

A smiling man with short dark hair, wearing sunglasses and an orange button-down shirt, stands on a beach looking out at the ocean. The background shows waves breaking on the shore under a clear blue sky.

Live life

IT'S NOT A REHEARSAL

Interface 

Independent Financial Advisers - Financial Life Planners



Life is what
happens when
you are busy
making other
plans

John Lennon

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...*Making a Difference*

To laugh often and much,

To win the respect of intelligent people, and the affection of children,

To earn the appreciation of honest critics, and endure the betrayal of false friends,

To appreciate beauty,

To find the best in others,

To leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social situation,

To know that even one life has breathed easier because you have lived. This is to have succeeded.

The Pleasure Principle

Paul Pearsall, attributed to Emerson



The Pleasure Principle

You may be surprised to see the quotation from The Pleasure Principle. We've chosen it to emphasise that getting your philosophy right is fundamental.

Financial Planning is not the end but only the means to the end. It's tragic when some people have spent years climbing up their ladder only to find that it's leaning against the wrong wall! Time must be given to working out what you want out of life and only then can financial planning really help you and give you real value.

For some of our clients, ethical, moral or religious beliefs are the most important; for others social or family matters; many just say they want 'to make a difference' and others simply that they want to get the most out of life.

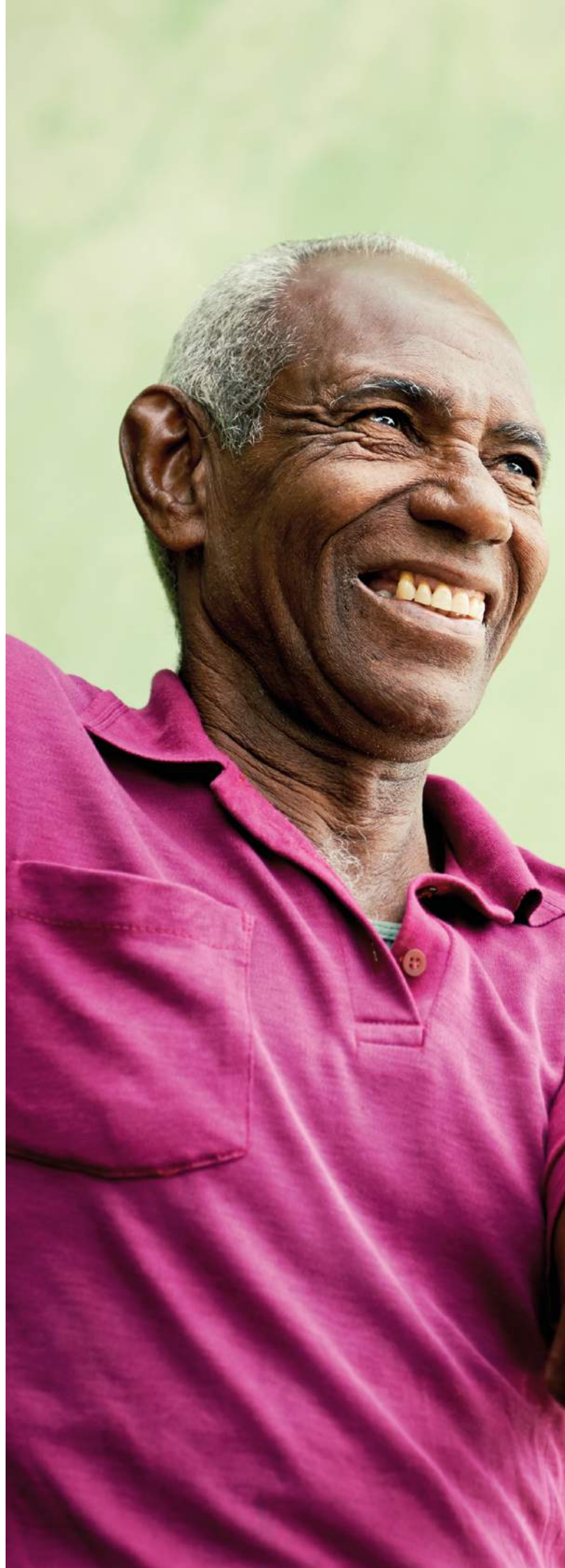
Whatever your goals are, you should give it some time. Life is not a rehearsal. We discuss your goals and desires, and then help to guide you and construct your financial plan, so that your finances are structured in the best way to achieve what you want.

