.440 --> 01:09:26.295
Our caller wasn't and neither

NOTE Confidence: 0.779893739922222

6beff0b9-89b3-47c6-a9de-30e9d4f93091
01:09:26.295 --> 01:09:28.887
were at least one other of the

NOTE Confidence: 0.779893739922222

bf0528f2-79c3-4792-abe9-927e1e79ed33
01:09:28.887 --> 01:09:30.861
siblings they wanted to hold out

NOTE Confidence: 0.779893739922222

a995b612-534c-4324-9460-c3f6275d380f
01:09:30.861 --> 01:09:33.070
for the full quotation price.

NOTE Confidence: 0.768388147619048

37cc84bd-7520-447b-9121-ac9ba94f16c1
01:09:35.680 --> 01:09:37.219

So and I have to say I had a

NOTE Confidence: 0.768388147619048

64d5b4ee-ae5f-4138-91ac-5800f073c062
01:09:37.219 --> 01:09:38.447
certain sympathy because I thought

NOTE Confidence: 0.768388147619048

abddb683-1bff-468a-8891-dc55f981337a
01:09:38.447 --> 01:09:40.340
if it is worth the greater amount,

NOTE Confidence: 0.768388147619048

a7a7cf15-d2ba-4e9b-8667-a5d532bc9b3b
01:09:40.340 --> 01:09:41.852
then actually you're potentially

NOTE Confidence: 0.768388147619048

2ca88047-5a2c-422c-a767-d2a4f9cd4429
01:09:41.852 --> 01:09:43.364
losing out a considerable

NOTE Confidence: 0.768388147619048

c3403e15-db68-4891-9c20-046e62cac716
01:09:43.364 --> 01:09:45.129
amount of your inheritance.

NOTE Confidence: 0.875363836

d9fecba2-272f-41e0-80dd-814d3fea4f7e
01:09:47.550 --> 01:09:50.520
So just as I was about to suggest that she

NOTE Confidence: 0.875363836

0a786598-7e24-498f-aeb0-baf9e2322aa4
01:09:50.591 --> 01:09:53.527
really didn't use to use legal advice and

NOTE Confidence: 0.875363836

46eb620c-4834-4d06-a6f0-d1e809b0e67b
01:09:53.527 --> 01:09:56.250
not trying to do with probate herself,

NOTE Confidence: 0.875363836

afb106d3-6761-40a9-b9df-919f1a45570a
01:09:56.250 --> 01:09:57.690
she then mentioned something about

NOTE Confidence: 0.875363836

57df6819-241e-4759-bbc0-b5459957ee80
01:09:57.690 --> 01:10:01.020
the farmhouse and I said, oh.

NOTE Confidence: 0.875363836

0691b5dc-8185-4db8-bcc2-a4aa93be8721
01:10:01.020 --> 01:10:02.700
Is this an agricultural property?

NOTE Confidence: 0.875363836

99ad8a0c-9189-482c-8590-193c7539e980
01:10:02.700 --> 01:10:04.080
Is there land attached?

NOTE Confidence: 0.875363836

a9473a21-797c-47c4-8ab9-21a5b0fb85df
01:10:04.080 --> 01:10:06.794
Oh yes, she said in a sort of casual way,

NOTE Confidence: 0.875363836

f09ad2ad-75a3-43ee-aad1-a9fd3b162dc4
01:10:06.800 --> 01:10:08.456
as if that had no impact

NOTE Confidence: 0.875363836

fa5fbd9a-043c-4b3e-94c4-a56792eadd5c
01:10:08.456 --> 01:10:09.560
whatsoever on this estate.

NOTE Confidence: 0.875363836

8479c645-9b12-4956-a3fc-e0efd2ac7e28
01:10:09.560 --> 01:10:12.200
And I'm thinking agricultural tax

NOTE Confidence: 0.875363836

11a7cf7a-3c34-42c5-9b20-99b292f0fb4a
01:10:12.200 --> 01:10:15.860
relief is well above my pay grade.

NOTE Confidence: 0.875363836

684ba3c5-dbf1-4d8f-a9ca-45f01bc86f04
01:10:15.860 --> 01:10:17.258
So I said to this lady,

NOTE Confidence: 0.875363836

ef6254c3-29bd-4870-acf3-642175e9e5ef
01:10:17.260 --> 01:10:19.360
I said it's entirely up to you.

NOTE Confidence: 0.875363836

44e37b9f-ae8f-484f-8032-17b4027852df
01:10:19.360 --> 01:10:20.812
It is your choice.

NOTE Confidence: 0.875363836

945da742-eb19-4c90-b4cb-3478bb575a7e
01:10:20.812 --> 01:10:23.488
But I have a mental checklist of

NOTE Confidence: 0.875363836

9b62978f-a3a3-4fe1-83a6-b78c93abd80c
01:10:23.488 --> 01:10:26.026
when I recommend somebody to use

NOTE Confidence: 0.875363836

a3f9c5f6-307f-424d-bca8-706bd0d93ccf
01:10:26.026 --> 01:10:28.104
a legal professional and you have

NOTE Confidence: 0.875363836

a4b02bec-60ad-4156-bb88-55854c8a38af
01:10:28.104 --> 01:10:29.980
to nearly every box on that list.

NOTE Confidence: 0.875363836

c6e8c4eb-f8dd-462e-84af-b1d4a30e7fee
01:10:29.980 --> 01:10:32.073
I think the only one she hadn't

NOTE Confidence: 0.875363836

b33dc607-765c-41a1-a39a-55f9958fa9a6
01:10:32.073 --> 01:10:33.560
ticked was overseas property.

NOTE Confidence: 0.875363836

a579d492-aa77-44eb-8be0-4e26e9f53d31
01:10:33.560 --> 01:10:35.296
She said, shall I use the same solicitor?

NOTE Confidence: 0.875363836

875ca5ad-a6cf-4fa6-ad45-d1235177d5be
01:10:35.300 --> 01:10:36.236
I said, well,

NOTE Confidence: 0.875363836

b03ceb4e-cc60-4169-985d-453a0e4949b6
01:10:36.236 --> 01:10:37.796

get in touch with them,

NOTE Confidence: 0.875363836

3f416632-533f-4f99-8cff-4d972f12adfd
01:10:37.800 --> 01:10:39.340
have a chat to them,

NOTE Confidence: 0.875363836

e8831e76-c1ef-42f2-a0a7-12f8faccl1a31
01:10:39.340 --> 01:10:40.901
and if you feel that you trust

NOTE Confidence: 0.875363836

fc6343e-55ed-4e00-a0d7-394a1e0900ef
01:10:40.901 --> 01:10:42.597
them and they don't use lots of

NOTE Confidence: 0.875363836

4a0ce658-9347-4dd9-bce2-38138ad0ba9e
01:10:42.597 --> 01:10:44.055
legal jargon so that you don't

NOTE Confidence: 0.875363836

b1b626d3-0e7a-40f6-91b7-0d3fe322676b
01:10:44.114 --> 01:10:45.789
understand what they're on about.

NOTE Confidence: 0.875363836

83729527-de25-46c7-8269-d026a6cca0b4
01:10:45.790 --> 01:10:47.880
Carry on.

NOTE Confidence: 0.875363836

e8f23e92-680a-4eeb-94a1-245327fecfdc
01:10:47.880 --> 01:10:50.120
If you're not happy, having spoken to them,

NOTE Confidence: 0.875363836

280899a3-ff64-40d0-9cce-a8ab0b2829bc
01:10:50.120 --> 01:10:53.279
call us back and we'll see what we can

NOTE Confidence: 0.875363836

6c5ffd45-353f-4b8c-8375-490086c228d9
01:10:53.279 --> 01:10:55.640
do to assist. She did call us back.

NOTE Confidence: 0.875363836

460fa7d6-acd9-4b6c-814e-7011e3efd128
01:10:55.640 --> 01:10:57.434
I don't know what the lawyer

NOTE Confidence: 0.875363836

0a13c52b-2bf2-4671-a5cf-ea758cc98ea4
01:10:57.434 --> 01:11:01.010
did to upset her, but she.

NOTE Confidence: 0.875363836

ab617a44-2699-48dc-b038-ca901e6f0dba
01:11:01.010 --> 01:11:02.010
She came back to us.

NOTE Confidence: 0.875363836

304942e3-6275-468b-8c96-93c009a74def
01:11:02.010 --> 01:11:03.030
I didn't speak to her again.

NOTE Confidence: 0.875363836

830227c9-a82a-4f19-b79f-87c1812fe351
01:11:03.030 --> 01:11:05.232
One of my colleagues did and

NOTE Confidence: 0.875363836

0c6f901c-e9ab-445d-9b88-e08f9f63e80b
01:11:05.232 --> 01:11:07.528
she took the route that I'll

NOTE Confidence: 0.875363836

29e06021-7d07-441b-bf1c-0af0b3ba5f88
01:11:07.528 --> 01:11:09.754
show you in a slide shortly.

NOTE Confidence: 0.875363836

75b9459a-fcc4-48ff-af94-3f89e43b7af8
01:11:09.760 --> 01:11:12.525
I've mentioned that we can do immediate

NOTE Confidence: 0.875363836

6f7c1172-6527-4b10-97d2-64ad1b539cb0
01:11:12.525 --> 01:11:14.920
emotional support and you would expect

NOTE Confidence: 0.875363836

19e6c0de-0fce-4ba0-9023-b4133e0ae93f
01:11:14.920 --> 01:11:17.846
us to know about planning ahead of

NOTE Confidence: 0.875363836

46ade696-5451-4aab-8f8f-697bbd9525e5
01:11:17.846 --> 01:11:20.486
Wales and lasting powers of attorney.

NOTE Confidence: 0.875363836

77e555e6-9344-48e3-8934-bcbc257992aa
01:11:20.490 --> 01:11:21.675
Under state planning,

NOTE Confidence: 0.875363836

a481cc3b-c880-4b12-9f30-7fcdf44340c2
01:11:21.675 --> 01:11:23.650
although clearly we will not,

NOTE Confidence: 0.875363836

a5710f0f-cd6c-4648-91f8-06da1444df23
01:11:23.650 --> 01:11:26.434
we are not a regulated for our financial

NOTE Confidence: 0.875363836

41f988ee-ae02-4655-b054-5461beb79944
01:11:26.434 --> 01:11:29.107
advice and therefore we do not do that.

NOTE Confidence: 0.875363836

0100cabb-0ff7-4053-adf8-55a6aad23c03
01:11:29.110 --> 01:11:31.278
Whatever else people ask

NOTE Confidence: 0.875363836

50145664-14bb-4cdb-9a75-417fd5f55b31
01:11:31.278 --> 01:11:32.904
us relatively recently,

NOTE Confidence: 0.875363836

73ee4e4e-5cd3-4f31-8680-21a6a2db5eef
01:11:32.910 --> 01:11:35.478
that was my father died six months ago

NOTE Confidence: 0.875363836

316f42b3-fe7b-413f-ac72-3ac8c9a63217
01:11:35.478 --> 01:11:38.390
in an aeroplane in British airspace.

NOTE Confidence: 0.875363836

5ef8a688-c746-4899-800b-cb8b3817e4d2
01:11:38.390 --> 01:11:40.028

If you read the Tory graph,

NOTE Confidence: 0.875363836

59335859-de21-4a0f-9e09-b80f6d1686fa
01:11:40.030 --> 01:11:42.074
you may read of made may have

NOTE Confidence: 0.875363836

e6cffc12-2867-40cb-b75a-d5964ebe2714
01:11:42.074 --> 01:11:43.940
read about this case because it

NOTE Confidence: 0.875363836

b701c640-6831-4af7-97c1-e72244505f99
01:11:43.940 --> 01:11:46.850
was did get into the media.

NOTE Confidence: 0.875363836

57113676-26d0-4928-9f45-69c1c104657c
01:11:46.850 --> 01:11:48.030
I've got his ashes.

NOTE Confidence: 0.875363836

9bdb7967-5ee4-4463-a707-27a4fec95839
01:11:48.030 --> 01:11:50.439
The coroner says I can register the death.

NOTE Confidence: 0.875363836

91e27981-5a14-4ae1-9243-f3aa4f1dbba4
01:11:50.440 --> 01:11:53.192
If I can't find a registrar who will

NOTE Confidence: 0.875363836

423fa11a-5d34-49f0-9532-e6a517896dcc
01:11:53.192 --> 01:11:54.745
register because under a change

NOTE Confidence: 0.875363836

b3ec0f21-2087-4588-b5f9-94ca4e3c7496
01:11:54.745 --> 01:11:59.390
in the law that came in in 2014.

NOTE Confidence: 0.875363836

53a82ccf-d657-4cb2-91b9-86ea23643e25
01:11:59.390 --> 01:12:01.534
The British registration Service,

NOTE Confidence: 0.875363836

e070188c-3c30-4bd0-8319-b4a9480d1d8a
01:12:01.534 --> 01:12:03.678
the English registration service

NOTE Confidence: 0.875363836

2c3cfbce-6f43-4435-9a62-4ae282cdc9e8
01:12:03.678 --> 01:12:05.890
wasn't obliged to register the

NOTE Confidence: 0.875363836

8bfd6d48-db30-4a8a-9be0-43189e6370cc
01:12:05.890 --> 01:12:07.675
death because the aircraft in

NOTE Confidence: 0.875363836

11a351c7-7146-471e-83fc-6473337f2458
01:12:07.675 --> 01:12:10.112
which he died in British airspace

NOTE Confidence: 0.875363836

54ca77d2-ccec-4777-a052-35b936f0f6d7
01:12:10.112 --> 01:12:11.764
or over British airspace,

NOTE Confidence: 0.875363836

19fdc167-3840-4689-b114-03b08814d035
01:12:11.770 --> 01:12:14.428
whichever is right.

NOTE Confidence: 0.875363836

b3b56e87-ad41-4152-9858-7b0cb5030a48
01:12:14.430 --> 01:12:15.990
This registered in Germany,

NOTE Confidence: 0.875363836

3d635acd-5102-4aca-8abf-2736f9c44d8a
01:12:15.990 --> 01:12:17.160
the German authorities.

NOTE Confidence: 0.875363836

1e78b13e-c7f2-484e-ad65-64bf4aabf86a
01:12:17.160 --> 01:12:18.120
As you can imagine,

NOTE Confidence: 0.875363836

cbf05077-aab5-4376-afaf-10e802c643b0
01:12:18.120 --> 01:12:19.560
wanted nothing to do with this.

NOTE Confidence: 0.875363836

5ece7ef9-f085-45da-bc09-e30be0d80308
01:12:19.560 --> 01:12:21.996
They said basically he's a British citizen.

NOTE Confidence: 0.875363836

4b21b240-0ec8-4749-b328-cc5e4c0156b3
01:12:22.000 --> 01:12:24.496
He died in British airspace at the UK,

NOTE Confidence: 0.875363836

151e40c9-8cb7-4b19-964e-02717f6d804f
01:12:24.500 --> 01:12:26.936
needs to get on with it.

NOTE Confidence: 0.875363836

e3edcfab-cb40-4e39-905f-c596281c3a3c
01:12:26.940 --> 01:12:29.460
We were the first people she

NOTE Confidence: 0.875363836

3aa86e8c-595d-418f-8700-a0a5dd7a318a
01:12:29.460 --> 01:12:32.120
contacted in six months of ringing.

NOTE Confidence: 0.875363836

fedf32ae-4b55-45ab-b6a6-fd2b369bb433
01:12:32.120 --> 01:12:34.016
Any number of people to say

NOTE Confidence: 0.875363836

35132cd9-fade-4f5f-8c3f-aa36363c248a
01:12:34.016 --> 01:12:36.099
there has to be an answer.

NOTE Confidence: 0.875363836

41d107ea-a989-4ce2-ae65-bffd42a6ef07
01:12:36.100 --> 01:12:41.557
We consulted with our legal colleagues in

NOTE Confidence: 0.875363836

630990c4-7a32-4b72-a066-1d0c1a3b795b
01:12:41.557 --> 01:12:45.036
an adroit panel solicitor who said OK,

NOTE Confidence: 0.875363836

c961ad9b-90db-4d74-9c3d-eea520d92911
01:12:45.040 --> 01:12:47.065

we need to instruct Council

NOTE Confidence: 0.875363836

1dbffc6b-6874-45d6-8feb-a7f968b7f988
01:12:47.065 --> 01:12:48.685
because potentially this needs

NOTE Confidence: 0.875363836

be03bc23-8f70-44ab-a710-8203fbb763a8
01:12:48.685 --> 01:12:50.753
a special application to the

NOTE Confidence: 0.875363836

dd3709c0-0332-4f91-8e72-5b081fe6ab89
01:12:50.753 --> 01:12:53.141
Secretary of State to allow this

NOTE Confidence: 0.87770249375

686d523d-cf30-4004-9887-3e22948ef734
01:12:53.214 --> 01:12:55.396
death to be registered if they've

NOTE Confidence: 0.87770249375

ae18b71e-3de5-404b-a95e-14249f8c6b0d
01:12:55.396 --> 01:12:58.045
been before 2014, it would have

NOTE Confidence: 0.87770249375

1ccdac0f-a257-4df2-bb41-984ac509fd9c
01:12:58.045 --> 01:13:01.710
been entirely straightforward so.

NOTE Confidence: 0.87770249375

5de18211-6240-4f9d-9712-fcf1640aa68f
01:13:01.710 --> 01:13:03.999
In fact, the coverage in the media

NOTE Confidence: 0.87770249375

cf7b54c-0eaf-4d57-972f-ba7788e70a76
01:13:03.999 --> 01:13:06.465
meant that one of the county councils

NOTE Confidence: 0.87770249375

5d875a87-caf0-492e-ae3f-ba2efcd9fbbc
01:13:06.465 --> 01:13:09.190
actually got in touch with her in short

NOTE Confidence: 0.87770249375

4e199766-5ca8-4e78-8228-e7914d5f37c2
01:13:09.190 --> 01:13:11.290
circuited that and said we'll register.

