

# Investment planner of the year

## BACKGROUND

Marcus is 35 years old, single, a smoker but in good health. He is an IT consultant employed by his own one-man business and works for a number of small professional firms in and around the finance industry. He makes a decent living earning approximately £50,000 gross pa. He runs a small new car which he has on lease hire costing £140pm which includes three years of servicing and warranty. Since May 2008 Marcus has been paying £300pm gross into a self-invested personal pension scheme which contains the following investments:

- Cash earning 2% gross pa (where initial £300pm is invested whilst awaiting equity investment); current value £4,000;
- Marwyn Value Investors ordinary shares; 800 shares bought in December 2009 for 130p per share;
- JPM mid cap ordinary shares; 2,000 shares bought in August 2008 for 400p per share;
- Worldwide healthcare ordinary shares; 600 shares bought in June 2010 for 400p per share;
- ICI shares; 3,000 shares bought in June 2011 for 1276p per share.

Other assets and liabilities are as follows:

- Small three-bedroomed house worth £200,000 with an offset capital and repayment mortgage taken out in May 2012 for a 20-year term;
- Cash in current account; no interest as linked to mortgage; £20,000;
- Cash in savings account; no interest as linked to mortgage; £40,000.

## PROBLEM

Marcus is very happy with his investments but feels that he is able to take on more investment risk as the money is accumulating in his savings account. He feels that it would be better used to invest for the future, probably not inside his pension though as he would like to be able to gain access to this money should he need it. He describes his attitude to risk as mildly adventurous and is willing to accept more than 50% of his new investments to be in equities invested for the long term. He envisages this money to be saved to either buy a larger house should he meet the partner of his dreams in the future or, if not, then in 10 years' time he intends to buy a canal barge as he loves holidaying on the river with friends. He expects the barge to cost £8,000 in today's terms. His current annual expenditure is £35,000, which includes all his outgoings as well as regular nights out drinking with 'the boys'. Marcus's parents are British expatriates living in Cyprus. They have a small flat in Winchester to which they return when they get homesick and want to visit Marcus. He rarely visits them and has a busy work and social life. He is financially independent from his parents and adamantly refuses to accept cash from them as he believes that he will always stand on his own two feet financially.

## ADVICE

Marcus would like you to analyse his circumstances with a view to achieving his objectives. You should analyse his attitude to risk in comparison to both his existing assets and liabilities and his stated objectives and state the best way his objectives can be achieved. If there are any assumptions you need to make then state and clearly explain them and the reasons why you have used them. If there are any other observations or comments you would like to make about the impact of these objectives on other aspects of his life, then please do so.

£500  
First prize

£200  
Runner up

Your answers should be no more than 2,500 words. Please ensure that you state the number of words used for each case study entry.

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**J.P.Morgan**  
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# Rules

The Financial Planner of the Year Awards are open to all financial advisers, including IFAs, whole-of-market advisers, multi-tied advisers, financial planners and paraplanners. You may enter as many categories as you wish, or just the one/s that most closely reflect your own area/s of specialisation.

- Individual case study entries should be **no more than 2,500 words. This word count is inclusive of any or all appendices.** Although this may not seem many, entries do not need to include all the caveats and other support material that advisers normally send to clients when making recommendations. 2,500 words are therefore sufficient to answer the requirements of each case study, especially if you use bullet points to summarise points. **Any appendices attached to entries** will be automatically detached before onward transmission to the judges if they bring the word count to more than 2,500 in total.
- Entrants for the Overall Financial Planner of the Year Award must present at least three individual case study entries. If you enter more than three, your three highest scoring entries will go forward for consideration for the Overall Award.
- Your entry must be accompanied by an entry form. Photocopies of the entry form are perfectly acceptable.
- All entries must be typed on plain A4 paper with **no entrant identification.**
- Each case study should be started on a separate sheet of paper. At the end of each entry you must also state the total number of words used.
- Entries should be posted to the address shown on the entry form; faxed entries will not be accepted. Alternatively, you may email your entry as a Word document to MMAwards@ft.com. A copy of the entry form is shown on [www.MMAwards.co.uk](http://www.MMAwards.co.uk) and should be completed and sent with your email entry.
- All shortlisted entrants will be either winners or runners up. Shortlisted entrants will be required to attend an interview in London at the beginning of October 2012 to present their case studies. Category winners' case studies will be posted on the Money Management website after the awards ceremony.
- After the awards ceremony, case studies will be passed to the IFP for use in training. These will remain anonymous. Please state in your application form if you object to this.
- The judges' decision is final and no correspondence will be entered into.
- Your entry must be entirely your own work.

# Entry form

Please tick the category/ies that you have entered

**Overall Award – Financial Planner of the Year**

- Case Study 1 – Wraps and platform planner of the year
- Case Study 2 – Investment company planner of the year
- Case Study 3 – Inheritance tax planner of the year
- Case Study 4 – Investment planner of the year
- Case Study 5 – Equity release planner of the year
- Case Study 6 – Retirement planner of the year
- Case Study 7 – Pre-retirement planner of the year
- Case Study 8 – Protection planner of the year

Your name: \_\_\_\_\_

Your job title: \_\_\_\_\_

Company's name: \_\_\_\_\_

Address for correspondence: \_\_\_\_\_

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Postcode: \_\_\_\_\_

Email: \_\_\_\_\_

Daytime telephone number: \_\_\_\_\_

**Closing date for entries: Monday 3rd September**

Send your completed entries to:

**By post: Jon Cudby, Editor, Money Management Magazine, One Southwark Bridge, London SE1 9HL.**

**By email: MMAwards@ft.com**

Email entries should be submitted as word documents and must be accompanied by a completed entry form, which you will find on [www.MMAwards.co.uk](http://www.MMAwards.co.uk)

**Online at our website: [www.ftadviser.com/mmawards](http://www.ftadviser.com/mmawards)**

Sponsor of the overall winner category:



All entrants will receive an acknowledgement of receipt e-mail.

All entries, once submitted, will be the property of Money Management magazine and will be treated in strictest confidence. The information that you provide will be held on our database and may be used to keep you informed of our and our associated companies' products and for selected third party mailing.

- Please tick here if you do not wish the IFP to receive your anonymous case studies