We start with you

Traditional financial planning has tended to treat 'money' – not people – as the client. Armed with calculators, spreadsheets and sophisticated software, financial advisers have historically offered products and services focused on accumulating, conserving, and then passing on monetary wealth.

Many people, however, have realised that life means more to them than bank balances and spreadsheet projections. They are ready for a new way of looking at their money and their futures, one that provides a purpose-driven financial solution for truly rich and fulfilling living, whatever their age. This new approach is called Financial Life Planning.

We are proud to be one of a very small number of financial planners in the UK qualified to offer this service from the Kinder Institute of Life Planning. Alan Moran, our Registered Life Planner, is highly recognised in this field and will expertly guide you through the process from start to finish.





Why should you create a plan for your life?

1. Because there is power in planning. When plans are carefully thought through and written out, they tend to come true, whatever the obstacles.
2. Because a life plan can serve as a guide, helping you align your deepest values, beliefs and goals with your earning power and financial resources so you can realise your dreams.
3. Because by combining proven investment strategies and an honest, heartfelt life planning process, you are quite likely to get where you want to go. Think about it: It's silly to slave-away at your job, save and invest your hard earned money only to retire and say, "Now what?"

What if you could work with an adviser who puts you - not your money - at the centre of the equation?

Imagine an adviser who first made sure they understood your deepest aspirations so all your earning power and assets could be harnessed to help you achieve your unique vision of financial and personal freedom, both now and later in life.

That's Life Planning.

Our three stage planning process

The First Service - Life Planning

The first and most important service is that of Life Planning. This is the process of getting to know you. How you got to where you are now – and where you want to get to in the future. What you want to achieve, financially, in the next five, 10, 15, 20 or 30 years. What's important to you? What drives you? What are your lifestyle expectations? What do you want out of life?

In other words, what do you want your money to do in the first place? Without answers to these fundamental questions no financial decisions can be made. We will also work with you to identify the cost of your current and future desired lifestyle, allowing for all of the things that you want to do in your lifetime. Most clients find this an enjoyable part of the process as it helps them to identify what they want to do with their lives, now and in the future.

These are important questions that need truthful answers – answers that we aim to provide.

The Second Service - Financial Planning

Once we have established exactly what you are trying to achieve, we can then take you to the next stage by undertaking comprehensive financial planning. This is where we analyse all of your existing arrangements to identify exactly what you have already, what they are worth now and what we can safely assume they will be worth in the future – taking into account performance to date.

Once we have this information available, including a breakdown of your lifetime expenditure requirements we will then input this data into our financial planning software. This software is the most sophisticated financial planning software available and it enables us to show you what your financial future looks like.

The financial planning meetings will produce a detailed statement of your net worth. We will confirm your various income sources, available now and in the future, and we will look at your expenditure requirements, based on you living the life you want to live. We will also look at various catastrophe situations to consider the effect on you and your family should the worst happen.

Then, using our life time cash flow modelling software, we will together look at various 'what if' scenario's in order to identify what needs to happen to ensure that your goals (based on the Lifeplanning™ meetings) are achieved. This is when most clients suddenly understand what they need to do, and why. It's when money starts making sense. This is when clients see the possibilities available to them, now and in the future.

The Third Service - Independent Financial Advice

Finally, should your financial plan indicate that you need financial products to satisfy the needs of your financial plan, (and therefore your real goals and objectives), then, and only then, do we move to the third stage of the process.

This is where we research the whole market to identify the financial products best suited to your objectives and the needs of your financial plan. This stage involves the use of sophisticated independent product research software to compare product 'wrappers', fund performance, volatility, asset allocation for suggested funds etc. This stage will involve rigorous research on our part, including a detailed recommendation report.