NOTE Confidence: 0.87770249375

0aeafb37-70bd-4807-8d41-1b8209f12ff9
01:13:11.290 --> 01:13:14.714
I think they were shame didn't to helping.

NOTE Confidence: 0.87770249375

336bc1ef-b9b9-4115-a5c7-2053075e1f3b
01:13:14.720 --> 01:13:17.868
So I've mentioned adroit.

NOTE Confidence: 0.87770249375

0479b26a-8799-4434-840d-55546e94bddd
01:13:17.870 --> 01:13:20.020
And if people ring national

NOTE Confidence: 0.87770249375

b05bd6b2-bf82-4be9-a0b0-d3cee6e61142
01:13:20.020 --> 01:13:22.790
bereavement service and they want to

NOTE Confidence: 0.87770249375

2c8d5cdb-c4e5-4bd6-8236-2f08bf7d5073
01:13:22.790 --> 01:13:24.986
explore professional legal services,

NOTE Confidence: 0.87770249375

6e9404e7-b072-48a8-b4e8-40e3ba3efe55
01:13:24.990 --> 01:13:28.886
they can take advantage of the fact that.

NOTE Confidence: 0.87770249375

9c510c16-b162-4dcc-ba34-1ee99c0557e5
01:13:28.890 --> 01:13:30.694
The Joint legal services

NOTE Confidence: 0.87770249375

d8d29aa3-546a-4a1b-9a96-92d0d4ec668f
01:13:30.694 --> 01:13:32.498
as our partner company.

NOTE Confidence: 0.87770249375

5b572fa9-4ab2-4aa6-89e8-4a56b6a4af1b
01:13:32.500 --> 01:13:35.218
And they manage their panel managers,

NOTE Confidence: 0.87770249375

a5d7d8aa-6af2-45bb-971a-1b587869d440
01:13:35.220 --> 01:13:37.370
not a legal service themselves,

NOTE Confidence: 0.87770249375

f8b352e7-c601-40ee-8f7e-8979486bb6a3
01:13:37.370 --> 01:13:40.163
and they trust we have a panel

NOTE Confidence: 0.87770249375

bea8c38b-2265-4122-810e-238f2b7b26c5
01:13:40.163 --> 01:13:42.379
of solicitors who are all

NOTE Confidence: 0.87770249375

e6d18150-1794-4b84-a4d8-66bce3dd6471
01:13:42.379 --> 01:13:44.699
specialists in their own field,

NOTE Confidence: 0.87770249375

9c38d739-feb1-4673-a2b5-3fd123676ffb
01:13:44.700 --> 01:13:46.734
so they're not High Street practitioners

NOTE Confidence: 0.87770249375

230d3137-a41d-41d6-a82a-83b99c24e15b
01:13:46.734 --> 01:13:49.275
who are doing a bit of this and a

NOTE Confidence: 0.87770249375

e44cb431-5a5b-4000-9d7e-e62808bade1d
01:13:49.275 --> 01:13:51.145
bit of that and and whatever walks

NOTE Confidence: 0.87770249375

41f51263-0037-4bc1-9326-31eda93831f1
01:13:51.145 --> 01:13:53.906
in through the door and what adroit

NOTE Confidence: 0.87770249375

157ba99d-8116-4af4-84ba-ff46b5f5f667
01:13:53.906 --> 01:13:56.216
does is negotiate fixed fees.

NOTE Confidence: 0.87770249375

2937de96-d356-46fe-b9e4-bc9640854f2b
01:13:56.220 --> 01:13:57.684

On behalf of clients,

NOTE Confidence: 0.87770249375

5035044e-c4a5-48e0-b709-664339cf2915
01:13:57.684 --> 01:13:59.880
which means that the fees are

NOTE Confidence: 0.87770249375

73f8c211-3642-41c8-a788-4e81951be313
01:13:59.956 --> 01:14:02.468
highly competitive and transparent.

NOTE Confidence: 0.87770249375

50a8b5da-c47d-455a-b1ab-c48b892491df
01:14:02.470 --> 01:14:04.290
And we also monitor standards

NOTE Confidence: 0.87770249375

ac36b538-bae3-452d-8006-1ad83d78240b
01:14:04.290 --> 01:14:06.924
of client care and we know that

NOTE Confidence: 0.87770249375

4cf152d2-1c21-4fcc-b232-8bc31dd023dc
01:14:06.924 --> 01:14:09.150
anyone who uses an adjoint service

NOTE Confidence: 0.87770249375

689ae889-fd0a-4e97-9ebc-e3bc9e399ae2
01:14:09.150 --> 01:14:11.249
will be well looked after.

NOTE Confidence: 0.87770249375

34069833-1e63-43ba-b0db-16f1ab96aeae
01:14:11.250 --> 01:14:15.210
It is purely if people wish to explore that,

NOTE Confidence: 0.87770249375

45dcfc0a-8600-48c3-99af-f2a6f00393bb
01:14:15.210 --> 01:14:17.346
we can offer it for people who want

NOTE Confidence: 0.87770249375

de4832a2-9bd4-40aa-a2cc-c3d9ee7cabc0
01:14:17.346 --> 01:14:19.428
to explore using the solicitor again.

NOTE Confidence: 0.87770249375

06b4a4a9-7d7a-4939-b159-35c238a0cb0e
01:14:19.428 --> 01:14:22.074
What we do is just take some

NOTE Confidence: 0.87770249375

49c71171-5511-4bd6-8bb8-5b70376e5f9a
01:14:22.074 --> 01:14:23.900
very basic information,

NOTE Confidence: 0.87770249375

45458a22-a267-4897-a739-f5c19e6bb47b
01:14:23.900 --> 01:14:25.264
contact the solicitor and

NOTE Confidence: 0.87770249375

847d3924-5b42-4470-860f-59e3fb2562ad
01:14:25.264 --> 01:14:26.969
if the solicitor is willing,

NOTE Confidence: 0.87770249375

e923f89a-f9ee-41a6-882f-43c200cfc1d7
01:14:26.970 --> 01:14:29.254
the relationship thereafter is

NOTE Confidence: 0.87770249375

6ff62feb-1a93-41c5-b9c6-050cd74d9aac
01:14:29.254 --> 01:14:32.680
between the solicitor and the client.

NOTE Confidence: 0.87770249375

c67ff4a2-a966-4b0e-b1d4-2e4d137304b5
01:14:32.680 --> 01:14:35.614
So there is no financial relationship

NOTE Confidence: 0.87770249375

314b9338-86d2-49df-9048-a6869d4aed87
01:14:35.614 --> 01:14:41.280
between anybody who calls MBBS or adroit and.

NOTE Confidence: 0.87770249375

f317a559-300f-438a-b48a-0f99f629b521
01:14:41.280 --> 01:14:43.212
Between them and Android or MBS

NOTE Confidence: 0.87770249375

d41bbb1f-ad7b-404f-8a71-b690404055f2
01:14:43.212 --> 01:14:45.290
their relationship is always with the

NOTE Confidence: 0.87770249375

ba4a60d3-b972-4af6-b38c-138b78ab0969
01:14:45.290 --> 01:14:47.130
professional that they are instructing.

NOTE Confidence: 0.44013387

2fc1f970-e04c-4266-b002-5b3d2a6cfc5b
01:14:50.720 --> 01:14:51.080
Hello.

NOTE Confidence: 0.92118746

83b8df72-197c-4aa7-a645-decd12e5fda9
01:14:53.220 --> 01:14:54.612
You may well be thinking this

NOTE Confidence: 0.92118746

fb05ea39-fd8d-44bf-8d5e-023906402e8a
01:14:54.612 --> 01:14:55.979
sounds too good to be true.

NOTE Confidence: 0.92118746

787da4fc-3eb5-4cbb-bc0a-32bfe575427b
01:14:55.980 --> 01:14:57.779
How on Earth is this paid for?

NOTE Confidence: 0.92118746

e1ee3927-33c8-4bbe-9696-950e31b6fcc2
01:14:57.780 --> 01:15:00.796
If it's a free service to the public

NOTE Confidence: 0.92118746

1078fd60-aef8-487d-af8d-06656dddb8bd
01:15:00.796 --> 01:15:04.280
and the answer is that a Droid and MBS

NOTE Confidence: 0.92118746

768d97fa-47ef-45da-811a-9c327dc8d717
01:15:04.280 --> 01:15:06.080
worked together to provide customer

NOTE Confidence: 0.92118746

af2e7a87-b6ef-4f1a-a752-7bb46337f9ea
01:15:06.080 --> 01:15:08.205
and employee benefit support packages

NOTE Confidence: 0.92118746

3898a29a-6d65-4ad6-bebc-b6399f1d5e20
01:15:08.205 --> 01:15:10.755

for a wide range of corporates,

NOTE Confidence: 0.92118746

164f9de5-a997-45a1-a3a5-56d09be4fd16
01:15:10.760 --> 01:15:14.000
you can see some of the logos on the left.

NOTE Confidence: 0.92118746

da5ae86e-d32c-4049-a191-ee905b2b21cd
01:15:14.000 --> 01:15:16.792
There are others to be added since this

NOTE Confidence: 0.92118746

916bcccf-1580-415d-af04-a6ea2e9658fc
01:15:16.792 --> 01:15:19.266
slide was created a few weeks ago.

NOTE Confidence: 0.92118746

b34ce317-1767-4dd8-bf8b-b38991de0e61
01:15:19.270 --> 01:15:22.722
Umm? We've developed training in

NOTE Confidence: 0.92118746

09fbb938-2e38-464a-a22c-311ed0e32e3c
01:15:22.722 --> 01:15:25.845
response to demand and also we work

NOTE Confidence: 0.92118746

93f41724-c5ff-4840-912d-ffb8e0cbbcea
01:15:25.845 --> 01:15:28.305
with quite a number of charities,

NOTE Confidence: 0.92118746

52927ead-e4f1-4165-8455-46a5cb68c60e
01:15:28.310 --> 01:15:30.486
including providing web copy

NOTE Confidence: 0.92118746

c6fd5357-ace9-4f8e-add8-9ebdaf04dbce
01:15:30.486 --> 01:15:33.206
for them on practical issues.

NOTE Confidence: 0.92118746

f52e52bf-6b29-4d9f-9ac9-a9e32611d8fd
01:15:33.210 --> 01:15:34.530
I'm very aware of time,

NOTE Confidence: 0.92118746

5ca75060-56dc-493b-960f-b1dd4c349fad
01:15:34.530 --> 01:15:38.030
so there's our final slide.

NOTE Confidence: 0.92118746

1450b8aa-8345-41e8-b1fe-3a4e19c993ff
01:15:38.030 --> 01:15:40.025
And thank you very much for for

NOTE Confidence: 0.92118746

63320648-632e-4bc1-9780-0979e8fbe887
01:15:40.025 --> 01:15:42.277
listening and for responding to the poll.

NOTE Confidence: 0.92118746

b9fb7ec6-56ca-4137-ab10-7e4214b7611f
01:15:42.280 --> 01:15:43.869
That was great. Thank you very much.

NOTE Confidence: 0.918895997142857

54ed6685-a296-4fe1-b61f-90cf62780668
01:15:46.980 --> 01:15:48.996
That was great. Thank you very much.

NOTE Confidence: 0.918895997142857

95faf8cf-a608-4a05-a1ef-3cabe66bca1b
01:15:49.000 --> 01:15:51.904
Absolutely insightful, and I think you

NOTE Confidence: 0.918895997142857

8c257854-24e5-4fff-bfed-f69f956af7c7
01:15:51.904 --> 01:15:55.456
know the audience I'm sure will as I did,

NOTE Confidence: 0.918895997142857

5b327764-80d4-4a8e-8b08-7369f7dc4401
01:15:55.460 --> 01:15:57.100
took a lot from that in terms of

NOTE Confidence: 0.918895997142857

930216cd-d42c-40d4-a120-8622ec0cbb47
01:15:57.100 --> 01:15:58.640
all the things involved that.

NOTE Confidence: 0.918895997142857

d9e1ae30-8d65-4a6a-aeb7-8b4ae77a0d7c
01:15:58.640 --> 01:16:00.302
You know, we don't normally think

NOTE Confidence: 0.918895997142857

d3d4ae9d-44d5-449e-8e0a-16a383e120f6
01:16:00.302 --> 01:16:01.860
about in the financial sense I.

NOTE Confidence: 0.918895997142857

8bc2349c-4b34-4488-9c2d-941187213df6
01:16:01.860 --> 01:16:03.060
I thought that was really interesting,

NOTE Confidence: 0.918895997142857

e4e5ec84-0529-42dd-acc6-03b4a1e1319e
01:16:03.060 --> 01:16:04.326
but one thing that distrikt me,

NOTE Confidence: 0.918895997142857

c06550ea-9b3a-426e-8ddf-0f51d014cf89
01:16:04.330 --> 01:16:07.221
and as you were talking there was

NOTE Confidence: 0.918895997142857

bced58a8-f670-453c-b825-eef95570968b
01:16:07.221 --> 01:16:09.200
that and I'll skip back a slide.

NOTE Confidence: 0.918895997142857

a7149fea-2ff6-4966-8105-cbb7460ecba4
01:16:09.200 --> 01:16:10.352
Actually, just so we can leave

NOTE Confidence: 0.918895997142857

c1555eab-f710-4bbf-97a2-eb11e3728b69
01:16:10.352 --> 01:16:11.370
your contact details on there.

NOTE Confidence: 0.918895997142857

029fcf96-a1e5-4bc0-a79e-05853cd8be00
01:16:11.370 --> 01:16:13.442
But one thing that disturbs me is

NOTE Confidence: 0.918895997142857

d53e0bf0-d228-4ccb-bd54-60395fdfec88
01:16:13.442 --> 01:16:15.934
as you were talking was we are

NOTE Confidence: 0.918895997142857

f2cc67c6-d861-4c6c-b425-d3d6e8e93679
01:16:15.934 --> 01:16:18.783

expecting by the end of this month.

NOTE Confidence: 0.918895997142857

a2f8bf9e-78cc-4e43-ac41-e42e60c02591
01:16:18.790 --> 01:16:20.904
The final rules on a paper on

NOTE Confidence: 0.918895997142857

d03edbaa-8d56-4e3e-b315-e973b83fe92b
01:16:20.904 --> 01:16:22.351
consumer duty now mentioned

NOTE Confidence: 0.918895997142857

7bbb1c0a-f2c3-41df-90d4-2159ff40192e
01:16:22.351 --> 01:16:25.201
extensively within this paper in the

NOTE Confidence: 0.918895997142857

7354cd7a-7005-4d2b-9344-fc19349f6660
01:16:25.201 --> 01:16:27.340
consultation was vulnerable customers.

NOTE Confidence: 0.918895997142857

7f3ce8fc-7887-4240-9c66-e6dadd804519
01:16:27.340 --> 01:16:28.786
The paper is all about providing.

NOTE Confidence: 0.918895997142857

c5d46d51-b12d-4b8c-b55a-60a5d2597edc
01:16:28.790 --> 01:16:31.086
That outcomes for customers and I fully

NOTE Confidence: 0.918895997142857

951568c8-2726-4c9f-8aa7-bf134598fb7f
01:16:31.086 --> 01:16:33.687
expect and in fact almost guarantee it,

NOTE Confidence: 0.918895997142857

959e3919-138b-4380-b272-d31d4831c6bd
01:16:33.690 --> 01:16:36.378
that when we see the finalized guidance,

NOTE Confidence: 0.918895997142857

8bea6efb-973c-4834-b3a7-468c4bcd1d01
01:16:36.380 --> 01:16:37.795
the treatment of vulnerable customers

NOTE Confidence: 0.918895997142857

6762c691-33c2-4093-a580-be9529b516a6
01:16:37.795 --> 01:16:40.216
is going to be front and center of the

NOTE Confidence: 0.918895997142857

9d209587-1f46-477d-82e9-d200728d55ef
01:16:40.216 --> 01:16:42.207
paper and advisers will need to make sure

NOTE Confidence: 0.918895997142857

72b4be6a-4b13-482b-a4fc-b7c5f56e6493
01:16:42.207 --> 01:16:44.231
they've got processes in place to do that.

NOTE Confidence: 0.918895997142857

c8b97db5-84c6-4a56-abe4-c57ae0a1eec3
01:16:44.240 --> 01:16:46.067
I'm assuming from all the things you've

NOTE Confidence: 0.918895997142857

9323dbae-4636-4aaf-9f9b-b5b1f45b613c
01:16:46.067 --> 01:16:47.988
said there that you'd be very happy to

NOTE Confidence: 0.918895997142857

6bd62b61-2acf-4ab2-8680-013f4c3ed765
01:16:47.988 --> 01:16:49.912
have a chat to advisors about how they

NOTE Confidence: 0.918895997142857

c1ec554c-2166-4368-aa4f-22dd0686bb0c
01:16:49.912 --> 01:16:51.739
can embed your service in their process.

NOTE Confidence: 0.918895997142857

123118dd-9a82-4364-a393-f3f0406db2f8
01:16:51.740 --> 01:16:54.414
For people who have suffered a bereavement,

NOTE Confidence: 0.918895997142857

04eaa76d-146c-4651-85b7-dd21a86fe00e
01:16:54.420 --> 01:16:57.220
we would be delighted to do that.

NOTE Confidence: 0.918895997142857

dcb961df-d599-494f-acf4-6e827f1fad1e
01:16:57.220 --> 01:16:58.816
What I did forget to mention.

