

May 2011



Ula – See back page

Welcome to Our News. This new look quarterly newsletter arrives hot on the heels of an exciting re-brand here at Seymour Mullens and across the PFM Group, as explained in more detail overleaf.

Seymour Mullens has now been part of the PFM Group for over two years. In that time we have benefited from ongoing investment into the company, including for example, the transformation of our offices. We have also continued to build the team here in Eastbourne which currently totals over 40 personnel, including eight Financial Planners, all of whom are Chartered or Diploma qualified.

In addition to this expertise a number of further staff are currently studying to increase their qualifications, and this proficiency, combined with our

fee-based approach places us firmly at the top of our game in both the local area and wider region. It also secures our position in readiness for the changes within the financial services industry at the end of this year.

We have a clear client proposition and an exceptional team and infrastructure in place to deliver this and I hope we will have the opportunity of continuing to work with you and demonstrating the benefits of being a Seymour Mullens client.

Geoff Fillery
Managing Director



To Have and To Hold

Or ‘To Have and Afford?’ You’re not alone in figuring that the big day is just as much hard finance and shrewd planning as it is romance and spectacle. If one of the most prominent weddings in recent times has set you thinking, read on...

Reports suggest that the average cost of a wedding now reaches anywhere from £15,000 to £20,000 and although year on year figures show a decrease in spend since 2008, our recent Royal celebrations could be set to reverse this trend.

If the bill, or part of it, is likely to fall on your shoulders you might consider:

1. Establishing a regular savings plan if you are ahead of the game. A cash ISA is usually best for short term savings as there is no tax on the interest. You have the option of an immediate access cash ISA or fixed term cash ISA of, say, one year. Bear in mind that whilst a fixed term ISA pays slightly more interest, though not a huge amount more, you won’t have access during the fixed term.
2. If you don’t have time to save for the big event:
 - (i) Do you have existing funds on deposit that can be accessed by giving suitable notice?
 - (ii) By reviewing existing investments you might be able to realise some gains for tax-free capital. Everyone has the ability to realise £10,600 of

investment gains in a financial year without incurring a tax liability so it would be possible for a couple to raise £21,200 of capital from existing investments without any tax implication.

- (iii) Your pension arrangements may allow you to take a tax-free lump sum now to pay for the day. If you are aged over 55 most personal pensions will allow you to take up to 25% of the capital invested as a tax-free lump sum, although there are downsides to this.
- (iv) Consider any existing ISAs. Capital is normally instantly available and is guaranteed not to incur any tax liability on withdrawal.

A well structured financial plan comes into its own at such times. Designed to ensure you are best placed to accommodate life’s little announcements, this will mean you are able to consider your options in the context of your overall financial position and perhaps more comfortably afford that toast to the bride.



Communicating Clearly

Our business centres round service excellence, and the quality and clarity of our communication material is integral to this.

Accordingly, we have been looking at our corporate identity and introduced new business documentation both in print and online. If you haven't done so already, please visit www.seymul.co and do take the time to find a few familiar faces within 'Our People'.

In addition to our new website, you will also now benefit from new forms and paperwork to support our financial planning and investment management services. These have been created with the same crisp and consistent design and layout to ensure they are easy to use and quickly recognisable.

The re-branding and streamlined documentation is also an important element within our client services. As part of this we are currently developing secure, user-friendly access to our in-house systems with a dedicated client web portal to facilitate communication regarding your financial position.

The portal will incorporate a secure messaging facility along with sophisticated investment and reporting services for example. It will also provide 24/7 access to your documents and data, connecting you with your finances and investments in real time. Specially created iPhone and iPad applications will also become available to ensure easy access via mobile devices.

We believe the combination of these systems places us at the very forefront of our sector and will enhance the way in which we deliver our services.

We look forward to bringing these developments to you. In the meantime, if you have any queries about our communication or our services, please don't hesitate to contact us via your Financial Planner or at our offices.

Telephone: 01323 411610 or
Email: info@seymul.co



Email vs. Envelope

For those of you using Transact there is now an option to go paperless. You can find this under 'Portfolio Options' within the 'Reports' section.

Whilst not promising to be paper-free, it does mean the majority of your communication will reach you via email rather than envelope.



Location, Location, Location ...

This Spring has seen the opening of new offices in Mayfair, London, for our sister company Portland Financial Management, also part of the PFM Group.

Situated on the corner of Regent Street and Conduit Street with a view to some of London's best shopping, the new offices have undergone an extensive refurbishment programme. Complete with finishing touches such as a handpicked selection of new pieces by Eastbourne artist Nigel Greaves, they offer superb facilities and meeting space in a prime, central London location.

We have already hosted a number of meetings along with our fellow planners in London and Chepstow. If you would like to visit the offices please get in touch with your Financial Planner – we would be delighted to have the opportunity to welcome you.



Extending the Family

We are also delighted to announce an exciting new addition to the PFM family.

Ula, a 58ft Privilege catamaran, is currently berthed in Malta. She will be making her way along the Mediterranean this summer to join us on the south coast during August and September where we look forward to extending hospitality on board before her next port of call across the Atlantic as she participates in the 'Arc'.

The Arc 2011 will see the PFM crew embark on a 2700 nautical mile passage on the NE tradewind route from Gran Canaria to Rodney Bay in St. Lucia. The event is the world's largest transoceanic sailing event and brings together over 200 yachts from across the globe each year.

If you would like to find out more about the event visit www.worldcruising.com/arc.



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