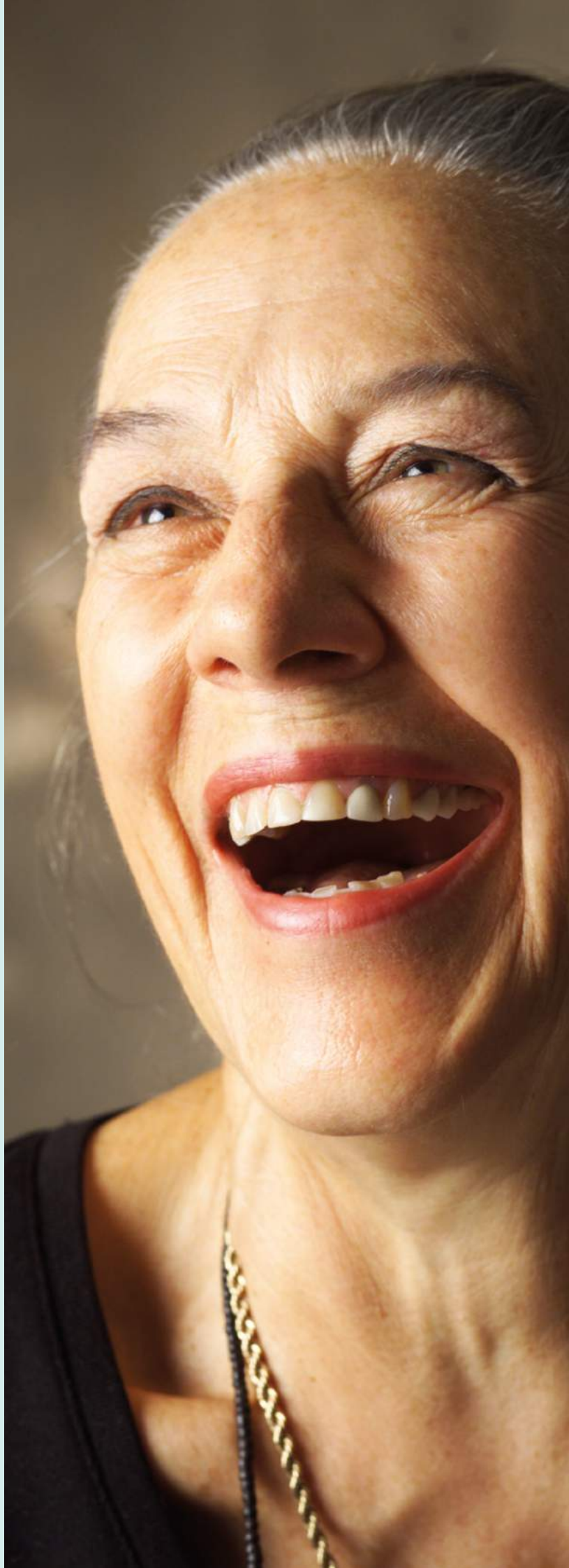
In many ways this process is directly opposite to most financial advisers who are only interested in selling products.

We believe that a financial adviser has no right to 'sell' you a product unless they have carried out this three stage process.



Wealth is
not his that
has it, but
his that
enjoys it

Benjamin Franklin



How can we give you advice on what to do with your money if you haven't told us what you want to do with your life?

The only purpose of your money is to enable you to lead the life that you want – putting your money first would be a perfect example of the tail wagging the dog!

In life planning you are centre stage: you do the talking and we listen. We help you to ensure that all aspects of your life are in balance and we help you to ensure that you are living your life in accordance with your values. We help you to prepare your 'bucket list' but this is not just a box ticking exercise because we are all driven by our emotions and we ask you deep questions so that you get to the answers that matter.

In our 'Three Questions', the first question we ask is what you what you would do with your life if money was no object, if you had enough money so that you could maintain your lifestyle and do the things that you want without working and without worrying about money.

Question two confronts you with your own mortality and asks you how you would change your life if you knew that you only have 5 to 10 years to live: how would you change your life and what do you need to do in those years to feel satisfied and believe that your life was worth living.