NOTE Confidence: 0.918895997142857

90555144-6e82-481a-9087-5a1e5443d38f
01:16:58.820 --> 01:17:02.334
We we did some number crunching the

NOTE Confidence: 0.918895997142857

181fadfb-8065-4281-a28c-2b9a4ed8fb19
01:17:02.334 --> 01:17:05.787
other day and we have already seen

NOTE Confidence: 0.918895997142857

803552a7-2666-4fe9-86f3-920b5b487d90
01:17:05.787 --> 01:17:09.110
an 80% year on year increase in calls

NOTE Confidence: 0.918895997142857

658c4f11-4d72-4c58-abb7-fdd631e51d66
01:17:09.110 --> 01:17:11.828
just from last year to this year.

NOTE Confidence: 0.918895997142857

d5e610d9-58c9-4bf8-92ec-272e82545dfe
01:17:11.830 --> 01:17:14.154
But there is always room for more.

NOTE Confidence: 0.918895997142857

b7a71844-4133-4e8f-a79c-17d05a419196
01:17:14.160 --> 01:17:14.718
So yes,

NOTE Confidence: 0.918895997142857

1671cdad-70a4-40cb-ac56-85f9b0e49f98
01:17:14.718 --> 01:17:16.392
we would be delighted to work

NOTE Confidence: 0.918895997142857

ceafbc4d-02f1-4d9a-9fe4-f4ff0dfdb48f
01:17:16.392 --> 01:17:17.920
with anyone who contacts us.

NOTE Confidence: 0.918895997142857

bc23aabd-b152-42cf-956e-b78e11ec81ad
01:17:17.920 --> 01:17:18.502
Great stuff.

NOTE Confidence: 0.918895997142857

6bc750c2-62b2-458e-a510-08810a544600
01:17:18.502 --> 01:17:19.957

Thank you and that's that's

NOTE Confidence: 0.918895997142857

7303fe6b-8727-47ae-941d-ae54c527ab36
01:17:19.957 --> 01:17:21.140
really useful and said,

NOTE Confidence: 0.918895997142857

76d1559b-2a79-4411-81a2-8415f35c7c24
01:17:21.140 --> 01:17:22.460
having seen all of that,

NOTE Confidence: 0.918895997142857

d8f52eed-6545-4cea-8445-c3b5f208593b
01:17:22.460 --> 01:17:23.820
if I was an advisor on the line,

NOTE Confidence: 0.918895997142857

07ba40fa-6d80-41c0-a70f-e3b8080f1131
01:17:23.820 --> 01:17:25.236
I'm sure many are thinking that,

NOTE Confidence: 0.918895997142857

4383dad1-599d-4c70-a262-901bda20d592
01:17:25.240 --> 01:17:25.762
you know,

NOTE Confidence: 0.918895997142857

de9528aa-d011-4cf2-ab5f-15b4d4964f06
01:17:25.762 --> 01:17:28.201
it's a great thing to have sort of like

NOTE Confidence: 0.918895997142857

66c2c7a6-5932-4f08-8502-7add6b9b7974
01:17:28.201 --> 01:17:30.231
in your locker in terms of processes

NOTE Confidence: 0.918895997142857

38641e89-480d-4961-8f2f-ca2be09d909e
01:17:30.231 --> 01:17:32.824
to take the bereaved through all of the

NOTE Confidence: 0.918895997142857

82cc7248-5769-46ce-9efa-09efc071f9cc
01:17:32.824 --> 01:17:35.080
things that you've gone through there.

NOTE Confidence: 0.918895997142857

b78e47b9-df8c-4465-b105-977b0f70f519
01:17:35.080 --> 01:17:36.620
And in such a difficult time for

NOTE Confidence: 0.918895997142857

ab897bfc-7a81-4fc6-ab67-18f1d77f99a1
01:17:36.620 --> 01:17:37.958
people as well. So thank you.

NOTE Confidence: 0.918895997142857

058ddle3-e07b-4996-b31f-8f91c0eed82d
01:17:37.958 --> 01:17:39.088
And that was really useful.

NOTE Confidence: 0.918895997142857

d059b664-ca28-4e31-bcf6-8991a01047a4
01:17:39.090 --> 01:17:40.924
We do have Flyers that we can

NOTE Confidence: 0.918895997142857

27621355-bdf8-461c-95b8-fbd71dcf12c4
01:17:40.924 --> 01:17:42.700
supply to people if they want to

NOTE Confidence: 0.918895997142857

524dea54-4890-478e-b089-0069d0ec5fee
01:17:42.700 --> 01:17:44.560
leave a a document with a client.

NOTE Confidence: 0.918895997142857

353ee9f3-5833-4731-a170-d76a516ccea9
01:17:44.560 --> 01:17:45.102
As well,

NOTE Confidence: 0.918895997142857

6957ab4d-6373-44d1-bb4e-5e85f75ece2b
01:17:45.102 --> 01:17:45.373
excellent.

NOTE Confidence: 0.918895997142857

a30e8dcc-87a3-4963-8046-9f2a72cf85cf
01:17:45.373 --> 01:17:47.627
OK if I can ask anybody if if

NOTE Confidence: 0.918895997142857

fa8e6ad6-3c31-4c48-8dc7-b987570ef5bf
01:17:47.627 --> 01:17:49.650
people do want those Flyers if they

NOTE Confidence: 0.918895997142857

856f7fad-64c2-430d-9d49-ae7d854c844
01:17:49.650 --> 01:17:51.739
could drop a note on their feedback

NOTE Confidence: 0.918895997142857

babc74f5-e76f-4a37-b0f7-36afd328edb0
01:17:51.739 --> 01:17:53.746
form and we'll make sure we get

NOTE Confidence: 0.918895997142857

f9846ad0-dad5-4404-8e6d-53ed7cdf0382
01:17:53.746 --> 01:17:55.136
that information over to yourself

NOTE Confidence: 0.918895997142857

c6c742bc-cf6c-4f06-898b-d1710e51625e
01:17:55.136 --> 01:17:56.899
and to get them out to you.

NOTE Confidence: 0.918895997142857

225b23f3-aa9a-4e3c-b8c8-00e5909b0a2e
01:17:56.900 --> 01:17:57.998
So yeah, that would be great.

NOTE Confidence: 0.918895997142857

0f9618dc-3a40-47f0-add9-ca1a4e030e39
01:17:58.000 --> 01:17:59.490
Thank you.

NOTE Confidence: 0.918895997142857

6d978eb2-9c6d-4c4f-adb2-2d1b15660133
01:17:59.490 --> 01:18:03.486
Lisa, you've been waiting very patiently.

NOTE Confidence: 0.918895997142857

0c8fe616-7658-4338-86b2-4625662fe8df
01:18:03.490 --> 01:18:05.594
It's all being fascinating

NOTE Confidence: 0.918895997142857

b4d43f9a-9ef1-44e5-8bb2-63c0a50127c2
01:18:05.594 --> 01:18:07.446
and hasn't been excellent.

NOTE Confidence: 0.918895997142857

feb7c28d-44c5-4be3-92e3-875e8551c485
01:18:07.446 --> 01:18:11.670

Isn't it better to laugh? Yeah.

NOTE Confidence: 0.918895997142857

63eb3e77-010a-4b33-a093-e65bd7b89d7d
01:18:11.670 --> 01:18:15.184
I'll talk to you about that later.

NOTE Confidence: 0.918895997142857

0eca0bdd-f19e-4873-bc74-0de3dfe9f284
01:18:15.190 --> 01:18:18.922
I meant you. Of these success.

NOTE Confidence: 0.918895997142857

4df25e49-be5f-478f-a6ce-0e479ff90cb6
01:18:18.922 --> 01:18:20.578
So first question really.

NOTE Confidence: 0.918895997142857

9eb555af-16d0-4723-b9a6-c9a204832d35
01:18:20.580 --> 01:18:22.115
For for yourself is obviously

NOTE Confidence: 0.918895997142857

f1591970-51c3-4136-958c-859205b24672
01:18:22.115 --> 01:18:24.049
the director of adroit and and

NOTE Confidence: 0.918895997142857

9229ecal-8797-46fa-bd7d-d63a555478d9
01:18:24.049 --> 01:18:25.409
talked about your services,

NOTE Confidence: 0.918895997142857

b450baaa-460a-467e-865a-8bb7db62549f
01:18:25.410 --> 01:18:27.558
what you're able to provide them.

NOTE Confidence: 0.918895997142857

eea17edb-6995-479e-908e-ff50e28fa003
01:18:27.560 --> 01:18:29.042
I just like to sort of

NOTE Confidence: 0.918895997142857

8c111df5-42af-42f1-b333-fe1f7f4ab240
01:18:29.042 --> 01:18:30.030
explore how you've worked

NOTE Confidence: 0.857546438695652

cc92620e-6e06-4fbf-b9b0-4d1e90060f10
01:18:30.090 --> 01:18:31.668
with other financial firms and if

NOTE Confidence: 0.857546438695652

eb883740-4cb5-463b-982c-201626f72c17
01:18:31.668 --> 01:18:33.599
you could give an example of that.

NOTE Confidence: 0.857546438695652

996c900c-e5bb-4f4e-a52d-5445eb31843b
01:18:33.600 --> 01:18:35.602
I think the audience would find that

NOTE Confidence: 0.857546438695652

72ca19fb-441d-49bc-b1a7-c63afe29052d
01:18:35.602 --> 01:18:39.160
really useful. Yeah, absolutely.

NOTE Confidence: 0.857546438695652

a7bc1ef0-b79f-4e73-86ae-a79706a82ad4
01:18:39.160 --> 01:18:42.175
I can give you an example of 1 particular

NOTE Confidence: 0.857546438695652

06488cde-ad16-4e32-9536-c170b7bd825c
01:18:42.175 --> 01:18:44.014
financial institution and pretty

NOTE Confidence: 0.857546438695652

0be9cc50-f6b6-422b-8374-d23e71225a85
01:18:44.014 --> 01:18:46.399
well known High Street institution.

NOTE Confidence: 0.857546438695652

1912a8a8-547b-4cb6-bb92-881155c3677f
01:18:46.400 --> 01:18:49.040
Not the largest, but but pretty

NOTE Confidence: 0.857546438695652

adf86fe3-a1e1-4d60-84d5-62286b535216
01:18:49.040 --> 01:18:52.090
medium size, I would say.

NOTE Confidence: 0.857546438695652

4ca4a056-fa5b-4eb8-9d95-22be5401ded4
01:18:52.090 --> 01:18:56.038
They receive around 700 deaths a week.

NOTE Confidence: 0.857546438695652

cf7bbfc2-c521-4e42-8e32-ccb308952d41
01:18:56.040 --> 01:18:58.679
And we started working with them pre

NOTE Confidence: 0.857546438695652

e2c55d73-4c39-4f9b-ad67-11e87cb83e66
01:18:58.679 --> 01:19:01.200
pandemic on the employee side and

NOTE Confidence: 0.857546438695652

37571bf9-5615-45e4-af0f-64491ce1169b
01:19:01.200 --> 01:19:03.380
mentioned we provide our services

NOTE Confidence: 0.857546438695652

624fd01c-d5e6-4285-80c2-07606b580913
01:19:03.380 --> 01:19:06.357
for both employees and and customers.

NOTE Confidence: 0.857546438695652

30ca428f-7d34-447d-82dd-8720a5d376f3
01:19:06.360 --> 01:19:09.398
So we started we launched a dedicated

NOTE Confidence: 0.857546438695652

ae6ac568-2e08-45ad-ab17-442097f65546
01:19:09.398 --> 01:19:11.800
helpline for their employees in

NOTE Confidence: 0.857546438695652

138b992c-e407-480e-9bb2-90b3733921bb
01:19:11.800 --> 01:19:14.866
terms of the bereavement service and

NOTE Confidence: 0.857546438695652

c9a8d2fe-7e0d-4195-a2e1-6508f755b61a
01:19:14.866 --> 01:19:17.830
discounted legal services through droids.

NOTE Confidence: 0.857546438695652

ba8ee6f0-f1b4-428f-b9b4-90d720cddc83
01:19:17.830 --> 01:19:19.390
And it was so well received.

NOTE Confidence: 0.857546438695652

54f9a3e2-45cd-48f6-833f-32d1771437a7
01:19:19.390 --> 01:19:21.630

They then introduced us to the customer team,

NOTE Confidence: 0.857546438695652

77f5233c-c98a-4199-8b2f-a6807911e525
01:19:21.630 --> 01:19:23.190
which is often what happens.

NOTE Confidence: 0.857546438695652

631b75a0-11ba-482d-aaeb-55f5b50eb744
01:19:23.190 --> 01:19:25.661
We will start working with the business

NOTE Confidence: 0.857546438695652

5b037904-62b3-4bc8-860f-d48b39f6d354
01:19:25.661 --> 01:19:28.265
on one side and then they'll introduce

NOTE Confidence: 0.857546438695652

32bb9d2a-2a36-449b-85b9-a0bf1efc3a94
01:19:28.265 --> 01:19:30.890
us to the customer side as well.

NOTE Confidence: 0.857546438695652

74e872f6-17cf-47fe-8e43-f25f8c6e5cdf
01:19:30.890 --> 01:19:33.780
And then the pandemic hits.

NOTE Confidence: 0.857546438695652

b2dc9c1d-af2c-4b8b-806f-c4760a5dc3ae
01:19:33.780 --> 01:19:38.267
And they have a super bereavement team.

NOTE Confidence: 0.857546438695652

2ddfaa81-87dd-431f-90ed-290e33ad73a0
01:19:38.270 --> 01:19:39.743
But that team,

NOTE Confidence: 0.857546438695652

balfe7f2-57af-462a-ac4f-dd04dc477f1e
01:19:39.743 --> 01:19:42.689
despite having many years of experience,

NOTE Confidence: 0.857546438695652

b7e1d779-5938-41e0-91f5-b3df44358e43
01:19:42.690 --> 01:19:46.400
just couldn't cope with the

NOTE Confidence: 0.857546438695652

e42ef009-9262-40e7-9ebc-4c269e6d5080
01:19:46.400 --> 01:19:48.626
emotionally challenging conversations.

NOTE Confidence: 0.857546438695652

23087bbe-6335-4bf5-abd8-9fcecc5d9f64
01:19:48.630 --> 01:19:51.590
People were unable to attend,

NOTE Confidence: 0.857546438695652

653dd83b-c8e0-41a6-a5ad-118efbc04c36
01:19:51.590 --> 01:19:53.081
you know, funerals,

NOTE Confidence: 0.857546438695652

6b9215e9-30d5-4d25-8f6a-2f34c78e39a8
01:19:53.081 --> 01:19:56.560
and so it was really affecting their

NOTE Confidence: 0.857546438695652

e7f872c4-fae1-42f9-9551-d2b9d7bbc041
01:19:56.649 --> 01:20:00.065
service and they were spending a longer

NOTE Confidence: 0.857546438695652

cdc476b6-fefd-4328-93dd-b8bfd73550eb
01:20:00.065 --> 01:20:03.748
than they could really on the telephone,

NOTE Confidence: 0.857546438695652

c2c9acd4-34a1-431f-8535-a84fc8cb7d88
01:20:03.750 --> 01:20:06.522
not only for to help them through the legal,

NOTE Confidence: 0.857546438695652

b4d357b7-0484-40c4-baa8-2208908ad93b
01:20:06.530 --> 01:20:09.290
practical side, but also.

NOTE Confidence: 0.857546438695652

2be6813b-2aa3-4048-83a8-6dd1064ef57c
01:20:09.290 --> 01:20:10.670
Emotionally challenging.

NOTE Confidence: 0.857546438695652

beca0bb7-d634-48da-9b21-f1a1c59a5358
01:20:10.670 --> 01:20:13.142
So they asked us to provide

NOTE Confidence: 0.857546438695652

06f06c4a-6dc4-4389-b0ed-cea29903baa9
01:20:13.142 --> 01:20:14.378
2 dedicated helplines,

NOTE Confidence: 0.857546438695652

3540e400-85cd-437a-8dfd-2ee6996b906e
01:20:14.380 --> 01:20:16.675
actually one to help customers

NOTE Confidence: 0.857546438695652

75d59a3e-696a-4c54-a753-128cb45cae24
01:20:16.675 --> 01:20:18.970
with all all things practical.

NOTE Confidence: 0.857546438695652

2f13181b-d379-493c-8e3c-5549297f6da6
01:20:18.970 --> 01:20:22.410
And the other helpline to speak to customers

NOTE Confidence: 0.857546438695652

d5f087cd-cacf-493a-b2d7-7680a1500e4a
01:20:22.410 --> 01:20:26.168
who are really struggling emotionally and.

NOTE Confidence: 0.857546438695652

19363891-e4f8-43ad-9569-6dc838d07a5a
01:20:26.170 --> 01:20:29.229
Often people do think they need counselling,

NOTE Confidence: 0.857546438695652

a02586a2-1064-4992-8324-712233ba2f33
01:20:29.230 --> 01:20:29.562
but.

NOTE Confidence: 0.857546438695652

bcd18c33-328d-4966-9667-a25736d89e0a
01:20:29.562 --> 01:20:32.218
The majority of the time they just need

NOTE Confidence: 0.857546438695652

4e91becc-9917-484c-b555-c17c2e0d0240
01:20:32.218 --> 01:20:35.512
a listening ear and a lot of people were

NOTE Confidence: 0.857546438695652

d2d6e6a1-58c8-4266-b010-cd1a5d3e86c9
01:20:35.512 --> 01:20:38.038

very lonely throughout the pandemic.

