

# MONTHLY MATTERS

JULY 2023



## Introduction

*By Francesca Case*

It has been yet another exciting month at Wealth Matters. We have been enjoying business planning, preparing for our famous 'Company Day Out' for our fantastic staff and, of course, meeting up with our wonderful clients.

We are proud to share that Cameron McKay, one of our Financial Planners who has been on our Learning 4 Life programme, recently passed his J09 Assessment in Paraplanning. We pride ourselves on being highly qualified and we encourage our team to obtain not just the Financial Planning Diploma, but also Paraplanning qualifications, Certification and any other specialised qualifications that will help expand our expertise. Cameron is a fantastic example of that, taking and passing five exams in 2022 alone!

In this month's newsletter, Bruce Nash shares wisdom from his 23 years of experience with the markets, Chris James shares how his first six months at Wealth Matters has gone, the team have updates on our charitable activities, and we have an article on how Katya Gilbert has ticked an item off her bucket list and ultimately created a 'peaceful haven' for herself and her family!

I hope you enjoy this month's newsletter and more importantly, get to enjoy this beautiful British summer.

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# My Experience with the Markets

By Bruce Nash

In my 23 years working as a Financial Planner, I have been lucky enough to learn new information all the time. Here are my top four knowledge nuggets:

## 1. The old adage of 'it's time in the markets, and not trying to time markets' is genuinely true.

It is faith, patience, and discipline that are the key ingredients and drivers to good financial well-being.

By this I mean being diligent with your contributions, planning for contingencies and staying focused on your long-term goals, but reviewing these on occasion as your circumstances change.

## 2. The academic investment model ultimately remains the most effective way, in my opinion, to deliver the best long-term client experience and investment outcome.

There is ever increasing and overwhelming evidence to support this. However, many are still invested through an 'active fund management' regime, which is an historic and almost always inferior approach. The academic model utilises indexing funds or non-predictive tracker funds to capture the markets returns efficiently at low cost, through a highly diversified portfolio of holdings and asset class selection.

Over and above this, the application of more advanced academia, can capture performance enhances by using various "factors" such as small cap, value, and momentum. We are continually looking to seek to improve our approach as our research and learnings evolve.

## 3. While most will focus on 'charges and performance' these represent only a fraction of the wealth creation picture.

Other items to consider are your holistic planning, being tax clever, having discipline with contributions and, above all, understanding the impact of the emotional biases that we all have in our decision making. This latter point can be one of the key ingredients to financial success, but one of the most difficult to manage and control. Human beings are ultimately driven by their emotions and have automatic thinking, which is a function of our evolutionary development. It can be very unhelpful for long term financial planning.

For this reason it makes a lot of sense to engage to help of a trusted financial planning partner. They can help you make decisions at arm's length, dispassionately, and provide context and a logical fact-based input to the decision-making process. There are several other key ingredients to good financial wellbeing, among which are taking responsibility for your finances, spending time each month on them, being frugal when needed, and practising social indifference.



Bruce Nash, Director

## 4. Turbulent market periods, such as those we've recently endured, are a regular part of the investment journey.

We have seen nine negative market cycles in global equities since 1972. Since 1929, negative market cycles have lasted between three months and five years in duration, but on average have been 21 months. Severe market downturns are often followed by strong market recoveries, so disinvesting when markets have gone down can be particularly destructive.

For example, 12 of the best trading days occurred in years with negative returns, and six of the 20 worst trading days occurred in years with positive returns. For those that choose to disinvest or hold cash for a prolonged period, it can be even more damaging.

A recent report by Vanguard stated that if you remained in cash for six months, you have a 72% probability of underperforming a 'middle of the road' 60/40 equity/bond portfolio by 5.5% on average, and for 12 months, a 79% probability of underperforming by 9.1%.



*Chris James*  
*Chartered Financial Planner*

## My First Six Months at Wealth Matters

*By Chris James*

The first six months at Wealth Matters has flown by much quicker than I had anticipated. From day one, Julian and the whole team have been very friendly, welcoming, and helpful and I already feel embedded in such an exciting team.

I have been through a structured training programme to learn more about the Wealth Matters proposition, processes, and systems. This has involved staff input from all the departments, giving me the opportunity to get to know everyone and the role they play in the client journey better.

**T**his process has cemented some of the reasons I initially joined Wealth Matters as I have access to an incredible and highly qualified support team. I've been very impressed at their knowledge, skill and, most importantly, the utmost care they clearly have for all the Wealth Matters clients.

One of my favourite parts of the journey so far was the opportunity to sit in client meetings with the other Wealth Matters Financial Planners. No matter how long you have been a Financial Planner, watching how others present and communicate with clients is key to always developing your own skillset. Each one of the Wealth Matters Financial Planners are incredibly passionate about the client journey and experience. Although we are all different, the shared objective to ensure that the clients are on track to meet their financial dreams and aspirations is really encouraging, as it highlights the core values we hold as a company.

Since the initial period of training, I'm now back doing what I love, which is providing financial planning advice and assistance to clients. I've been in the financial planning profession for 13 years already, but with the additional

knowledge I've gained already since being at Wealth Matters, I feel I have already developed my skills - I can now deliver an even higher quality service to clients.