In the third question we ask you to consider that you only have 24 hours to live and ask you to reflect on whether there is anything that you should have done, do you regret anything, is there anyone that you should get in touch with, or anything that you need to do.

These questions form the basis of the client centred approach as advocated by the Kinder Institute of Life Planning. Alan Moran is a Registered Life Planner of the Kinder Institute and he has been a trainer for the Kinder Institute. He is proud that he has trained and qualified over fifty registered life planners who are now following this approach with their clients in the UK and beyond.

...Life planning

The life planning process

Life Planning is the process of melding money with meaning. It allows people to live richer, fuller lives – personally, professionally and financially. For the plan to really take hold and move forward with velocity, the skills of a trained Life Planner are almost always needed. The Life Planning process has been developed by George Kinder of the Kinder Institute of Life Planning and is called **“EVOKE™”**.

EVOKE™ is a simple yet profound 5-step process involving a series of conversations and exercises that enable Interface and our clients to collaborate in the creation of a vibrant and complete plan for your future.

Exploration: A thought-provoking set of goal exercises are the starting point of the process. They include the famous “3 Questions” exercise that helps people think both broadly and deeply about what matters most to them in life.

Vision: The skilled Life Planner takes this material and challenges the client to sweep away doubts and craft their ideal life in as much detail as possible. The rush of vigour and vitality surrounding this phase literally “lights the torch”, energising clients to achieve their vision in the shortest time possible. Goals are no longer something to be hoped for “some day” but immediate and vibrant – something to be worked on NOW!

Obstacles: “Money excuses” can be deadly, so it is critical for the client and the life planner to identify these and other potential roadblocks. The life planner provides vitally important support to keep the client on track for success through this often difficult phase.

Surprisingly, some of the most stubborn constraints to getting the life we really want are internal beliefs. By working with a thoughtful professional who can validate the client’s vision, these preconceptions can be dissolved.

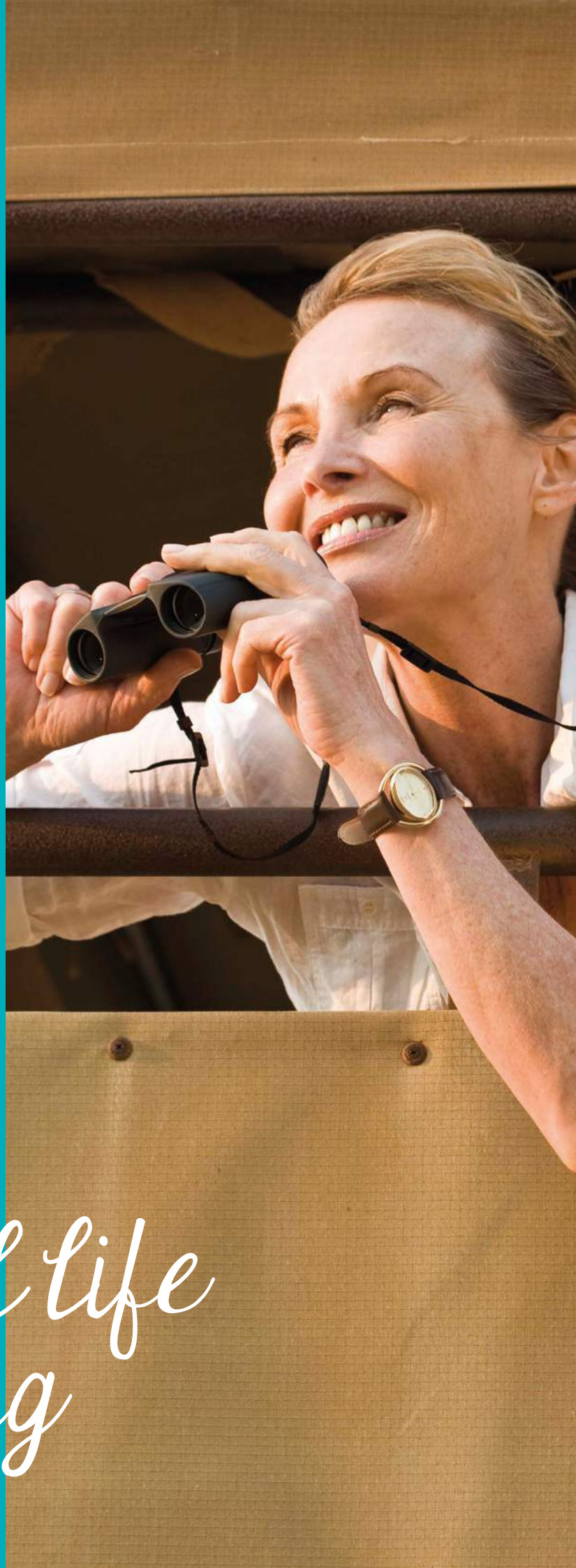
Knowledge and Execution: Once the ideal life vision has been created and obstacles defeated, traditional financial planning skills of asset allocation, risk management and product selection are incorporated to complete the design and implementation of the life plan. The unique ability of Financial Life Planners is their ability to develop relevant financial plans that directly support life goals – a marriage of the creative and the practical.