NOTE Confidence: 0.857546438695652

44748c16-ef5a-4bfc-ac2b-dd98ef175822
01:20:38.040 --> 01:20:40.224
And so this added another layer

NOTE Confidence: 0.857546438695652

39975fd7-846c-433a-8b04-8122cb74b0aa
01:20:40.224 --> 01:20:42.460
of support for their customers,

NOTE Confidence: 0.857546438695652

459280ab-83af-450a-8380-f2a37d169974
01:20:42.460 --> 01:20:45.495
so helping your customer retention

NOTE Confidence: 0.857546438695652

30e39401-31c9-4d71-a687-22704dbe7447
01:20:45.495 --> 01:20:47.316
your intergenerational wealth,

NOTE Confidence: 0.857546438695652

6665e155-20d2-46cc-9efe-db6e4381368c
01:20:47.320 --> 01:20:49.032
hopefully retaining and those

NOTE Confidence: 0.857546438695652

105b9f4a-9347-48b2-b12f-e6fd8bdadcd9
01:20:49.032 --> 01:20:51.172
next of kin who who'd,

NOTE Confidence: 0.857546438695652

ddd4783a-f639-4fff-a5b5-2247af1eec4c
01:20:51.180 --> 01:20:52.030
you know,

NOTE Confidence: 0.857546438695652

c3e7572f-a162-4826-86b1-9b4003f02dd8
01:20:52.030 --> 01:20:56.280
lost a loved one or a family member and and.

NOTE Confidence: 0.857546438695652

e0ee6dde-7923-4814-9692-ee545c034015
01:20:56.280 --> 01:20:59.104
And they also actually asked us to provide

NOTE Confidence: 0.857546438695652

a3d86909-8135-4626-beb7-ed9738202f74
01:20:59.104 --> 01:21:01.898
a number of workshops for their staff,

NOTE Confidence: 0.857546438695652

db3c9482-c8fa-404a-8a0a-4bf7bd3063a2
01:21:01.900 --> 01:21:04.160
and they're a pretty forward

NOTE Confidence: 0.857546438695652

55597cea-2d4d-42b3-9328-e9ba28949be0
01:21:04.160 --> 01:21:05.516
thinking financial institution.

NOTE Confidence: 0.857546438695652

d119c3f7-095b-4cca-8f3f-0b9b9ac09bcd
01:21:05.520 --> 01:21:08.050
And we've actually also just.

NOTE Confidence: 0.857546438695652

848f4653-8105-4649-a368-5ee40299fbb6
01:21:08.050 --> 01:21:11.506
Written and developed our first video.

NOTE Confidence: 0.857546438695652

c8eb0147-d453-40c7-b6f9-9523b8a74bd3
01:21:11.510 --> 01:21:14.820
And that's for their customer

NOTE Confidence: 0.857546438695652

1cca835e-5c33-4c9d-80ec-a2edce4b7a36
01:21:14.820 --> 01:21:18.130
team and their HR teams.

NOTE Confidence: 0.857546438695652

fec01393-da41-454b-b80e-1fd2ef463cce
01:21:18.130 --> 01:21:20.284
To help them to understand the

NOTE Confidence: 0.857546438695652

933a9c4d-e06c-44d3-add3-b46d599a805c
01:21:20.284 --> 01:21:23.053
words to use when a customer as as

NOTE Confidence: 0.857546438695652

ed0116c8-82f3-4c03-95f5-b46cf3bab223
01:21:23.053 --> 01:21:25.390
lost a loved one close to them.

NOTE Confidence: 0.857546438695652

2f9ac768-fa17-4e5e-a585-0f7675c09b03
01:21:25.390 --> 01:21:26.926
When somebody has died,

NOTE Confidence: 0.857546438695652

3e612a56-42d5-43ef-8463-58c8e6a9db3d
01:21:26.926 --> 01:21:28.846
or whether it's an employee

NOTE Confidence: 0.857546438695652

769bce63-8ae9-4724-8977-33ee4dd1c2d7
01:21:28.846 --> 01:21:30.986
who's returning to work and they

NOTE Confidence: 0.857546438695652

d391b1f1-eb05-435d-951a-43df3ccb9b4f
01:21:30.986 --> 01:21:33.010
just don't know what to say.

NOTE Confidence: 0.857546438695652

d6f9a134-502b-461a-837e-2413a8e05b75
01:21:33.010 --> 01:21:33.458
So,

NOTE Confidence: 0.857546438695652

c0cecd98-0259-49d0-acd2-b3f91f6563e4
01:21:33.458 --> 01:21:34.802
and we've also.

NOTE Confidence: 0.857546438695652

fa967a14-5b1c-403d-b959-5e2f5cc9d12e
01:21:34.802 --> 01:21:38.165
We're also now in discussions to roll

NOTE Confidence: 0.857546438695652

62ff5d90-cce8-465e-96f4-b02907958ddb
01:21:38.165 --> 01:21:41.105
out a mortgage repossession service,

NOTE Confidence: 0.857546438695652

3db66561-c267-4798-8273-3dd276079194
01:21:41.110 --> 01:21:43.010
so helping their customers through

NOTE Confidence: 0.857546438695652

2427c238-0239-48d9-942e-bd912193a3f9
01:21:43.010 --> 01:21:44.910

the litigation process as well.

NOTE Confidence: 0.857546438695652

e5b49599-e042-4b47-bcbe-6743f6af7f78
01:21:44.910 --> 01:21:47.899
So really hats off to this financial

NOTE Confidence: 0.857546438695652

261dfe3c-c10b-4add-ac03-5eb869088fb1
01:21:47.899 --> 01:21:49.724
institution because they are

NOTE Confidence: 0.857546438695652

d788e8a2-a8d5-4f1a-9b2b-77d2a328b3dc
01:21:49.724 --> 01:21:52.069
putting lots of support around

NOTE Confidence: 0.857546438695652

24abdc8e-45d7-4701-8e18-87c3675e7ec6
01:21:52.069 --> 01:21:53.945
their most vulnerable customers.

NOTE Confidence: 0.857546438695652

c1518d4f-cf0a-4833-8109-17c6ca065d64
01:21:53.950 --> 01:21:55.162
And they're,

NOTE Confidence: 0.857546438695652

a72b8d51-17f9-4b8d-9144-e8fb1839cb2b
01:21:55.162 --> 01:21:58.192
they're actually a super company

NOTE Confidence: 0.857546438695652

2662a626-b70f-4bc1-8658-abd34f4719ea
01:21:58.192 --> 01:22:00.010
to work with.

NOTE Confidence: 0.857546438695652

584e176d-73f7-4fa8-ac99-b58d0239ab88
01:22:00.010 --> 01:22:01.798
Great stuff that's that's really interesting,

NOTE Confidence: 0.857546438695652

1618a15b-7876-48e3-b4a1-aceb13f4ac27
01:22:01.800 --> 01:22:02.028
Lisa,

NOTE Confidence: 0.857546438695652

6930d99c-9493-4eb6-aaea-e47fbbdbalcd
01:22:02.028 --> 01:22:03.852
thank you for that and I'm I'm sure

NOTE Confidence: 0.857546438695652

14ba34ea-a7e9-4b7e-a549-403c8978401c
01:22:03.852 --> 01:22:05.413
many of the the people who are

NOTE Confidence: 0.857546438695652

1d740f6f-3ebd-4ff9-a90c-07d457b4ce33
01:22:05.413 --> 01:22:06.936
joining us on the webinar today

NOTE Confidence: 0.857546438695652

c9590867-5628-4575-8cf1-022938ee9a66
01:22:06.936 --> 01:22:08.476
will be thinking that's something

NOTE Confidence: 0.857546438695652

5f296cce-e388-480a-9c09-947938065ca2
01:22:08.476 --> 01:22:09.400
they they also

NOTE Confidence: 0.780251736

7ec36de6-d8a3-4ce7-8c27-37384027bcdb
01:22:09.400 --> 01:22:11.608
might wanna talk to yourselves about

NOTE Confidence: 0.780251736

af96ef01-2e5e-4ecb-b1ea-08abdc1354cb
01:22:11.608 --> 01:22:14.309
really useful and thank you to both of you.

NOTE Confidence: 0.780251736

be060f75-0438-44d3-a15a-84c5a1a77bd5
01:22:14.310 --> 01:22:15.750
Some really insightful stuff there.

NOTE Confidence: 0.780251736

64e73e68-7324-48fa-bcb2-3e5f31fae46d
01:22:15.750 --> 01:22:17.694
And as I said, the sort of thing that

NOTE Confidence: 0.780251736

1e9bf2fe-57b9-4958-95df-3e86a58efed5
01:22:17.694 --> 01:22:19.539
us buildzoom financial services,

NOTE Confidence: 0.780251736

47e461e3-17fa-44f9-af7d-e45877a255b5
01:22:19.540 --> 01:22:20.770
maybe don't always think of.

NOTE Confidence: 0.780251736

f117f1a0-a001-41a1-8d3f-48ec075f4039
01:22:20.770 --> 01:22:21.690
Let's be honest about it.

NOTE Confidence: 0.780251736

f0704549-8c61-4279-929f-0f2f68d35d1c
01:22:21.690 --> 01:22:23.139
So I thought that was really insightful.

NOTE Confidence: 0.790214575

8ed816ae-ae0b-4c91-b121-c6128f5f5b60
01:22:25.180 --> 01:22:27.460
We're moving towards the end of

NOTE Confidence: 0.790214575

40a6b4bc-0bab-4a7e-89ac-a3a5d322cdb6
01:22:27.460 --> 01:22:29.144
the presentation, but we are going

NOTE Confidence: 0.790214575

d01c6936-9743-463a-8727-59a06b273218
01:22:29.144 --> 01:22:30.567
to have time for some Q&A's.

NOTE Confidence: 0.790214575

2e8c54d8-52db-439d-95a9-353b43617e58
01:22:30.567 --> 01:22:32.703
What I will do first is just give

NOTE Confidence: 0.790214575

9f0baa6e-0d6f-47cd-a578-813afadcc1d8
01:22:32.703 --> 01:22:34.766
you a reminding minder of the

NOTE Confidence: 0.790214575

390b6b9e-8e62-4dd2-9832-4f980c3d761a
01:22:34.766 --> 01:22:36.496
learning objectives that we can

NOTE Confidence: 0.790214575

cdad1d1a-1566-42ed-898f-cd80948f62dc
01:22:36.562 --> 01:22:38.746

bring those up on the screen please.

NOTE Confidence: 0.790214575

770bdde1-1d28-490a-9c75-f6ce2bb86d6e
01:22:38.750 --> 01:22:40.854
So there they are,

NOTE Confidence: 0.790214575

88a30a82-f0be-40c3-8780-2f6917bd9be7
01:22:40.854 --> 01:22:44.010
coming through very shortly I'm sure.

NOTE Confidence: 0.790214575

40339ee9-f74a-4f03-93af-d3fcea7fba
01:22:44.010 --> 01:22:44.946
Or there we go.

NOTE Confidence: 0.790214575

037b11ec-c371-4da5-bd68-04e59679ae74
01:22:44.946 --> 01:22:47.029
So I'm not gonna read through those again.

NOTE Confidence: 0.790214575

4bbd3e6a-11a8-4a6e-a980-e72b5a5d0e9b
01:22:47.030 --> 01:22:48.020
You'll be familiar with those.

NOTE Confidence: 0.790214575

58e26bdc-c974-46b4-ae1c-dfd2f0dd7f3a
01:22:48.020 --> 01:22:49.244
Hopefully you felt we've

NOTE Confidence: 0.790214575

703d7f2d-d956-4134-b216-cdd0dc51ab8a
01:22:49.244 --> 01:22:50.468
met those objectors said.

NOTE Confidence: 0.790214575

957c5471-6507-42d5-adf6-2c8b9658d409
01:22:50.470 --> 01:22:51.414
I think slightly different

NOTE Confidence: 0.790214575

6bb1cc12-c567-4616-9742-fd80c3742ffd
01:22:51.414 --> 01:22:52.358
from us this morning,

NOTE Confidence: 0.790214575

2fc91d9a-7989-45ff-962d-7855f80892fd
01:22:52.360 --> 01:22:55.524
but some really interesting items in there.

NOTE Confidence: 0.790214575

a276a692-9cfe-4360-b3f4-439ab7792d85
01:22:55.530 --> 01:22:57.028
Just to reiterate what I said earlier,

NOTE Confidence: 0.790214575

377015af-0e92-42dc-9f13-5966d1f2309f
01:22:57.030 --> 01:22:58.997
this is the third of three shows

NOTE Confidence: 0.790214575

df4c9bfc-bdc1-442f-9b62-b598644eb0e7
01:22:58.997 --> 01:23:00.637
looking this whole subject to

NOTE Confidence: 0.790214575

b83b64a7-bbff-4392-9a24-218e309f7d93
01:23:00.637 --> 01:23:02.109
preventing later life crisis.

NOTE Confidence: 0.790214575

73abd612-b3f7-4936-a774-aed070054ca6
01:23:02.110 --> 01:23:02.392
Again.

NOTE Confidence: 0.790214575

9d14d642-054e-47f0-98b2-b2270ea24137
01:23:02.392 --> 01:23:04.366
To reiterate the point I mentioned earlier,

NOTE Confidence: 0.790214575

ccbb38c6-b811-486a-bc97-c01f4f3b6795
01:23:04.370 --> 01:23:06.746
if you do want to watch those first two,

NOTE Confidence: 0.790214575

83a3bc69-1120-4808-87d6-f66d53050efc
01:23:06.750 --> 01:23:08.000
if you missed them live,

NOTE Confidence: 0.790214575

c12f60bc-8528-40fa-9a0e-85f90b074fe3
01:23:08.000 --> 01:23:09.380
there will be available in pro.

NOTE Confidence: 0.790214575

f0169e7d-408b-4f1f-b73d-783c255a4511
01:23:09.380 --> 01:23:11.116
Probably by the end of next week.

NOTE Confidence: 0.790214575

18292d35-9ea7-40ec-b742-f4ee79e4c4c1
01:23:11.120 --> 01:23:13.288
Now we have got an awful lot of

NOTE Confidence: 0.790214575

437b1c3f-b37d-4379-a1ee-c18c827ef79d
01:23:13.288 --> 01:23:14.488
questions coming through and

NOTE Confidence: 0.790214575

8aa65b56-807e-4ab4-8667-50830d28497e
01:23:14.488 --> 01:23:16.282
we're certainly not going to have

NOTE Confidence: 0.790214575

5f0f58b8-096c-41e6-9be7-563296a801d3
01:23:16.282 --> 01:23:18.298
time to get through all of them.

NOTE Confidence: 0.790214575

9c0e8b8e-3586-469f-a083-53e485b4346e
01:23:18.300 --> 01:23:20.172
I'm just scrolling through

NOTE Confidence: 0.790214575

27000de6-e375-475e-9e07-d26a4f9f29e6
01:23:20.172 --> 01:23:22.512
the hundreds we have here,

NOTE Confidence: 0.790214575

15a053a8-7fe7-4c50-be16-9cab14b0646a
01:23:22.520 --> 01:23:24.995
but we are going to take a few live

NOTE Confidence: 0.790214575

788b9f25-c825-45ef-baed-b7e71449ef1b
01:23:25.000 --> 01:23:28.368
and say if you want to ask questions

NOTE Confidence: 0.790214575

b6968798-783f-446f-afb9-13687d371ec2
01:23:28.368 --> 01:23:30.170

that we haven't you've already posted,

NOTE Confidence: 0.790214575

81b82b6a-214e-405f-8769-75379e3f52de
01:23:30.170 --> 01:23:31.794
please feel free to keep them coming through.

NOTE Confidence: 0.790214575

6b8d42e2-582d-4c66-bae7-e3ea2b05b1ab
01:23:31.800 --> 01:23:33.158
We will get the answers back to

NOTE Confidence: 0.790214575

18a93f93-f136-4640-8901-63fa7e0c3e8b
01:23:33.158 --> 01:23:34.500
you via your account manager,

NOTE Confidence: 0.790214575

a414de96-d903-434b-bda9-02ae4a41fee9
01:23:34.500 --> 01:23:36.399
so we'll make sure we get them to you.

NOTE Confidence: 0.790214575

f8428d54-afbf-4d80-9061-6a8cad426738
01:23:36.400 --> 01:23:38.362
But let's go straight to the

NOTE Confidence: 0.790214575

0720276b-21bf-463a-b7f8-6a1ceae9fff8
01:23:38.362 --> 01:23:39.343
live questions now.

NOTE Confidence: 0.790214575

443806e0-0142-48a0-86f3-d01ec77b5b9a
01:23:39.350 --> 01:23:43.214
So, uh Barry and number ones for you,

NOTE Confidence: 0.790214575

93d51b8a-5184-4900-a11d-9c5075c00e69
01:23:43.220 --> 01:23:47.224
so this one is talking about the

NOTE Confidence: 0.790214575

0d404897-42cc-4031-84be-dc751ba7a9d7
01:23:47.224 --> 01:23:49.719
additional permitted subscription for ISA,

NOTE Confidence: 0.790214575

e35498bf-411b-4b16-8291-e4ed36998dfd
01:23:49.720 --> 01:23:51.722
and it's for the apps and living

NOTE Confidence: 0.790214575

ccc49109-1686-4f09-bee0-56bf8f8df41e
01:23:51.722 --> 01:23:53.478
together at the date of death.

NOTE Confidence: 0.790214575

ac73afc6-df4f-425e-9cb5-54e57e573316
01:23:53.480 --> 01:23:55.342
What if one of all the other

NOTE Confidence: 0.790214575

7bae9599-b3bc-43aa-aabe-776a22f6d322
01:23:55.342 --> 01:23:57.273
spouse or civil partner is in care

NOTE Confidence: 0.790214575

b9f0d966-829a-4ead-b318-b4eb75c70f9b
01:23:57.273 --> 01:23:58.613
at the date of death?

