

PROACTIVE ADVICE



“When I first approached Montagu it was to discuss a specific area of my affairs. They adopted a holistic approach and their thorough evaluation lead to insurance pay-outs totalling more than £80,000 - money I never would have known I was entitled to. Now I’m able to Fund my daughter’s further education and support my lifestyle into retirement. I couldn’t be more pleased with the outcome.”

JF, PRIVATE CLIENT

I HAD RECENTLY RECEIVED AN INHERITANCE PAYMENT AND WAS SEEKING ADVICE ON THE BEST WAY TO INVEST THE MONEY TO MEET MY CURRENT AND FUTURE NEEDS. MY BANK HAD APPROACHED ME WITH THEIR RECOMMENDATION; HOWEVER I WANTED A SECOND OPINION. WHAT I REALLY NEEDED WAS A FULL, INDEPENDENT APPRAISAL OF MY FINANCIAL AFFAIRS INCLUDING A NUMBER OF POLICIES I'D ACCUMULATED OVER THE YEARS.

I contacted Montagu and arranged a meeting with Andy to discuss my specific needs. I had a lump sum to invest for the medium to long-term and had already made emergency provision for some of the funds, by way of instant access with my bank.

My bank had suggested I consider an investment bond, but I didn't want to take action until I'd spoken with an Independent Financial Adviser. Andy undertook a full appraisal of my circumstances and existing arrangements. He considered my investment requirements and recommended a tax efficient and cheaper strategy than what was proposed by my bank.

Andy also looked at my existing policies and arrangements, which included a paid-up mortgage ISA and a whole of life policy. He tried to contact the Advisers who recommended the policies, but both were no longer in business.

He duly wrote to the insurers, after obtaining the proper authority. Upon receiving their reply he discovered that life and critical illness cover was still in force, paid for by the ISA and continuing premiums. Andy explained that I was covered on both of the plans for cancer, heart attack and stroke, amongst other things.

I advised that I had breast cancer in 2006, which was both malignant and invasive. Upon hearing this, Andy contacted both insurers to see if they would entertain a back-dated claim on the basis that I was unaware of the cover I had in place when my illness occurred.

To my surprise, both insurers agreed and Andy assisted me with the paperwork and medical evidence to support my claim.

After several conversations with the insurers, both agreed to meet the claims in full and refund overpaid contributions totalling over £80,000. I really couldn't have hoped for a better result.

Our clients value our discretion. For confidentiality reasons, some of the information in this case study has been changed, including the client name.