The Financial Life Planning process is by far the most powerful and comprehensive way to do financial planning, as it focuses on your truest and most meaningful goals from the outset and clears away the money excuses that cause so many well intentioned traditional financial plans to fail. The results are extraordinary. People can turn unsatisfying, mediocre lives in astonishing new directions, following pursuits full of passion and significance. This is truly “financial planning done right!”



Time is
the most
valuable
thing a
man can
spend

Laertius Diogenes



...financial life
planning

Cash flow planning

Knowing where your finances are today is just the start, on its own it is not enough because it's knowing where they are going which is more important.

We do the opposite of most financial advisers: They usually focus on the here and now with only a cursory glance at where you are going. Instead we look at where you are going and where you want to go, and then work out what you have to do now to get there. This makes sense to most clients though our approach often comes to them as huge surprise. We believe that we have no right to talk about your money and give you advice until you have told us about you and what you want to do in the future.

We help you to look into your financial future using life time cash flow forecasting software which helps you to see clearly where you are heading. It helps you answer important questions like: "When will I have enough to retire?" or, "Can I afford to retire early?" And if you are already retired: "How much can I spend and still have enough money for the rest of my life?" or, "How much can I give away without ever running out of money?"

Life time cash flow forecasting is essential for you to achieve financial freedom and to

provide you with financial peace of mind. In our meetings we find that our clients are much more interested in ensuring that they can maintain (and improve) their current lifestyle than whether one fund is performing better than another: And while that is important too and we keep a close eye on your investments, our clients appreciate that we are good at that stuff and leave that to us. This leaves them to focus on what they want to do and living the life that they deserve.

For a quick overview of our financial planning process take a look at our 2-minute video on our website. If are inspired and you would like us to help you see what your financial future looks like we will be pleased to help.

There are only two cash flow software tools that are worthy of merit, provided by Truth and Voyant. Some other software attempts to emulate them but they do not provide the same degree of flexibility or provide the same degree of confidence in the results. Alan had great success with Truth for many years but he switched to Voyant 3 years ago because of its online storage and other capabilities. He is proud to be a holder of the coveted Voyantist Black Belt BBV and is recognised as an expert in life time cash flow and financial modelling.

Wealth management

When we invest our client's money we tell them what can't be done as well as what can be done. For example, we tell our clients that no one can tell the future and forecast which stock or which fund will perform better than any other. However, using the 'science of investing' we can say with some certainty which asset class is likely to produce a given return over time. We believe that the key factors which govern our clients' investment returns are an asset allocation approach to investing, combined with low charges and high diversification. Encouraging good investor behaviour by ensuring that clients are comfortable with the level of risk and volatility are equally important and transparency and simplicity are also important.

We also tell our clients that the markets will go down as well as up and we ensure that our clients invest in accordance with their personal risk tolerance and their personal capacity for loss such that they can deal with the downside when it happens.