NOTE Confidence: 0.790214575

935d5d83-c27e-48ef-be47-e62be6aaa747
01:23:58.620 --> 01:23:59.775
Obviously quite timely due to

NOTE Confidence: 0.790214575

c2846355-e246-4434-a2b5-a6a1f9d36399
01:23:59.775 --> 01:24:00.930
what we've been talking about?

NOTE Confidence: 0.790214575

fe84754e-92eb-41a2-ac88-61e63671c88f
01:24:00.930 --> 01:24:01.680
Barry, do you wanna do?

NOTE Confidence: 0.790214575

bf0936d0-ab01-4a29-b2e6-cd969cdca698
01:24:01.680 --> 01:24:02.480
You wanna handle that one?

NOTE Confidence: 0.74549674875

91685d71-6ab7-47df-8457-6c9fd8ed005e
01:24:05.450 --> 01:24:07.378
If you're talking Barry, you are on mute.

NOTE Confidence: 0.74549674875

0127c6a7-0dd5-47ef-b26a-b557e54e0bdb
01:24:07.380 --> 01:24:08.660
Sorry guys, I was on.

NOTE Confidence: 0.74549674875

b52adef8-f7ec-4710-b9d6-a69c41d4695b
01:24:08.660 --> 01:24:12.594
Yeah yeah, that's a really good question,

NOTE Confidence: 0.74549674875

8a6a05ea-0d2a-4c5a-bc86-6567aa08acd3
01:24:12.600 --> 01:24:14.714
but the answer to that is yes,

NOTE Confidence: 0.74549674875

f873dc08-5355-436b-a77c-fe9537cae895
01:24:14.720 --> 01:24:17.140
it still applies if you are in a care home,

NOTE Confidence: 0.74549674875

02c82ba1-689c-4603-9ac2-f0e10ffd3154
01:24:17.140 --> 01:24:19.558
even though they're not living together,

NOTE Confidence: 0.74549674875

dfc52d0a-376b-4305-a261-8b0d1091444a
01:24:19.560 --> 01:24:21.615
that is allowable if the

NOTE Confidence: 0.74549674875

abc824db-bbb0-4251-a7f7-713c8aeb5cab
01:24:21.615 --> 01:24:24.240
spouse is in a care home.

NOTE Confidence: 0.74549674875

b48034e8-1bc2-4ed0-98b7-ec546b343159
01:24:24.240 --> 01:24:25.500
Great stuff, OK.

NOTE Confidence: 0.74549674875

92ab2b7e-ebdc-444d-ac06-2218a35870f7
01:24:25.500 --> 01:24:27.832
Thank you anything that you need,

NOTE Confidence: 0.74549674875

aa8c1d8b-a38c-4897-b290-d478f171dc85
01:24:27.832 --> 01:24:29.788

especially to sort of have that

NOTE Confidence: 0.74549674875

313911b0-faf2-455c-baf5-80d86f409b1e
01:24:29.788 --> 01:24:31.470
as proof Barry, would you say?

NOTE Confidence: 0.8079996775

c8ab3b7a-e55f-4edc-9e0b-7077f5764eb3
01:24:33.680 --> 01:24:35.940
Practically, I haven't actually

NOTE Confidence: 0.8079996775

d58e4eb1-c297-4674-b85f-d7663a13d5c1
01:24:35.940 --> 01:24:38.200
come across it myself.

NOTE Confidence: 0.8079996775

15e7add2-df8c-42aa-8fb3-2cbd5f057452
01:24:38.200 --> 01:24:41.760
Well, I would say.

NOTE Confidence: 0.8079996775

2c093bbc-c659-404b-93d7-0b4c44a48640
01:24:41.760 --> 01:24:43.818
And that scenario would expect me sometimes,

NOTE Confidence: 0.8079996775

a2d293e0-6e87-4403-8d7c-cd5bb6f4e3fe
01:24:43.820 --> 01:24:46.004
maybe a letter from the practice

NOTE Confidence: 0.8079996775

eccde9de-d3f4-4e45-a65c-728c7b7d0a7e
01:24:46.004 --> 01:24:47.952
manager or something confirming their

NOTE Confidence: 0.8079996775

f98846bb-0543-4046-87c7-a59bdde03f56
01:24:47.952 --> 01:24:51.800
residence would probably be acceptable.

NOTE Confidence: 0.8079996775

8bc34059-f1db-4251-9954-4ca26b1bb6ea
01:24:51.800 --> 01:24:54.480
Something along those lines,

NOTE Confidence: 0.8079996775

b8a82f69-5c43-4905-adf6-81cf2fb202e5
01:24:54.480 --> 01:24:57.040
or perhaps maybe in the power of attorney.

NOTE Confidence: 0.8079996775

487fcb51-0af8-4c3f-8c23-cbdadfb51588
01:24:57.040 --> 01:24:59.140
Maybe there is a provider if there is a power

NOTE Confidence: 0.8079996775

57ea9ec9-6c48-4fff-8e9c-6fcf33d6752a
01:24:59.190 --> 01:25:01.198
of attorney or a deputy supporter in place,

NOTE Confidence: 0.8079996775

c37f52d5-4678-4da6-834e-879a3a543d4c
01:25:01.200 --> 01:25:03.585
perhaps they may accept that

NOTE Confidence: 0.8079996775

60b968c2-75e6-46cb-9751-4ac9b89cb50d
01:25:03.585 --> 01:25:05.637
confirmation from them. Again,

NOTE Confidence: 0.8079996775

c669c96b-f4fb-44c9-8a94-41764f364d25
01:25:05.637 --> 01:25:09.339
that would be either provider dependent.

NOTE Confidence: 0.8079996775

dd8136f3-ed7b-4d90-90d6-311abe107d91
01:25:09.340 --> 01:25:10.472
What evidence?

NOTE Confidence: 0.8079996775

f705c550-6745-416c-ad14-069ee1aa7aa1
01:25:10.472 --> 01:25:11.604
It required.

NOTE Confidence: 0.8079996775

32166249-4682-4dd8-81b0-85c43bae74a1
01:25:11.604 --> 01:25:13.616
First off, thanks Barry I'll,

NOTE Confidence: 0.8079996775

da705acc-97d1-405a-8a9e-716f3dc1e0b7
01:25:13.616 --> 01:25:15.368
I'll stick with you if I

NOTE Confidence: 0.8079996775

ab8da63c-d9d3-408e-b866-e30449d2e2b2
01:25:15.368 --> 01:25:16.838
may fool the next one.

NOTE Confidence: 0.8079996775

d1a89846-fc2e-4b13-b55a-74ad14ae9c90
01:25:16.840 --> 01:25:20.890
If an estate has an income tax liability RDE

NOTE Confidence: 0.8079996775

ab9c53a0-c4b8-4b19-9fea-ce6ad00cdac0
01:25:20.890 --> 01:25:24.043
chargeable gain on a bond is the tax paid

NOTE Confidence: 0.8079996775

29920e27-ecdc-4ce3-8361-8a6e67aa480c
01:25:24.043 --> 01:25:27.570
before or after any potential IHT liability.

NOTE Confidence: 0.8079996775

67fe1b88-cee6-4198-8cd1-4936e94f1511
01:25:27.570 --> 01:25:28.653
Yeah, good question.

NOTE Confidence: 0.8079996775

3ba73bb5-cbd4-4ea2-b1e5-bd469da40215
01:25:28.653 --> 01:25:30.097
If if it ends.

NOTE Confidence: 0.8079996775

2382a036-e19a-4403-a44f-158a067828e8
01:25:30.100 --> 01:25:31.090
Yeah, that's right.

NOTE Confidence: 0.8079996775

db4ab4e6-6f3e-4218-a38d-7f4dd43129ce
01:25:31.090 --> 01:25:33.878
If if if the shadow ball weight gain

NOTE Confidence: 0.8079996775

68b5e1cf-3bdf-4b51-b265-5bd432400bde
01:25:33.878 --> 01:25:35.918
is assessable against the deceased

NOTE Confidence: 0.8079996775

928af5bb-e83c-4c6a-bbb9-87b06294f853
01:25:35.918 --> 01:25:38.330

individual then that is deductible.

NOTE Confidence: 0.8079996775

3793dc0b-45e1-442f-a7c5-1935a9188dc5
01:25:38.330 --> 01:25:40.682
So your liabilities or deductible before you

NOTE Confidence: 0.8079996775

ecdced9f-9cf0-4169-b2d0-8d248a094c6e
01:25:40.682 --> 01:25:43.366
calculate it as part of your ihd calculation.

NOTE Confidence: 0.8079996775

9a8fbb1d-3333-44fd-9970-f8770328d339
01:25:43.370 --> 01:25:43.880
So yes,

NOTE Confidence: 0.8079996775

9e2f9e3f-74ba-440d-b66a-f1d6c12d5c5e
01:25:43.880 --> 01:25:44.900
it would be deducted.

NOTE Confidence: 0.8079996775

607fde25-029c-4c00-a6be-6d018464b56a
01:25:44.900 --> 01:25:47.048
You're not getting double charged there,

NOTE Confidence: 0.8079996775

f16ffcf5-b80f-4bd9-8817-2477fcdcfb02f
01:25:47.050 --> 01:25:47.706
great stuff.

NOTE Confidence: 0.8079996775

e6053808-ad40-4e0c-9db1-69f19d9dc82f
01:25:47.706 --> 01:25:50.002
I'll stay with you for one more

NOTE Confidence: 0.8079996775

7ecca5f6-93aa-47b2-a6fc-98180b1e6b30
01:25:50.002 --> 01:25:52.132
before we come over to Ann for

NOTE Confidence: 0.8079996775

8db826a5-a530-468a-8d0b-20a7443cf3f8
01:25:52.132 --> 01:25:54.390
something which is an interesting one.

NOTE Confidence: 0.8079996775

4584a331-173d-4500-adf0-a7b7d907268d
01:25:54.390 --> 01:25:55.846
The next one you could probably spend

NOTE Confidence: 0.8079996775

70f9bb00-1c89-4206-a2e2-72eb267eald7
01:25:55.846 --> 01:25:57.480
half an hour Barry on this question,

NOTE Confidence: 0.8079996775

122fed90-7849-4442-aa7c-12e118f86058
01:25:57.480 --> 01:25:59.349
so you're gonna have to be sort

NOTE Confidence: 0.8079996775

606dc6de-fce0-4feb-96fd-fd49357df1ff
01:25:59.349 --> 01:26:01.008
of fairly brief in the answer.

NOTE Confidence: 0.8079996775

07720093-15f0-45c6-b1ba-9220253a0d68
01:26:01.010 --> 01:26:03.761
Can you please explain the bypass trust

NOTE Confidence: 0.8079996775

cc2cb310-fe0c-4d50-875d-a4b9f92130bf
01:26:03.761 --> 01:26:06.869
tax versus estate versus beneficiary options?

NOTE Confidence: 0.8079996775

3be03fc5-7a84-4371-bc02-248036a60f35
01:26:06.870 --> 01:26:08.678
Yeah, that was quick.

NOTE Confidence: 0.8079996775

3f049391-575e-4826-9d77-8c4a5cfa2d00
01:26:08.678 --> 01:26:10.900
Uh, uh, that that that does

NOTE Confidence: 0.8079996775

d4a3e99a-c9f1-43bb-bc78-5d3d2fe15f9b
01:26:10.900 --> 01:26:12.670
require quite a lengthy discussion,

NOTE Confidence: 0.8079996775

373fe3ca-34f8-4466-a1c8-310e304b189a
01:26:12.670 --> 01:26:15.542
but obviously if it's paid to the estate

NOTE Confidence: 0.8079996775

1c3df5c0-5905-48fe-83f0-181a193e0bb2
01:26:15.542 --> 01:26:18.347
then it's going to be in their estate,

NOTE Confidence: 0.8079996775

788d1d09-42f1-4d20-b8d6-643d6b0f928c
01:26:18.350 --> 01:26:20.710
so there's potential there for

NOTE Confidence: 0.8079996775

2b76c10d-7e19-4821-98f6-05d20f866088
01:26:20.710 --> 01:26:23.070
double taxation in that respect.

NOTE Confidence: 0.8079996775

cbb88fb4-6b12-48e2-923f-b731a3a45a5e
01:26:23.070 --> 01:26:24.162
A good question off the back

NOTE Confidence: 0.8079996775

0156fa7c-036a-42c1-b916-3731fd9e62fd
01:26:24.162 --> 01:26:24.890
of that charitable event.

NOTE Confidence: 0.8079996775

67fc25bb-75ac-4fa6-931a-43afb442692f
01:26:24.890 --> 01:26:26.689
One you know that that would be

NOTE Confidence: 0.8079996775

05e8e2ea-5d6e-4d16-b208-7128726814ea
01:26:26.689 --> 01:26:28.696
subject if it's post 75 to your

NOTE Confidence: 0.8079996775

50ae20e6-c5c2-4b13-8e89-4546ad4969b9
01:26:28.696 --> 01:26:30.466
special lump sum death benefit charge,

NOTE Confidence: 0.8079996775

31f3451f-6d48-4acf-a134-bd484e6f0d27
01:26:30.470 --> 01:26:33.098
and then it's gonna be in the state and

NOTE Confidence: 0.8079996775

6100e82d-009c-4cb4-82e9-54e9815756e8
01:26:33.098 --> 01:26:35.648

then therefore subject to HST as well.

NOTE Confidence: 0.8079996775

95340e12-30b6-439f-93b6-6b84864eccc2
01:26:35.650 --> 01:26:37.168
So you know, painted the states.

NOTE Confidence: 0.8079996775

ca14dfa6-c5e3-4ecd-8ce1-509d4fe45176
01:26:37.170 --> 01:26:43.339
Probably not a good thing, certainly post 75.

NOTE Confidence: 0.8079996775

7b36281f-0d44-49b6-908c-281227ba705b
01:26:43.340 --> 01:26:46.280
You know to the beneficiary directly.

NOTE Confidence: 0.8079996775

aeac71d9-607a-4681-8c1f-ed70ca51abc8
01:26:46.280 --> 01:26:48.000
They obviously can receive it,

NOTE Confidence: 0.8079996775

47f36b6f-9ff2-43f4-bc0a-0d18ad52ea80
01:26:48.000 --> 01:26:49.525
and therefore it's taxed at

NOTE Confidence: 0.8079996775

ea5981d1-e27a-46ab-9bdb-5803a76bf421
01:26:49.525 --> 01:26:50.440
their marginal rate.

NOTE Confidence: 0.8079996775

9483c83b-2687-48df-a205-dea7ede1938e
01:26:50.440 --> 01:26:52.456
That might be a good thing.

NOTE Confidence: 0.8079996775

9a1e47fe-5fa8-422e-9b37-0bdb52c3006e
01:26:52.460 --> 01:26:55.756
You know they might be a low income

NOTE Confidence: 0.8079996775

bdb92011-2c3c-4ca6-8b3a-1b65d143fb42
01:26:55.756 --> 01:26:57.790
taxpayer and they can feed the

NOTE Confidence: 0.8079996775

f291c422-b5af-4194-b97f-0ce3a11a08b3
01:26:57.790 --> 01:26:59.295
money out in a tax efficient manner,

NOTE Confidence: 0.8079996775

3b8b3f5f-16a1-491f-8640-1b58523132fc
01:26:59.300 --> 01:27:01.498
or certainly that might be a beneficial

NOTE Confidence: 0.8079996775

9acbd8e7-6b72-489a-9f27-1c7f5d73a526
01:27:01.498 --> 01:27:04.136
way to for them to take the benefits.

NOTE Confidence: 0.8079996775

6d920ef1-e0e4-444d-bc8e-52cf1a90ee43
01:27:04.140 --> 01:27:06.270
The Bypass trust option that really

NOTE Confidence: 0.8079996775

664f25fe-d103-4e11-8886-83a3878c9d94
01:27:06.270 --> 01:27:08.952
comes down to control so you know the

NOTE Confidence: 0.8079996775

419087d4-23b7-44b4-ae99-57a2c2a67cd5
01:27:08.952 --> 01:27:11.560
obviously you've got the the the flexibility.

NOTE Confidence: 0.8079996775

2d644cf9-3833-4cb6-bc33-a9c07d37b73a
01:27:11.560 --> 01:27:13.318
Now with you know passing on.

NOTE Confidence: 0.8079996775

7b2f644f-fdcb-4cf1-bc4d-a1602a8b0f4c
01:27:13.320 --> 01:27:15.666
Through the generation so you know,

NOTE Confidence: 0.8079996775

206fc076-8e2a-4e14-a787-e21f120189d0
01:27:15.670 --> 01:27:17.410
passionate directly to the beneficiary.

NOTE Confidence: 0.8079996775

a6fc03bd-8d1c-4d0b-8794-2f9745583553
01:27:17.410 --> 01:27:18.146
That's great,

NOTE Confidence: 0.8079996775

4089c52b-8e6d-4d53-98cd-63852f1b19c5
01:27:18.146 --> 01:27:19.250
they might have.

NOTE Confidence: 0.8079996775

1b4f3acc-1ff6-452f-b932-edb8af14f969
01:27:19.250 --> 01:27:20.430
They can draw it down,

NOTE Confidence: 0.8079996775

fff8555f-b307-4b2a-bd23-fdf35786e8f8
01:27:20.430 --> 01:27:22.920
but the issue with them receiving

NOTE Confidence: 0.8079996775

8080aebc-3f52-4ddd-998a-18ecc7ea0c35
01:27:22.920 --> 01:27:24.953
it is that on their dev.

