

Lapsed – For clients who have previously invested in an ISA, but not in the current tax year

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Dear <Client Name>

Should you take any action before the end of the tax year - 5 April 2024

The tax year ends on the 5th of April, which really isn't that far away. So it's a good time to see if you've made the most of your tax allowances for the year, or if you could be doing anything to make your money that bit more tax efficient. And it's also a great time to start preparing for the upcoming tax year.

As you've invested in an ISA previously, you'll know how important they can be. But it's not just about Cash ISAs. It's also important to consider longer term savings versus the impact of high inflation.

So here are some key benefits of a Stocks & Shares ISA, typically for those looking at investing for 5 years and more. This might help you consider if you need to take any action.

- Investing in Stocks & Shares ISAs has demonstrated to outperform cash over the past 5 years
- Investing into a diverse asset class makes your money work harder over the medium to long term versus cash
- Fixed cash rates are directly impacted by inflation which can erode the buying power over time
- Holding a blend or mix of Cash ISAs and Stocks & Shares ISAs is another option to help grow your longer term savings
- If you're planning to hold your ISA's for long term savings i.e. to gift to family in future. A Stocks & Shares ISA could provide a higher return versus cash over a longer term.

Of course, any money invested in a Stocks & Shares ISA should be money that you don't need in the short term – typically the next five years. We can't predict the future. Past performance isn't a guide to future performance.

And remember, the value of your investment can go down as well as up so you might not get back the amount you put in. Also, tax rules can change and the impact of taxation (and any tax relief) depends on your circumstances.

If you're interested in finding out how you could make the most of your tax allowances for this year or preparing for next year, or if you could be doing anything to make your money that bit more tax efficient, please give me a call on <XXXXXXXXXXXX> or email me at <XXXXXXXXXXXX>.

Best wishes

<Adviser Name>

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