With the help of the team, I've already onboarded several new clients, which has been fantastic. Some of these have made referrals to their friends, families and colleagues, which is something I always cherish as I think it's the biggest compliment I can get from a client. I always am very grateful for their recommendation.

In terms of the future, I am very excited to continue to help clients become more tax efficient and support with their goals to boost their wealth for both them and their families. As I am passionate about delivering the best service possible, I will be looking to further my learning at every opportunity and take more exams to ensure that I always remain highly qualified in my field.

**In summary, a very exciting six months and I look forward to my future at Wealth Matters.**





# New Pension Opportunities

By Madison Turner

Following on from our Webinar held 20th June 2023 we have noted from the feedback received that the 'New Pension Opportunities' section was of a particular interest. As such, we wanted to take this opportunity to give a breakdown of the key points.

1. The Spring 2023 Budget provided a lot of updates regarding pension opportunities. One very important update is that the Annual Allowance has increased from £40,000 to £60,000; this is in addition to the 3 years 'Carry Forward' of unused allowances that is remaining in place.
2. If you have already started taking pension benefits but wish to continue adding to your pension, your allowance has now increased from £4,000 to £10,000 per year.
3. The Lifetime Allowance charge has been removed as of 6th April 2023 – the maximum tax-free cash level stays at £268,275. As mentioned in the webinar, now is the time to reach out regarding opportunities available.
4. For High-Earners, the adjusted income threshold has increased from £240,000 to £260,000, with the tapered annual allowance increasing from £4,000 to £10,000 for pension contributions.



[Click here to watch the webinar](#)

## A Look Back at our Giving Matters Scheme

By Ali Burton

**At Wealth Matters, we are delighted to be able to help charities with our Giving Matters scheme organised for our employees.**

Every month, a member of our team is randomly selected, and they can nominate a charity of their choice to receive a donation from Wealth Matters.

Many of us have had difficult personal experiences, whether it be a family member suffering from a particular disease or an environmental impact that resonates with us, and this programme allows us to help causes close to our hearts.

So far, we have helped a number of charities including Little Princess Trust Appeal nominated by Thusha, Make-a-Wish nominated by Christine, the British Heart Foundation nominated by Bruce Nash, Children with Cancer nominated by Bruce Hallman, and Blood Cancer nominated by Katherine.

Not only did Thusha choose for our company donation to go to the Little Princess Trust, but she also went one step further and shaved off her hair and donated it for wigs that would be used for



Thusha Thuraiatnam  
Paraplanner

those with medical conditions which can cause hair loss. When asked why she wanted to donate her hair Thusha, said:

"I have always had insecurities with my hair and could imagine how hard it is for those that suddenly lost hair due to a medical condition, so this was my way of thinking I'm "helping" in some sense."

We are looking forward to carrying on making more monthly donations to the charities which mean so much to our team.

Please see below for more details on the charities we have supported:

Team Member	Charity
Chloe Bullock	Autism Bedfordshire
Cameron Mckay	Prostate Cancer UK
Thusha Thurairatnam	Little Princess Trust
Christine Daniels	Make-a-Wish
Bruce Nash	The British Heart Foundation
Bruce Hallman	Children with Cancer
Katherine Pautard	Blood Cancer

## A Garden in Bloom

*By Madison Turner*

During our recent webinar, 'New Pension Opportunities, Market Outlook and Bucket List Goals', Katherine Pautard gave a fantastic presentation on Bucket Lists. Following this, it has been somewhat of a conversation piece in the office.

We have been asking both staff and clients about what bucket list items they have already started on, whether it's picking up a hobby or planning a once-in-a-lifetime experience. It was through these conversations that we had a lovely story shared to us about Julian's wife, Katya Gilbert.

Katya has always had an interest in gardening. Just before March 2020, Katya decided to put her passion into practice and set out to create a piece of paradise for herself and her family in their own back garden.

The restrictions that followed with the UK lockdowns meant that when Katya wasn't busy home-schooling Sophie and James, her two children, she had more time than expected to perfect her gardening skills. As a result, she was able to give her dream garden the time, care, and attention it needed.



*Katya and Julian Gilbert*

In September 2022, Katya's garden was chosen to take part in the **National Garden Scheme** (NGS). The aim of the scheme is to give visitors access to over 3,500 exceptional private gardens across the UK in order to raise money for multiple charities, including but not limited to Macmillan Cancer Support, Marie Curie, Hospice UK and The Queen's Nursing



Institute. In 2022, the NGS raised over £3.11 million. Katya's garden alone managed to raise just over an impressive £1,000 for the charities, in her one single open day.