NOTE Confidence: 0.8079996775

4109a7e8-c9e9-4ff6-8c3c-68d60e75d74e
01:27:24.953 --> 01:27:26.519
So say they take dependent drawdown

NOTE Confidence: 0.8079996775

fcee70c7-82ca-4037-a673-432d05967205
01:27:26.519 --> 01:27:28.399
or nominee drawdown or near death.

NOTE Confidence: 0.8079996775

6d2cefc5-2ac7-4e87-a83a-4adc5e08711a
01:27:28.400 --> 01:27:30.722
It's then going to be up to them who

NOTE Confidence: 0.8079996775

70662acf-f965-471a-ac4c-f86a1cfdbc86
01:27:30.722 --> 01:27:32.715
benefits from any funds left on their

NOTE Confidence: 0.8079996775

a8c6dbed-09b6-4657-9764-137f9a732eb4
01:27:32.715 --> 01:27:35.090
own death, and that might not be.

NOTE Confidence: 0.8079996775

d5e69277-f793-4cfb-9676-6c9830bd29df
01:27:35.090 --> 01:27:37.050

You know what the original member wants.

NOTE Confidence: 0.762901644

77d2f5fc-f0de-43df-a7bc-8cea8a34b514
01:27:37.050 --> 01:27:41.050
They might want control over who benefits

NOTE Confidence: 0.762901644

aa335f66-242d-44ac-8b4a-5acbf68ea87
01:27:41.050 --> 01:27:43.780
after they're safe spouses, their partners.

NOTE Confidence: 0.762901644

4eeae869-5587-4de3-bbbf-69f871ec6ffc
01:27:43.780 --> 01:27:45.555
And they'll fall if they

NOTE Confidence: 0.762901644

7fd4a71e-a071-41db-845b-3420d37832fd
01:27:45.555 --> 01:27:47.509
want that level they control,

NOTE Confidence: 0.762901644

7985a8d1-173a-4407-ba44-4d77f2ca17b0
01:27:47.510 --> 01:27:49.250
then you're only really gonna get

NOTE Confidence: 0.762901644

49da82bd-a490-41fb-9481-a8443fa1e8e9
01:27:49.250 --> 01:27:51.018
that level they control by placing

NOTE Confidence: 0.762901644

396a485e-64b3-473e-b91f-a32b7a2774c7
01:27:51.018 --> 01:27:52.957
the death benefit into a bypass trust.

NOTE Confidence: 0.762901644

970b5d34-c957-4962-be19-7446ffca87ac
01:27:52.960 --> 01:27:55.840
But clearly there's tax considerations and

NOTE Confidence: 0.762901644

89eb0ce5-fff9-448e-aafb-8abel59c5678
01:27:55.840 --> 01:27:58.330
control considerations with these options,

NOTE Confidence: 0.762901644

e2ec5e7c-5ab8-4a94-8089-1a3a4e359b20
01:27:58.330 --> 01:28:00.365
and it's really about making

NOTE Confidence: 0.762901644

1997ccb5-b6af-4609-a7c1-f40a266dac55
01:28:00.365 --> 01:28:02.294
sure the beneficiaries, or sorry,

NOTE Confidence: 0.762901644

6ca898cb-abc4-4732-b608-922c5393c7c3
01:28:02.294 --> 01:28:04.406
the Member understands all those different

NOTE Confidence: 0.762901644

a154ff7e-8f43-4718-b3cf-75d9ead6ff64
01:28:04.406 --> 01:28:06.317
options and the tax implications of

NOTE Confidence: 0.762901644

2296c81b-f924-4100-bfdf-bffe5c8bcb40
01:28:06.317 --> 01:28:08.370
those options to come to you know,

NOTE Confidence: 0.762901644

83fddea8-b344-4a93-ad20-a68e140a61a7
01:28:08.370 --> 01:28:09.930
the the the right outcome.

NOTE Confidence: 0.762901644

c22dfc18-5fcd-4bcd-b2e5-5814531f5b9a
01:28:09.930 --> 01:28:12.010
You know one or two might be suitable,

NOTE Confidence: 0.762901644

4d23c67b-ff1e-4aad-a8de-4e9df95486cd
01:28:12.010 --> 01:28:13.990
but you're not one straight out of the park.

NOTE Confidence: 0.762901644

fc5f565d-1615-49de-8675-8700bf7036a1
01:28:13.990 --> 01:28:15.208
Into this state might be knocked

NOTE Confidence: 0.762901644

d57801dd-def0-4e2b-a7ee-e8e3dc41d0f5
01:28:15.208 --> 01:28:16.250
out the park straight away,

NOTE Confidence: 0.762901644

2370a48d-6c57-4717-8cb7-85e264283313
01:28:16.250 --> 01:28:18.750
but you're left with debating.

NOTE Confidence: 0.762901644

236500cf-43cb-4d89-a02e-55125c6643b5
01:28:18.750 --> 01:28:22.420
You know what one is more valuable to the OR

NOTE Confidence: 0.762901644

a7004367-009b-4461-9552-594ba34055aa
01:28:22.509 --> 01:28:25.052
what one more suits the Members objectives.

NOTE Confidence: 0.762901644

47853014-a22e-4db3-b064-632869e51adf
01:28:25.052 --> 01:28:27.540
Would that be paying it to the beneficiary

NOTE Confidence: 0.762901644

bf9ddb92-11b9-4efc-b6c0-3e2eaff7bdeb
01:28:27.591 --> 01:28:29.661
and letting them pass it on or or putting

NOTE Confidence: 0.762901644

574cacaf-f8e3-4a7b-bb34-5d1d7e46718f
01:28:29.661 --> 01:28:31.173
into trust and nominating trustees

NOTE Confidence: 0.762901644

d698fc06-d72c-4474-a644-5a3ae7c27554
01:28:31.173 --> 01:28:33.258
for the trustees to then decide who

NOTE Confidence: 0.762901644

986b7a76-71a1-4019-8e0e-881df3f0c1c5
01:28:33.258 --> 01:28:35.242
benefits in the way and in the future,

NOTE Confidence: 0.762901644

60af8a5b-e41e-47b2-9072-f464860cc805
01:28:35.250 --> 01:28:38.256
taking into account the tax considerations?

NOTE Confidence: 0.762901644

b1a113e2-a4da-4fad-a053-075b496e151a
01:28:38.260 --> 01:28:39.250

But there is more there.

NOTE Confidence: 0.762901644

1781ad49-9983-438a-86b8-362520cd88a1
01:28:39.250 --> 01:28:40.714
We can certainly set-up a joint

NOTE Confidence: 0.762901644

959bff21-e8f0-4836-8a2c-8510bf49494e
01:28:40.714 --> 01:28:42.100
call with your account manager.

NOTE Confidence: 0.762901644

5d3e768b-1348-49ad-9e94-d0b57673ba29
01:28:42.100 --> 01:28:43.876
We could have a more in depth conversation,

NOTE Confidence: 0.762901644

deb6ab47-4310-4f32-a9e9-40092b3734ad
01:28:43.880 --> 01:28:46.088
but there is some guidance on

NOTE Confidence: 0.762901644

e0c358e7-0dfe-4838-a2cb-ede35b0508d0
01:28:46.088 --> 01:28:48.780
our advisor on that for bypass.

NOTE Confidence: 0.762901644

a0669e12-01a7-4fb9-b8ad-be0c999a982f
01:28:48.780 --> 01:28:50.012
Trust, consideration,

NOTE Confidence: 0.762901644

b51eccb1-f1c7-4203-9b81-e06f76daa4a5
01:28:50.012 --> 01:28:52.476
planning considerations as well.

NOTE Confidence: 0.762901644

9c143616-da03-4f9f-9e60-783125a67df1
01:28:52.480 --> 01:28:52.970
Thanks Barry.

NOTE Confidence: 0.762901644

ble0fe62-e6a6-4091-975d-ee15c6d41ad4
01:28:52.970 --> 01:28:54.195
And just to reiterate that

NOTE Confidence: 0.762901644

e237faa7-5fc5-4709-9b9e-a0293bd143a5
01:28:54.195 --> 01:28:55.480
I did mention it earlier.

NOTE Confidence: 0.762901644

741f313a-718b-4da5-a50c-8abdeea160ed
01:28:55.480 --> 01:28:57.184
You know if any of you were thinking,

NOTE Confidence: 0.762901644

f0b5c7a9-af9d-4b97-907c-b97a3757782f
01:28:57.190 --> 01:28:58.854
it'd be really useful to have a chance

NOTE Confidence: 0.762901644

50f36d35-a095-4677-a287-814f47537774
01:28:58.854 --> 01:29:00.941
to someone in the technical team about

NOTE Confidence: 0.762901644

ecf220ad-a714-4abf-8ff9-547221c41b1d
01:29:00.941 --> 01:29:01.913
individual clients circumstances.

NOTE Confidence: 0.762901644

f2397df6-96b2-4315-91be-92a983c94254
01:29:01.920 --> 01:29:03.579
Obviously we're very happy to do so.

NOTE Confidence: 0.762901644

9d0cfa68-5960-4586-9d25-0ec7f631aacc
01:29:03.580 --> 01:29:04.975
Just contact your account manager

NOTE Confidence: 0.762901644

2e220c69-4f10-4e3e-9dc5-184b1eeaab02
01:29:04.975 --> 01:29:06.690
and I think the next ones,

NOTE Confidence: 0.762901644

9478b735-b454-4b0f-8d8a-f19283042a96
01:29:06.690 --> 01:29:10.030
obviously for yourself, which is.

NOTE Confidence: 0.762901644

bf71ba9b-6a19-4896-bc97-5e0cbad169ba
01:29:10.030 --> 01:29:13.446
If a typically a client will contact us

NOTE Confidence: 0.762901644

1cf7f062-057b-4c15-9b81-b13127b8a575
01:29:13.446 --> 01:29:17.110
will be a spouse or partner to let you

NOTE Confidence: 0.762901644

52c5d03b-4b9c-4799-802b-10f9bbb605f3
01:29:17.110 --> 01:29:19.990
know that their spouse or partner has died.

NOTE Confidence: 0.762901644

f2e6311b-3a85-42c4-821d-8eb5272bd049
01:29:19.990 --> 01:29:22.185
What would be your suggestion

NOTE Confidence: 0.762901644

219a7fe0-844f-47ec-9d3e-b6975f18ba04
01:29:22.185 --> 01:29:24.730
as the first thing to do,

NOTE Confidence: 0.762901644

7dcbf560-f6d5-4892-b6e7-bb544eb50384
01:29:24.730 --> 01:29:27.018
just put you on the spot of Hitman?

NOTE Confidence: 0.762901644

ea37cb13-4975-441d-9e50-f65bbdc4d8ff
01:29:27.020 --> 01:29:29.128
What do you think?

NOTE Confidence: 0.762901644

0122fae8-825c-48b0-8cb4-15d54bf6932a
01:29:29.130 --> 01:29:32.294
Templers, I'm very sorry to hear that.

NOTE Confidence: 0.762901644

2f601ec3-60ef-4822-8d64-eb9431af8f46
01:29:32.300 --> 01:29:34.148
Please accept my condolences.

NOTE Confidence: 0.762901644

9518b39a-eea9-46b0-8071-bd155f238ec8
01:29:34.148 --> 01:29:37.260
I think that always has to be.

NOTE Confidence: 0.762901644

8ebbac20-cc02-4ac3-a1b0-3fffa000eb2f
01:29:37.260 --> 01:29:38.935

If somebody shares with you

NOTE Confidence: 0.762901644

799e24cb-4f31-4add-9e94-fe15aa5c4ae9
01:29:38.935 --> 01:29:40.610
something that's difficult for them

NOTE Confidence: 0.762901644

a15ee0ac-d10f-488c-be83-71f94406751e
01:29:40.669 --> 01:29:42.319
to say that you acknowledge it.

NOTE Confidence: 0.84663889

4084c160-2c02-4d28-a762-83faa368ac6b
01:29:44.670 --> 01:29:49.268
And if. It. What I would the next,

NOTE Confidence: 0.84663889

61d6ba92-0c62-4b53-907c-99b59d1b511d
01:29:49.270 --> 01:29:51.414
but I think will depend a little bit

NOTE Confidence: 0.84663889

5a4c8dee-13e3-4f1f-b003-3e418733fe6e
01:29:51.414 --> 01:29:53.817
on how well you've known the client.

NOTE Confidence: 0.84663889

4e2a90d8-18e7-437b-88c9-4448ce408936
01:29:53.820 --> 01:29:56.200
Umm, some of you probably

NOTE Confidence: 0.84663889

5c319164-ddcf-4764-8c5f-ba33c29874a8
01:29:56.200 --> 01:29:58.580
play golf with some clients,

NOTE Confidence: 0.84663889

139b67fd-52a6-4459-8f36-99d87afe6d49
01:29:58.580 --> 01:30:01.856
in which case you know you are

NOTE Confidence: 0.84663889

70ada988-bd41-43e8-bc72-83b64cbaa10c
01:30:01.856 --> 01:30:04.319
genuinely going to miss them.

NOTE Confidence: 0.84663889

213adf55-80a9-4572-ad70-7336a3d35be3
01:30:04.320 --> 01:30:06.294
You may well be friendly and

NOTE Confidence: 0.84663889

03f0bc97-c2f2-4dec-bc6e-933661b46669
01:30:06.294 --> 01:30:08.350
would want to attend a funeral.

NOTE Confidence: 0.75205091

b57656ae-8a82-4c7c-b5bf-4e123ca33cd6
01:30:10.370 --> 01:30:12.990
I think it's it's it's.

NOTE Confidence: 0.75205091

b58a487d-25dc-4ced-bd3f-41624af6ac90
01:30:12.990 --> 01:30:15.468
It's a way that you demonstrate to

NOTE Confidence: 0.75205091

ce5f6337-bab5-4bea-bf87-e26607b22ff9
01:30:15.468 --> 01:30:17.775
the person who's calling you that

NOTE Confidence: 0.75205091

87c2e96a-0db7-4f6f-a592-536012902d55
01:30:17.775 --> 01:30:20.109
you understand that what they have

NOTE Confidence: 0.75205091

92558277-63dc-43bc-88bc-b78d5b58243a
01:30:20.109 --> 01:30:22.727
said has been difficult to tell you.

NOTE Confidence: 0.75205091

a34ac630-1162-4234-a7eb-5559848bd42e
01:30:22.730 --> 01:30:24.614
It's hard stuff,

NOTE Confidence: 0.75205091

ca90ed56-e574-40e4-8133-8176ea0b814c
01:30:24.614 --> 01:30:28.382
and particularly if it's a debt,

NOTE Confidence: 0.75205091

cf8c2fb1-0c41-4568-b639-f49e7dc025be
01:30:28.390 --> 01:30:32.656
perhaps saying a road traffic collision.

NOTE Confidence: 0.75205091

5f80b2f2-fed2-4a7b-bebe-773db5f3518b
01:30:32.660 --> 01:30:34.340
Then to say something like,

NOTE Confidence: 0.75205091

878f6aee-03eb-4137-a3ba-1b93c7b05511
01:30:34.340 --> 01:30:37.688
oh, what a shock for you.

NOTE Confidence: 0.75205091

3e42b450-5772-40da-b9f0-df6dfa99ff53
01:30:37.690 --> 01:30:40.714
Something that just is at the right sort

NOTE Confidence: 0.75205091

c5236956-82ee-4cd8-a6f9-bbb3bb41a679
01:30:40.714 --> 01:30:43.770
of level so you don't get into lots

NOTE Confidence: 0.75205091

2c2bc76e-d7e9-4481-b145-9ee2a784a993
01:30:43.770 --> 01:30:46.327
and lots of emotional stuff because

NOTE Confidence: 0.75205091

5f89c4d5-887c-480f-9692-4b10ccbad5a9
01:30:46.327 --> 01:30:49.806
that's not why they're probably calling you,

NOTE Confidence: 0.75205091

b6b5ecb6-b1da-484b-a4b5-04b679b490e5
01:30:49.810 --> 01:30:51.784
and I think it depends a little

NOTE Confidence: 0.75205091

05298080-5bd8-4937-93fb-63b04a741b8b
01:30:51.784 --> 01:30:53.520
bit how recently it's happened.

NOTE Confidence: 0.75205091

af3d752a-cea0-4e74-a3d9-b75489f87c76
01:30:53.520 --> 01:30:57.075
It may be that it's a case of saying

NOTE Confidence: 0.75205091

4bf5b15d-2ff6-4c99-9755-65f877bfb8b8
01:30:57.075 --> 01:31:00.590

thank you so much for letting me know.

NOTE Confidence: 0.75205091

1fd2af8f-d776-4a23-8bfe-84cf2e88ec01
01:31:00.590 --> 01:31:01.962
How far have you?

NOTE Confidence: 0.75205091

704c537b-cac2-406e-b673-ebe687164a97
01:31:01.962 --> 01:31:04.460
How far have you managed to get

NOTE Confidence: 0.75205091

5303bc04-9463-45de-b171-89f46333916d
01:31:04.460 --> 01:31:06.614
in in dealing with things so?