There is no such thing as a free lunch and higher returns are only available with higher risk. We ensure that our clients understand the risk versus return relationship so that they have an investment portfolio with a level of volatility and risk within their personal comfort zone.

Our portfolios have given consistently positive returns over time however we want our client to understand the possible effects of market downturns so using our cash flow forecasting models, we show them what effect successive major market downturns would have on their cash flow and how it might affect their lifestyle. We are only prepared to proceed when a client understands the possible downside as well as the upside of investing.





Research for over 20 years has shown consistently that the biggest effect on an investor's return is their behaviour. They have a natural tendency to sell after the markets have gone down and buy after the markets have gone up.

The research has shown that another factor that reduces investor return is 'investor boredom' – they feel that they should do something, so they sell what they have and buy something else instead of staying put. Our understanding of behavioural finance ensures that our clients get the correct advice at critical times so that they do not make the wrong decisions.

Recommending a suitable investment portfolio follows, life planning, cash flow planning, and risk profiling so that by this stage we can all be comfortable that our investment advice is right for you.

Core Investment Principles

1. Capital Markets work: investors are consistently rewarded for investing their capital in the market
2. Risk and Return are related. An investor should aim to obtain the market return without taking unnecessary risks
3. Diversification is essential to minimise risk and achieve the market return on investment
4. Costs must be minimised and eliminated where possible to increase investment net return
5. Portfolio asset allocation is the key determinant of investment return.
 - a. Equity return is determined by market, size, and value.
 - b. Fixed Income return is determined by term and default risk.
6. An Investor's behaviour has a significant effect on investment return



Wealth preservation

Most clients would prefer that they are in control of what happens to their wealth if they become unable to manage their own affairs or when they die. They would also prefer that their financial arrangements enabled their wealth to be passed to beneficiaries of their choosing and that they minimise the amount paid in taxes or in other costs.

Trusts were initially created for the Nobility almost 1000 years ago and they continue to use them today. Setting up your trust is your chance to follow their example and ensure that your wealth receives the same advantages of maintaining control and mitigating tax.

While contemplating one's incapacity or demise is not the most uplifting of subjects it is vitally important and we make it as easy as possible for our clients to complete. We have worked through your life planning, your cash flow planning, and your wealth management, and you do not want to find that your financial world comes tumbling down because you have not put the right paperwork in place.

Writing a Will is important but it is hardly ever sufficient and a Trust is essential to maintain control of your assets. In essence your Will leaves everything to your Trust which lists beneficiaries and potential beneficiaries. Your Memorandum of Wishes is where you explain the detail what you want to leave and

to whom. The Will, Trust, and Memorandum of Wishes puts everything in place, puts you in control, and makes changes easy if needed in future.