NOTE Confidence: 0.75205091

dd11bdd8-2bbe-4ec5-858e-26bce4013699
01:31:06.620 --> 01:31:08.280
If they haven't even registered

NOTE Confidence: 0.75205091

fe6fa6dd-7e9a-4c32-8a31-6e9f23971eb4
01:31:08.280 --> 01:31:09.276
the death yet,

NOTE Confidence: 0.75205091

324f9db4-706a-4664-a69c-9b5cf05f50fe
01:31:09.280 --> 01:31:10.790
then actually it's probably too

NOTE Confidence: 0.75205091

bdfc240b-cd3c-4761-aa86-29be0d89bf7e
01:31:10.790 --> 01:31:12.809
soon to be having an in-depth

NOTE Confidence: 0.75205091

5eeaa6b6-7942-4b5a-8229-781c37b9448d
01:31:12.809 --> 01:31:14.159
conversation with you,

NOTE Confidence: 0.75205091

cfccdd43-c9a1-4500-8dfd-eb80a81003bc
01:31:14.160 --> 01:31:15.756
so it's a case of saying look,

NOTE Confidence: 0.75205091

220d72f5-180d-45ca-8839-af89d6dd316b
01:31:15.760 --> 01:31:17.332
I appreciate there are other things

NOTE Confidence: 0.75205091

5c133a59-483f-4765-ba0e-c809b1fc6d75
01:31:17.332 --> 01:31:19.277
you need to focus on at the moment,

NOTE Confidence: 0.75205091

1fe77cb9-39a8-4b0b-92d6-8e25642781b9
01:31:19.280 --> 01:31:22.490
like getting the death registered.

NOTE Confidence: 0.847731589363636

befed9c2-3c5e-4d70-bd8a-34743bc9dca9
01:31:24.870 --> 01:31:27.072
Arranging the funeral so would it

NOTE Confidence: 0.847731589363636

ca2be56d-b085-4499-9aa2-be32aad84185
01:31:27.072 --> 01:31:30.818
help if I ring you in a week or two

NOTE Confidence: 0.847731589363636

b7ff153f-6364-4c65-9f2a-52b8853bcf6a
01:31:30.818 --> 01:31:33.050
or whatever the appropriate thing is?

NOTE Confidence: 0.847731589363636

0db077da-1e76-4a44-9bad-f8f3fa5ba00a
01:31:33.050 --> 01:31:35.774
Obviously you will want to ensure

NOTE Confidence: 0.847731589363636

d59fcf6c-b147-40ac-b201-e9de27c8833a
01:31:35.774 --> 01:31:38.290
that any funds are secure,

NOTE Confidence: 0.847731589363636

0f91f027-f756-4262-a287-3843204d3ef0
01:31:38.290 --> 01:31:40.380
so I would certainly advise

NOTE Confidence: 0.847731589363636

6528b75d-alf4-4e11-942a-e684d9124c1a
01:31:40.380 --> 01:31:42.470
someone to contact the bank.

NOTE Confidence: 0.847731589363636

216a1099-40a6-4183-8758-d53c4609877b
01:31:42.470 --> 01:31:44.210
The main banks sooner rather

NOTE Confidence: 0.847731589363636

8051a00d-3362-464f-b980-56929a087a61
01:31:44.210 --> 01:31:45.950
than later as a prevention.

NOTE Confidence: 0.847731589363636

01e1953b-f19c-41b0-b7e6-2f5d0db29706
01:31:45.950 --> 01:31:49.178
A fraud prevention measure.

NOTE Confidence: 0.847731589363636

6635f30e-ac7a-4347-a9e5-e4f74ad47d73
01:31:49.180 --> 01:31:51.292
But everything doesn't have

NOTE Confidence: 0.847731589363636

4142769d-elf5-4bff-b112-0866cf9a09c6
01:31:51.292 --> 01:31:52.756
to be done on day one,

NOTE Confidence: 0.847731589363636

3f14473a-bed2-4b66-8dbe-c158afebfe8b
01:31:52.760 --> 01:31:54.416
and I imagine that is almost

NOTE Confidence: 0.847731589363636

deae2b71-1b3f-4753-9d1d-7c9fa6bfbd7b
01:31:54.416 --> 01:31:56.438
certainly the case for some of the

NOTE Confidence: 0.847731589363636

5bef5167-1150-4b36-806e-27981100b3a7
01:31:56.438 --> 01:31:58.160
very complex products that that you

NOTE Confidence: 0.847731589363636

4d830976-740b-40d9-bd0c-ff275cef4ffe
01:31:58.160 --> 01:32:00.019
folks are dealing with yourselves.

NOTE Confidence: 0.847731589363636

f9112134-727c-4c0f-9cf4-983916c03e94
01:32:00.020 --> 01:32:02.288

Might want to kind of review what

NOTE Confidence: 0.847731589363636

38755df4-0573-4efd-b0c8-83ad5f6f8e2d
01:32:02.288 --> 01:32:03.872
somebody's holdings were and and

NOTE Confidence: 0.847731589363636

ca84b062-97a0-421c-aa2a-49060b58f8e9
01:32:03.872 --> 01:32:05.790
and see what applies so that you're

NOTE Confidence: 0.847731589363636

96e285c8-73c9-4938-924d-bf36d488ed16
01:32:05.790 --> 01:32:07.409
ready for the next contact with

NOTE Confidence: 0.847731589363636

a140b2ba-2af8-4355-99c2-a2d06a13c06c
01:32:07.409 --> 01:32:09.516
them so that you can give them

NOTE Confidence: 0.847731589363636

f1f60e5f-f736-4f08-8601-87fda4938954
01:32:09.516 --> 01:32:12.054
the benefit of of advice you know

NOTE Confidence: 0.847731589363636

c3058b8b-d384-450b-8366-9d9448c5922b
01:32:12.054 --> 01:32:13.783
you might well want to ring the

NOTE Confidence: 0.847731589363636

fd6949b0-89ba-4c8b-94cb-46004b3b3e3a
01:32:13.783 --> 01:32:15.763
the technical team and say, look.

NOTE Confidence: 0.847731589363636

936537aa-6650-42d7-bdba-4278f288c7c1
01:32:15.763 --> 01:32:18.374
What should I advise in these circumstances,

NOTE Confidence: 0.847731589363636

f77234c3-4b03-43f3-a81c-00b7fe355556
01:32:18.380 --> 01:32:20.966
given that these are the investments?

NOTE Confidence: 0.847731589363636

3e5b2358-c3e3-4c9a-bb1c-a6eebcd6f57f
01:32:20.970 --> 01:32:23.868
So don't rush and listen more

NOTE Confidence: 0.847731589363636

5c95e923-73cb-49ea-a9d4-74baclad958a
01:32:23.868 --> 01:32:27.069
than you talk to start with.

NOTE Confidence: 0.847731589363636

1d4a885d-0b7e-4009-a10c-8296cbd32c25
01:32:27.070 --> 01:32:27.688
Thanks and yeah,

NOTE Confidence: 0.847731589363636

d6b402fb-22bf-4ec9-b2c2-97af6d9c183a
01:32:27.688 --> 01:32:28.924
I think that sound advice Lisa.

NOTE Confidence: 0.847731589363636

ca6249e8-6887-42b7-8a5b-143d4fd6ef5e
01:32:28.930 --> 01:32:30.170
I could see you nodding your head there.

NOTE Confidence: 0.847731589363636

b41a0dae-7c8a-4395-8489-5cb3423d146c
01:32:30.170 --> 01:32:31.740
Anything you would answer that.

NOTE Confidence: 0.847731589363636

0d11173a-46dc-45f6-a929-011a92b7f508
01:32:31.740 --> 01:32:32.021
No,

NOTE Confidence: 0.847731589363636

f44973b7-86e2-4293-881d-73e1100509c7
01:32:32.021 --> 01:32:34.550
I think I think I'm I'm somebody took really,

NOTE Confidence: 0.847731589363636

d25af630-7285-4a01-8ca7-ebeaca158295
01:32:34.550 --> 01:32:35.858
but you know,

NOTE Confidence: 0.847731589363636

8af7243a-fd9a-4244-b68e-da241c43bc53
01:32:35.858 --> 01:32:36.730
obviously if.

NOTE Confidence: 0.893441161875

b8bfceb2-825d-4a79-8970-7605db986280
01:32:39.070 --> 01:32:41.302
If it's somebody who's lost a

NOTE Confidence: 0.893441161875

233b6e63-c078-4a8a-87e6-200cab6e8a2f
01:32:41.302 --> 01:32:43.262
lifetime partner and they are

NOTE Confidence: 0.893441161875

c913c5f7-f401-4be5-9794-7af11f3f9d69
01:32:43.262 --> 01:32:45.237
really struggling on their own,

NOTE Confidence: 0.893441161875

2f753f48-5448-401d-a5c4-e7591aac5d51
01:32:45.240 --> 01:32:50.340
and they may not have children.

NOTE Confidence: 0.893441161875

49d0f260-1905-4c75-9070-b189a8978176
01:32:50.340 --> 01:32:52.596
You know, don't don't be afraid to ask.

NOTE Confidence: 0.893441161875

f3358e45-7f06-4f6e-bf51-420b55046ac9
01:32:52.600 --> 01:32:53.356
You know do.

NOTE Confidence: 0.893441161875

a4eeb1f7-eb99-4de0-86bc-87089b2f2d05
01:32:53.356 --> 01:32:55.489
Do they need any help you know in

NOTE Confidence: 0.893441161875

bef546c6-cad2-40f7-a239-8aca3c52ef59
01:32:55.489 --> 01:32:57.596
terms of the practical side of things?

NOTE Confidence: 0.893441161875

ec3a5fa1-2e82-43da-ba02-a192acd38b68
01:32:57.600 --> 01:33:00.664
Or are they really are? Are they?

NOTE Confidence: 0.893441161875

f62a4f0c-96f8-431b-828d-dc83d59c9564
01:33:00.664 --> 01:33:04.598

Do they sound to be struggling emotionally?

NOTE Confidence: 0.893441161875

c2fc61fa-3c06-44b7-8add-bd0d0b373d98
01:33:04.600 --> 01:33:06.949
So you know just if you can just feel

NOTE Confidence: 0.893441161875

9da19bdc-340a-44f0-b2ce-8196559d5faa
01:33:06.949 --> 01:33:09.014
your way probably, and if they do

NOTE Confidence: 0.893441161875

e346f826-7ebe-4db4-b129-0924317cfbc4
01:33:09.014 --> 01:33:11.009
need you think they do need some help,

NOTE Confidence: 0.893441161875

710cef6a-6f28-41e8-80cb-b8739d003175
01:33:11.010 --> 01:33:14.307
there's no harm in suggesting you know.

NOTE Confidence: 0.893441161875

d65d56d2-3124-4528-99db-dc316c70ccfc
01:33:14.310 --> 01:33:15.690
Put our help with anything.

NOTE Confidence: 0.893441161875

70bda167-336a-47b1-b896-5db0c369c2be
01:33:15.690 --> 01:33:17.858
Is there anything I can help you with?

NOTE Confidence: 0.893441161875

47c57ad3-5ab5-4ef1-8a53-a29a9cceb2fd
01:33:17.860 --> 01:33:20.338
You know something.

NOTE Confidence: 0.893441161875

1b0b81a7-16e5-4d38-971c-813f1377af66
01:33:20.340 --> 01:33:21.544
Thanks and thanks, Lisa.

NOTE Confidence: 0.893441161875

3cbbeba7-9361-40b6-8556-4f93991452fc
01:33:21.544 --> 01:33:23.350
We've got a lot of really

NOTE Confidence: 0.893441161875

5edb40bd-fe86-4766-869c-23bd9128799b
01:33:23.413 --> 01:33:25.217
good questions coming through,

NOTE Confidence: 0.893441161875

473231bc-6999-4f30-8ff2-f042f8eb2157
01:33:25.220 --> 01:33:26.150
but I think we've only got

NOTE Confidence: 0.893441161875

70b544a9-5680-4c51-a3ec-76e8903f8512
01:33:26.150 --> 01:33:27.240
time for one more unfortunate.

NOTE Confidence: 0.893441161875

31b96d6c-4c7b-42d8-a128-16b76358ecaa
01:33:27.240 --> 01:33:28.040
But as I did say,

NOTE Confidence: 0.893441161875

16047d04-7f13-4f99-a40a-f0ffed157424
01:33:28.040 --> 01:33:29.760
we will get back to you with the

NOTE Confidence: 0.893441161875

e6343394-dd01-4d30-85e3-82ac732801cf
01:33:29.760 --> 01:33:31.516
answers and all the ones you've asked.

NOTE Confidence: 0.893441161875

032c0f0f-ef34-4cec-bcec-6de93ccba4ad
01:33:31.520 --> 01:33:31.758
Barry,

NOTE Confidence: 0.893441161875

b9e31b17-ec5a-4cf3-9a98-a3d536580d98
01:33:31.758 --> 01:33:33.186
I'm gonna you have the final

NOTE Confidence: 0.893441161875

a068a43a-56e9-4f1a-bc3a-9fc59553737f
01:33:33.186 --> 01:33:34.735
one because it's such a question

NOTE Confidence: 0.893441161875

783720fb-9566-483d-aec0-2ba01e67c92e
01:33:34.735 --> 01:33:36.040
that's so commonly comes through

NOTE Confidence: 0.893441161875

a26d7795-79c6-4fd6-936c-5499a2175f99
01:33:36.040 --> 01:33:37.759
which is around chargeable events,

NOTE Confidence: 0.893441161875

afa518ac-e7b1-4b4f-a36a-f0d9c3dbd84d
01:33:37.760 --> 01:33:39.643
so I would like to understand the

NOTE Confidence: 0.893441161875

bd7b4d4a-70b0-49a7-94b0-fa775dbdc15f
01:33:39.643 --> 01:33:40.900
chargeable event situation on death.

NOTE Confidence: 0.893441161875

50a7a10e-f866-442e-bace-e022c294afd3
01:33:40.900 --> 01:33:42.220
As heard there was a chargeable

NOTE Confidence: 0.893441161875

cac7a856-d2e9-4568-97c3-49fe9c7aa0ac
01:33:42.220 --> 01:33:43.607
event and then there was no

NOTE Confidence: 0.893441161875

5fb60a6c-aec7-469f-a805-dafb079f7896
01:33:43.607 --> 01:33:44.535
chargeable event on death.

NOTE Confidence: 0.893441161875

a6bc03bf-5bb4-4205-b913-0aefda0cc501
01:33:44.540 --> 01:33:46.185
Do you want to just quickly cover

NOTE Confidence: 0.893441161875

d559ebc1-50a3-4ec4-88d8-4ff88f1abb24
01:33:46.185 --> 01:33:47.919
that one off if you can quickly?

NOTE Confidence: 0.893441161875

40c789f3-f113-4dd1-971b-bd2ff4cfef51
01:33:47.920 --> 01:33:48.268
Yeah,

NOTE Confidence: 0.893441161875

7c188061-f81a-43eb-9df9-33ef9427fce9
01:33:48.268 --> 01:33:49.312

you have to.

NOTE Confidence: 0.893441161875

ea31fb00-265a-4430-9108-5b79e9637163
01:33:49.312 --> 01:33:51.795
There's not one and then one I

NOTE Confidence: 0.893441161875

53fae2a3-65f0-41e9-93ee-5fabdc873e14
01:33:51.795 --> 01:33:54.021
think I think that would be going

NOTE Confidence: 0.893441161875

84889382-ffaf-47e8-8bdc-c879829738d6
01:33:54.021 --> 01:33:56.589
back to the earlier slides where.

NOTE Confidence: 0.893441161875

6a7387d1-0f7a-43a1-afa5-9736d4d1034c
01:33:56.590 --> 01:33:58.894
Death of the owner doesn't necessarily

NOTE Confidence: 0.893441161875

fb6f1130-fb3b-4697-bd98-3dfcb6e95a05
01:33:58.894 --> 01:34:00.430
trigger that chargeable event,

NOTE Confidence: 0.893441161875

9b096d0b-f11f-4359-89a3-d4a327e5487e
01:34:00.430 --> 01:34:01.606
and that will come down to

NOTE Confidence: 0.893441161875

0834719c-68ff-4a8f-99ff-34a7fd2e2bd3
01:34:01.606 --> 01:34:02.650
the structure of the bond.

NOTE Confidence: 0.893441161875

85f92f6d-aa2a-43d7-a362-fbbfdidd0417
01:34:02.650 --> 01:34:04.972
So if if I'm the sole owner of the

NOTE Confidence: 0.893441161875

5ca6fd43-1af9-41a3-8439-0839a6cbeeab
01:34:04.972 --> 01:34:07.030
bond and the sole life assured,

NOTE Confidence: 0.893441161875

403809f1-7804-42c1-9ecb-ffc06496a742
01:34:07.030 --> 01:34:09.010
or the last remaining life assured,

NOTE Confidence: 0.893441161875

dd5fc5fe-8660-44bb-b74e-e1a6ab370684
01:34:09.010 --> 01:34:11.760
so I've had a set-up on a my I'm

NOTE Confidence: 0.893441161875

336301a3-ac2b-4217-8c3c-5e1d2cd3a67a
01:34:11.760 --> 01:34:14.315
the owner of myself and my spouse

NOTE Confidence: 0.893441161875

2594ee29-0efa-4ace-bb27-717bf2b9c471
01:34:14.315 --> 01:34:17.146
is is is the two lives assured?

NOTE Confidence: 0.893441161875

388dd9fb-617b-428e-9b99-bc431dbad263
01:34:17.150 --> 01:34:20.630
Then if if if I die but my wife still living,

NOTE Confidence: 0.893441161875

6b343c62-33cd-4a7d-96f6-3ee32ebcb3b7
01:34:20.630 --> 01:34:22.842
then the bond doesn't end so that

NOTE Confidence: 0.893441161875

d99b1ef7-460a-4a59-b8cd-fe06bd878053
01:34:22.842 --> 01:34:25.315
that event doesn't trigger a my death

NOTE Confidence: 0.893441161875

7ba99e2d-4ee0-4344-89a3-0757c2a56804
01:34:25.315 --> 01:34:27.140
doesn't trigger a chargeable event.

NOTE Confidence: 0.893441161875

e0193808-b4f2-4324-ae7a-158198920362
01:34:27.140 --> 01:34:29.332
But if I was the sole life assured

NOTE Confidence: 0.893441161875

2f7959d4-d3f1-408b-8d94-074535c7bee4
01:34:29.332 --> 01:34:31.586
or the last remaining life assured

NOTE Confidence: 0.893441161875

306f7545-2496-42d8-9e4b-c18237476819
01:34:31.586 --> 01:34:34.034
because my spouse died before me,

NOTE Confidence: 0.893441161875

fddc1a02-9cfc-4eda-a2e3-ee3bc116c4b6
01:34:34.040 --> 01:34:35.740
then my death would trigger

NOTE Confidence: 0.893441161875

39dca7c3-2800-4891-a788-2fec336c68f1
01:34:35.740 --> 01:34:36.760
that chargeable event.

NOTE Confidence: 0.893441161875

ba656252-75bd-47ed-b28c-f3b910fdef55
01:34:36.760 --> 01:34:40.620
So it's all it all comes down to owner.

NOTE Confidence: 0.893441161875

48227f22-3c5b-4ee7-91ab-4aaa46e01b6f
01:34:40.620 --> 01:34:43.620
Obviously the investor is the owner,

NOTE Confidence: 0.893441161875

f4d940fb-7bc3-493d-9d9e-5d9fe49be3fa
01:34:43.620 --> 01:34:46.020
but the life assured structure will

NOTE Confidence: 0.893441161875

dafc62a4-5124-40cf-a83f-268460006cd5
01:34:46.020 --> 01:34:48.591
dictate whether the owner's death also

NOTE Confidence: 0.893441161875

fc5a7657-f157-4e55-a8f2-627d4bb6c46d
01:34:48.591 --> 01:34:50.856
triggers an immediate chargeable event.

NOTE Confidence: 0.893441161875

5ee325e3-f044-4539-87a2-c93e2e808554
01:34:50.860 --> 01:34:53.416
Obviously a chargeable event may happen,

NOTE Confidence: 0.893441161875

df6ef014-4d0d-492f-8131-ec1f9b09d2a5
01:34:53.420 --> 01:34:55.980

post the investors death during

NOTE Confidence: 0.893441161875

f830e905-25a7-4dba-835c-b97a31cc3171
01:34:55.980 --> 01:34:57.516
the administration period.

NOTE Confidence: 0.893441161875

896e9833-00e8-42c7-a7d0-bae2c0c218f1
01:34:57.520 --> 01:34:59.295
That the the executive personal

NOTE Confidence: 0.893441161875

03a1ca87-0d88-4115-b39c-4ddb739f9e0d
01:34:59.295 --> 01:35:01.730
right and make cash in the bond.

NOTE Confidence: 0.893441161875

78b6b5f8-1ad0-417f-b853-25aaef39316
01:35:01.730 --> 01:35:03.650
But that is a a surrender,

NOTE Confidence: 0.893441161875

68122770-7614-4a49-b498-2816acb6d9b6
01:35:03.650 --> 01:35:05.918
a chargeable event and and not a

NOTE Confidence: 0.893441161875

c493cec8-815a-4fa1-8adc-c7c809202eba
01:35:05.918 --> 01:35:07.814
deaf chargeable event and and that's

NOTE Confidence: 0.893441161875

efa55bfe-91cc-4e73-97dc-52173067bbc4
01:35:07.814 --> 01:35:09.251
where the there's a difference

NOTE Confidence: 0.893441161875

41ec367d-d82c-4b5d-a745-29c1556f853b
01:35:09.251 --> 01:35:10.686
in terms of who's assessed.

NOTE Confidence: 0.893441161875

fd7c4c77-cb39-430b-ae99-a222af8bdf67
01:35:10.690 --> 01:35:12.946
So as we're talking through in the slide.

NOTE Confidence: 0.893441161875

f9a6e6e6-3981-4341-8a3e-1bf472088648
01:35:12.950 --> 01:35:15.686
If if I die in my death triggered

NOTE Confidence: 0.893441161875

fefb2399-a896-48cf-a00c-e954611c9b25
01:35:15.686 --> 01:35:17.769
that charitable event I'm assessed,

NOTE Confidence: 0.893441161875

40b74fdb-13b9-444e-9f8f-457208434894
01:35:17.770 --> 01:35:20.254
but if it doesn't trigger the

NOTE Confidence: 0.893441161875

06688519-6ad5-4441-9345-4ed3523aed64
01:35:20.254 --> 01:35:21.910
chargeable event my death,

NOTE Confidence: 0.893441161875

c5cd1767-3d12-4a97-9090-e9ca40054400
01:35:21.910 --> 01:35:23.722
then it's the personal reps who

NOTE Confidence: 0.893441161875

614d5ee5-c009-4fc8-aa70-57ea3fc9fb90
01:35:23.722 --> 01:35:25.948
who then decide to post my death

NOTE Confidence: 0.893441161875

08fe9bb2-2d41-4123-a2ce-d28a5132b502
01:35:25.948 --> 01:35:27.533
whether or not to surrender.

NOTE Confidence: 0.706452527692308

c6715af8-f506-46ea-9304-7314ee04d0fe
01:35:27.540 --> 01:35:29.388
A bond or a sign it and and

NOTE Confidence: 0.706452527692308

0e4c1aa0-e9aa-4005-aa6d-f87c82f8e9b7
01:35:29.388 --> 01:35:31.039
and and in that scenario,

NOTE Confidence: 0.706452527692308

fecba2fb-d24c-419b-af8b-857e11e6a4c1
01:35:31.040 --> 01:35:34.559
and it's not me or my estate that's taxed.

NOTE Confidence: 0.706452527692308

1a3b8118-a554-4779-a8f4-e322c23bac00
01:35:34.560 --> 01:35:38.216
It's either be at the personal Rep rate.

NOTE Confidence: 0.706452527692308

aca8baaf-92ec-4464-8d72-b399e2f8cb96
01:35:38.220 --> 01:35:39.328
If the executors cash,

NOTE Confidence: 0.706452527692308

f8230344-8edf-40e8-9e43-3e7aaf924313
01:35:39.328 --> 01:35:41.363
or you can obviously use that assignment

NOTE Confidence: 0.706452527692308

d613a4e8-a8ae-4751-ae41-fa36be3c132c
01:35:41.363 --> 01:35:43.277
to distribute to the beneficiary and

NOTE Confidence: 0.706452527692308

e243b2d4-f9c1-4ad8-9f29-469639cc1485
01:35:43.277 --> 01:35:45.680
let them tax in at their marginal rate,

NOTE Confidence: 0.706452527692308

9590b420-5746-43c3-9e31-b9fe33b24a7a
01:35:45.680 --> 01:35:47.745
and that allows them to then obviously

NOTE Confidence: 0.706452527692308

2d66ce1c-3a9f-4505-a870-6aa32b0e5537
01:35:47.745 --> 01:35:49.620
use their start rate for savings,

NOTE Confidence: 0.706452527692308

a9f86ab9-d9c6-40cf-9a97-86ab9d3bd10c
01:35:49.620 --> 01:35:51.345
personal savings allowance,

NOTE Confidence: 0.706452527692308

07baf5bc-4420-440e-b90e-942be1e12c4f
01:35:51.345 --> 01:35:54.795
and top slicing relief where applicable.

NOTE Confidence: 0.706452527692308

fdb256b9-1d5b-4499-b4e9-689af5b39340
01:35:54.800 --> 01:35:56.680

Alright staff thanks Barry yeah

NOTE Confidence: 0.706452527692308

1eaa9581-a5a7-45dc-b347-a66b81870757
01:35:56.680 --> 01:35:58.901
and that's great and also thank

NOTE Confidence: 0.706452527692308

a45b5110-3e31-40bf-b32b-129bcc12ebd5
01:35:58.901 --> 01:36:01.331
you to Anne and thank you to Lisa a

NOTE Confidence: 0.706452527692308

add382e0-a01b-4e1f-99b4-394b924f756c
01:36:01.404 --> 01:36:03.649
really great session this morning.

NOTE Confidence: 0.706452527692308

1f7332d6-064a-4d6a-b15b-5e6c7f96bb9c
01:36:03.650 --> 01:36:04.610
I'd like to start online and

NOTE Confidence: 0.706452527692308

3a13cf15-f7fd-4431-b886-aca7fec3222
01:36:04.610 --> 01:36:05.640
have some of your questions.

NOTE Confidence: 0.706452527692308

5865c851-fcc7-4f4d-bdc6-b1eb10078716
01:36:05.640 --> 01:36:06.672
We've already overrun slightly,

NOTE Confidence: 0.706452527692308

d2d39b0f-5b18-4b0e-a8d8-6e2418c4522c
01:36:06.672 --> 01:36:08.739
so my bad but we will get the

NOTE Confidence: 0.706452527692308

c333fe38-02d7-432c-8ecc-37451b55e697
01:36:08.739 --> 01:36:10.370
answer out to you via your account.

NOTE Confidence: 0.706452527692308

69058d75-c159-413d-b06e-e453f685a64d
01:36:10.370 --> 01:36:11.270
As I mentioned earlier,

NOTE Confidence: 0.706452527692308

3aa43a4b-3ea3-479f-9e5f-24c59ac8e164
01:36:11.270 --> 01:36:12.620
for any questions we didn't get

NOTE Confidence: 0.706452527692308

c9eebead-5e26-4827-baed-65aled01132b
01:36:12.664 --> 01:36:14.008
to and there was an awful lot of

NOTE Confidence: 0.706452527692308

112b9107-eb36-404d-9b06-619b1544585a
01:36:14.008 --> 01:36:15.530
them just closing comments from me.

NOTE Confidence: 0.706452527692308

bc394c23-3bee-4a2b-ac5e-3c7d90090c6d
01:36:15.530 --> 01:36:17.546
If I could ask you please to

NOTE Confidence: 0.706452527692308

57650f20-dcab-4041-a70d-0d7e88bcd45b
01:36:17.546 --> 01:36:18.760
complete the feedback form.

NOTE Confidence: 0.706452527692308

ffe09398-5a4f-447f-8837-56efcf66cc40
01:36:18.760 --> 01:36:20.800
There's a feedback tab which is

NOTE Confidence: 0.706452527692308

8f4d8b1e-1d0c-4205-92d0-2047bf7987dd
01:36:20.800 --> 01:36:22.160
underneath the broadcast screen.

NOTE Confidence: 0.706452527692308

6af198a3-f7c0-440d-ba30-2d8cee94deb6
01:36:22.160 --> 01:36:23.760
Once we have your feedback,

NOTE Confidence: 0.706452527692308

76c34c10-b193-4c25-af98-b8ad5e5f2e9a
01:36:23.760 --> 01:36:25.608
our events team will send you an e-mail.

NOTE Confidence: 0.706452527692308

93646dea-e003-4658-984c-710ceddc6631
01:36:25.610 --> 01:36:27.716
People have an embedded CPD certificate,

NOTE Confidence: 0.706452527692308

def5cc33-9b5f-42fa-93e6-4c74db968c99
01:36:27.720 --> 01:36:29.800
so please make sure you look out for

NOTE Confidence: 0.706452527692308

da64a572-a71e-4016-b5d5-a192518cf9c2
01:36:29.800 --> 01:36:32.295
that and save the e-mail for your records.

NOTE Confidence: 0.706452527692308

581fb333-2832-45d9-8c2f-bb9d00804d29
01:36:32.300 --> 01:36:33.650
Now you should get that e-mail

NOTE Confidence: 0.706452527692308

d999b514-9dbf-44be-861e-42b2eef00e2b
01:36:33.650 --> 01:36:35.079
by close of play on Monday,

NOTE Confidence: 0.706452527692308

b93d35d9-55bd-49b6-82b5-068958a62084
01:36:35.080 --> 01:36:36.889
so keep an eye for that and we often

NOTE Confidence: 0.706452527692308

377118ec-1652-4381-a172-c32e4b077403
01:36:36.889 --> 01:36:38.644
have questions around CBD so look out

NOTE Confidence: 0.706452527692308

59d13e24-b9df-4914-8308-8a7d65366c0a
01:36:38.644 --> 01:36:40.880
for the CPD e-mail by close of play Monday.

NOTE Confidence: 0.706452527692308

296b7e69-91b0-47b0-99a4-0a9967b6a098
01:36:40.880 --> 01:36:43.040
Obviously sometimes that might go into

NOTE Confidence: 0.706452527692308

3dff4436-2fd5-4e82-a356-38feb92a87b1
01:36:43.040 --> 01:36:45.649
junk or spam folders if it's not there,

NOTE Confidence: 0.706452527692308

4970cc46-ce96-40d3-ab27-12df2dca172f
01:36:45.650 --> 01:36:47.078

just speak to your account manager will

NOTE Confidence: 0.706452527692308

ca172e34-f1b1-4a92-b7e2-5f1ea5a0e845
01:36:47.078 --> 01:36:48.720
make sure we get it resent out to you.

NOTE Confidence: 0.706452527692308

93e70859-351a-4a9f-95b5-f8f9e3a31365
01:36:48.720 --> 01:36:49.908
The other question we always get

NOTE Confidence: 0.706452527692308

50048132-6048-4694-83ad-f5ea20125184
01:36:49.908 --> 01:36:51.154
is around copies of the slides

NOTE Confidence: 0.706452527692308

d1fd785d-0670-4df1-88bc-76083df1bac0
01:36:51.154 --> 01:36:51.970
and the replay video.

NOTE Confidence: 0.706452527692308

97348f55-1a99-4388-9d3f-3da362d76268
01:36:51.970 --> 01:36:52.880
And as I mentioned earlier,

NOTE Confidence: 0.706452527692308

3295f958-60bc-447c-8a9f-cb5132fd25be
01:36:52.880 --> 01:36:54.280
by the end of next week you'll be

NOTE Confidence: 0.706452527692308

fda76e66-7ab1-4230-8499-e2ed0443244d
01:36:54.280 --> 01:36:55.656
able to download a copy of the.

NOTE Confidence: 0.706452527692308

b7c2e998-ba86-4cb2-a332-ea70531887ba
01:36:55.660 --> 01:36:56.536
Guides and access.

NOTE Confidence: 0.706452527692308

c38bf846-95ae-434c-b29b-4ad5a656f688
01:36:56.536 --> 01:36:58.288
The replay recording of this session

NOTE Confidence: 0.706452527692308

356cfc13-71cf-44a4-b824-c1dc3b015a5e
01:36:58.288 --> 01:37:00.170
and the other two sessions as well.

NOTE Confidence: 0.706452527692308

53ed0771-732a-4fe0-a2a2-8ac8bab4089f
01:37:00.170 --> 01:37:01.976
So if you didn't see the other

NOTE Confidence: 0.706452527692308

d4cb25d4-1a87-4ab8-9b29-137cc7ed8aef
01:37:01.976 --> 01:37:04.234
two Doris a visit to provide 7 on

NOTE Confidence: 0.706452527692308

b7d46c8d-01ba-401c-b6de-d0b8925862e6
01:37:04.234 --> 01:37:06.330
page and we'll make sure you can

NOTE Confidence: 0.706452527692308

77ba1b1a-74d0-49e9-9009-775c94b43266
01:37:06.330 --> 01:37:07.870
watch that at your leisure.

NOTE Confidence: 0.706452527692308

eb987c4b-0416-435c-90bc-a8369eafdc88
01:37:07.870 --> 01:37:08.114
Finally,

NOTE Confidence: 0.706452527692308

9dce7470-c540-42eb-8c90-58222d465981
01:37:08.114 --> 01:37:10.066
all that leads me to do is once

NOTE Confidence: 0.706452527692308

f77b44a7-339c-46a1-ac3a-a3346f577c92
01:37:10.066 --> 01:37:11.848
again thanks to Barry and particular

NOTE Confidence: 0.706452527692308

5d21c236-5b0b-4317-b47f-93fb3f9e2801
01:37:11.848 --> 01:37:13.667
thanks to our guest today and

NOTE Confidence: 0.706452527692308

324c47bd-6cb6-471f-b3c0-7c9734b0f178
01:37:13.667 --> 01:37:15.347
Lisa for their time this morning.

NOTE Confidence: 0.706452527692308

69882c84-37ac-4440-8b68-83fe8a51a94b
01:37:15.350 --> 01:37:15.938
Fantastic session.

NOTE Confidence: 0.706452527692308

b6550fa6-4528-452e-b814-1a8eala9d2ad
01:37:15.938 --> 01:37:18.290
The sort of thing I'm guessing that you

NOTE Confidence: 0.706452527692308

c0f3fd1b-f9b4-4f07-a8c3-c20bc06c4bb8
01:37:18.343 --> 01:37:20.168
probably won't have heard elsewhere.

NOTE Confidence: 0.706452527692308

86a7c20d-2dae-4590-8592-056c62d7de8e
01:37:20.170 --> 01:37:21.948
Certainly I took a look from it.

NOTE Confidence: 0.706452527692308

690755bd-3cab-4319-b611-df803c36e5c8
01:37:21.950 --> 01:37:22.760
Excellent session today.

NOTE Confidence: 0.706452527692308

c7fc6c1d-0b5d-4750-9975-a6d716147f71
01:37:22.760 --> 01:37:25.000
I hope you found it useful as I did.

NOTE Confidence: 0.706452527692308

0a760176-49b2-4676-8f06-a3c0238dad72
01:37:25.000 --> 01:37:25.596
Thank you very much.

NOTE Confidence: 0.706452527692308

d78a7e76-bccd-4d7a-8962-9a200a1db15e
01:37:25.596 --> 01:37:26.490
And we look forward to seeing

NOTE Confidence: 0.706452527692308

5d8b378f-d274-45ce-bee6-075151d01f94
01:37:26.523 --> 01:37:27.118
you on the next one.

NOTE Confidence: 0.706452527692308

1eae0e85-644d-400a-8f63-e37b7b822213
01:37:27.120 --> 01:37:27.410

Thank you.