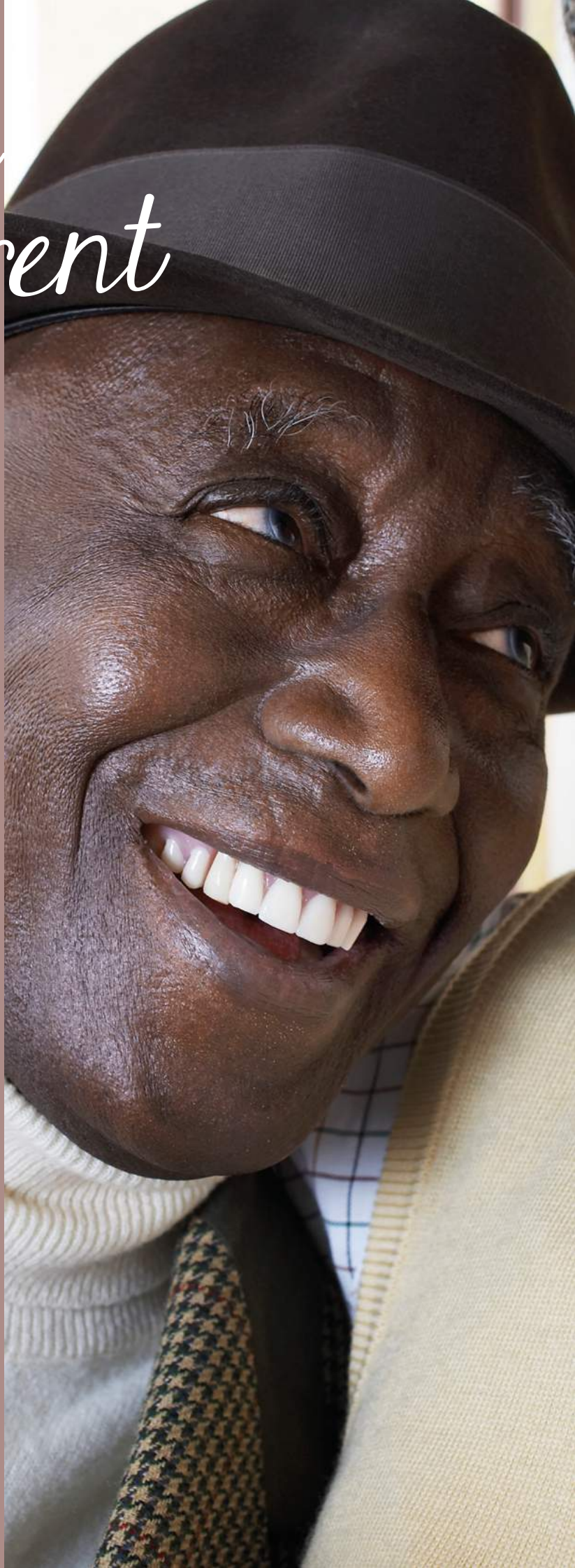
Everyone should have registered lasting powers of attorney (LPAs) in place and these need to be stored in a secure place where your attorneys can get hold of them quickly when required. Your LPAs are there if you cannot manage your own affairs. This could be due to accident or ill health. These need to be professionally drawn up so that you can be confident that they will do the job when called upon. There is nothing worse than waiting until they are needed and finding that they have been drawn up incorrectly. We know of cases where the sole attorney can no longer act, that they can't be found, or that they haven't been registered and your attorneys have to wait 3 or 4 months before they can act. We think that for you personally, your LPAs are more important than your Will because they effect your wellbeing during your life time whereas your Will only takes effect after you have died.

We can help you ensure that you have done all that you need regarding protecting your assets. Alan has over 20 years' experience in this area and works with Countrywide Tax & Trusts who draw up all of the legal documents. He is also a Fellow of the Society of Will Writers and an Affiliate of The Society of Trust and Estate Practitioners.

*...Proud to
be different*

The glow of
one warm
thought is
to me worth
more than
money

Thomas Jefferson





Our philosophy

Life is not a rehearsal. We help you to ensure that you have the correct life balance and that your money is there to help you lead the life that you deserve.

Unlike many financial advisers who focus only on your money, we put your life first and your money second.

We work together with our clients to build their personalised financial plan which sets them on the road to financial independence and personal freedom.

When we can see that you can live the life that you want and achieve your dreams and goals without ever running out of money we know that our job is done.

Our relationships with our clients are very important to us and they are built on integrity, authenticity and trust. You can relax and focus on the things that really matter, knowing that we are always on hand to help when you need us.

What makes us different?

We do the opposite to most Financial Advisers...

It is fair to say that the majority of Financial Advisers have far too many clients, who they cannot give a good personal service and they hardly ever see. Over time this has given 'financial advisers' a bad name.

By recognising this fundamental weakness, we have developed over many years a very different and much more successful strategy which is to have a relatively small number of clients (around one hundred) with whom we have an intimate ongoing relationship in which we help them to identify and achieve their real financial goals and objectives. We do this through a comprehensive three stage process.

In return for this comprehensive service, we expect all clients that we take on to be profitable clients so that we can continue to provide a first class service. In short, we are remunerated for going the extra mile to help clients to achieve the security and financial independence they deserve. Our objective is to ensure that clients achieve and maintain their desired lifestyle without fear of running out of money.

We therefore endeavour to provide our clients with advice and solutions to ensure that they can always enjoy their desired lifestyle and that they never run out of money.

This process is called 'Lifestyle Financial Planning' or 'Financial Life Planning' which involves three distinct services, each complementing the other for the overall long term benefit of the client.

We believe in telling our clients the real truth about money.

This is not whether 'this fund' is better than 'that fund', or 'this product provider' is better than 'that product provider'. (We have found that most clients have experienced that approach from previous advisers and found it dull and extremely boring.) The truth about money is far deeper, and far more important than 'products'.

The truth about money is:

- What do you want to do with what little time you have left on this planet?
- What do you need to do to ensure that you can always enjoy your desired lifestyle?
- What do you need to do to ensure that you never, ever run out of money?
- What do you need to do to ensure that your family is totally financially secure – whatever happens?
- And perhaps the biggest question of all – "How much is enough?" to enable you to achieve and enjoy your desired lifestyle.





History, structure, and support

Interface Financial Planning started providing independent financial advice in 1992. From the beginning it had the aim of providing professional advice and quality service to people with modest income and wealth.

Its key value was putting people before profit, and contribution before reward. This has endured throughout and has remained at the forefront of what we do.

This mission statement has been our torch to light the path ahead and has been the reason that we have endured for over 24 years.

Alan has lead the company with his personal values of: Integrity, Compassion, Respect, & Loyalty, and he is proud that over the years he has worked with clients who share similar values. Like him they want to help others and make the world a little better.

Client care and service is important and he is proud that his first two clients from January 1990 remain his clients today.

Technology is used to the full to maximise efficiency and engage expertise from throughout the UK. The business has been paperless for 10 years and for over 5 years has been 'cloud' based. This structure reduces costs and allows support staff to operate anywhere - from Colchester to Honiton to Leicester and elsewhere.

Clients are encouraged to access their online account where they can exchange messages and documents securely. They can view their investments and reports, and they have immediate access to their paper file. Clients love the transparency and openness of being able to view and print paperwork going back for years and many clients use it as a source of reference.



ALAN MORAN
Owner, Director
Interface Financial Planning

Alan Moran is one of the most highly qualified advisers in the UK. He became a Certified Financial Planner in 1995 and he was one of the first Chartered Financial Planners in 2005.

He is a Chartered FCSI, a holder of the IMC certificate and member of CFA UK, and he is continually attending seminars and conferences to enhance his reputation as an expert in wealth management and investing. His expertise has been called upon by The CII, The IFP, The Kinder Institute, and others, where he has trained and examined other financial advisers.

Alan Moran B.Sc. M.Soc.Sc. Cert.Ed. FPFS FSWW IMC CFP^{CM} RLP[®]

Chartered Financial Planner - CERTIFIED FINANCIAL PLANNER^{CM} professional - Chartered FCSI

Registered Life Planner[®] - Affiliate of STEP

Certified to ISO 22222 by Standards International Independent Financial Adviser

A member of The Ethical Investment Association and The Sustainable Investment and Finance Association UKSIF

Interface Financial Planning Limited

Chartered Financial Planners - Accredited Financial Planning FirmTM - Certified to BS 8577 by Standards International

Financial Life Planning - Life Planning, Financial Planning, & Independent Financial Advice

Company Registration Number 2644317

Authorised and regulated by the Financial Conduct Authority

Specialist areas

- Investment Portfolios for growth and income
- Pension advice and retirement planning
- Life planning to help you achieve your goals
- Financial planning for the good times and the bad
- Lifetime cash flow modelling so that you can see your financial future
- Tax planning to ensure that you only pay the tax that you need to
- Insurance for protection and risk mitigation
- Legacy planning, gifting, and charitable giving
- Tax return service
- Wills, trusts, & lasting powers of attorney

Interface online

We have numerous tools and interactive modules designed to help you make the right decisions for your future.

To get the latest news, check your tax banding or even to assess your own life balance visit:
www.interfacefinancialplanning.co.uk





Why not get in touch?

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To book an appointment, schedule a call by telephone/Skype or arrange an online meeting, visit:

www.interfacefinancialplanning.co.uk

Compliance

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