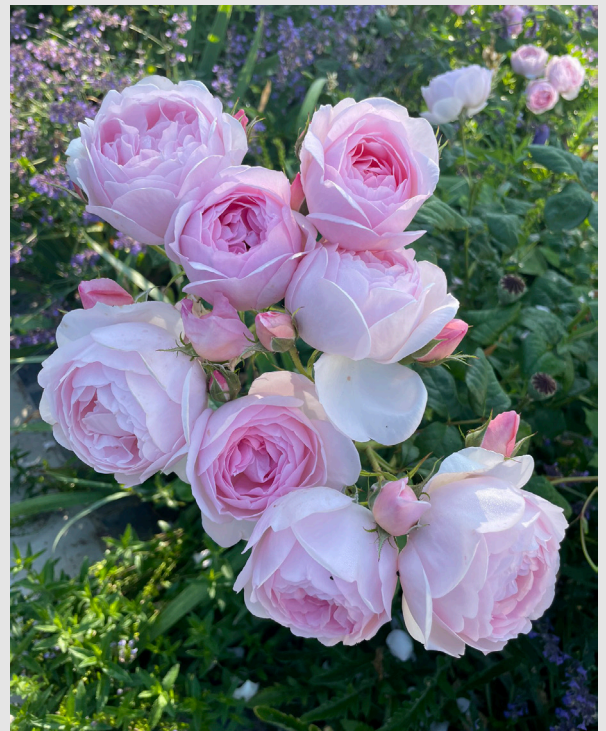
Katya has found that gardening and spending time in nature has had a positive impact on her mental health and physical wellbeing. It has also introduced her to a network of friends with similar interests, as she often travels to admire and get inspiration from other beautiful British gardens. Not only that, but it provides a peaceful escape from the stresses of daily life for her entire family.

Like most things in life, Katya's garden has involved planning, discipline, execution and patience. She likens it to a 'constant project'. The reward is truly worth it, and you can often see some of her beautiful flowers on display in our Luton office.



### 3 Top Tips to help your garden flourish!

1. Plan your garden - knowing what time of year to plant is key!
2. Coffee Grounds are great natural fertilizers for acid loving plants like tomatoes.
3. Crushed Eggshells can be used as a natural pest deterrent for slugs and snails.



We asked Katya for her advice to all budding gardeners. Here's what she had to say:

"My top tip is to simply go to your garden and enjoy the nature - whether you are planting, watering, deadheading, or simply enjoying the views and listening to the birds, it is so good for your physical and mental health."

If you would like to see more of Katya's garden, she often shares these with the world on Instagram:

**@inmydreamgarden**





# Fundraising Update

By Ali Burton

After increasing our target miles to include the return journey from Kyiv to Luton, our challenge is steaming ahead. In total we have now completed 1,607 miles, which places us firmly on the return journey from Kyiv which we have to complete by the end of the year.

The team at Wealth Matters have been taking advantage of the weather and building up our miles for the challenge. It has been a wonderful reason to spend more time with family, taking in beautiful scenery and being at one with nature.

The Luton to Kyiv challenge has also gone international, with some of our team clocking up miles while on holiday. Alison Howe (pictured) recently travelled to Corfu for a holiday. Not only did Alison and her husband undertake a 10km walk to a local restaurant known for its views, but they also rented some E Bikes to help clock up the miles. Their cycle ride took them through an Olive Grove and up into the hills near Acharavi and of course to the local Taverna for some well-earned refreshments. The trek through the hills allowed Alison to get a beautiful view of the coastline. Even on holiday, the team at Wealth Matters want to do their bit.

Being active for our Luton to Kyiv and back fundraiser is proving to be a good way of getting 'match fit' for our Chiltern Walk which is taking place on the 9th September.

We would like to thank everyone who has already donated.

There's still time to donate. Any donation, no matter how small, will be gratefully received and will help make a difference.

[Click here to donate](#)

Our target is to raise £3,000 which will be donated equally to our three charities: Oracle Cancer Trust, Young Minds and Ukraine Humanitarian Appeal. You can find out more about these charities by clicking on their logos below.

Thank you for your support!

**YOUNG MINDS**  
fighting for young people's mental health

**ORACLE**  
cancer trust

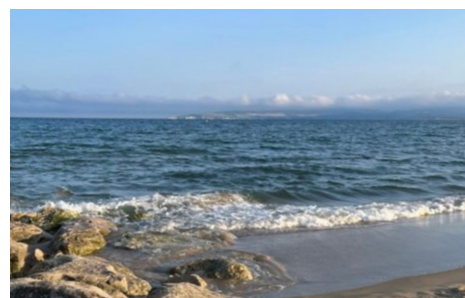
**UKRAINE HUMANITARIAN APPEAL**



INTERNATIONAL  
RESCUE  
COMMITTEE  
DEC MEMBER



Alison Howe  
Corfu



Esther Walker  
Sicily



Bruce Nash  
Flamstead



Julian Gilbert  
Mont Saint-Michel, France



Julian Gilbert's daughter Sophie,  
France

# Dog Tales

By Madison Turner

Like many of us, Toby has been busy preparing to go on holiday. For the team at Wealth Matters, this means doubling our efforts to help him with his diet.

This month we are celebrating the small wins that Toby has achieved. He may have been able to sneak a slice of pizza from someone's desk, but it was not the whole pizza. We will take that as a win!

This can also be true regarding finances - it's important to celebrate not only the big wins, but also any small. It can help create a positive mindset which can keep us motivated to stay on track for the larger achievements.

As stated in our book *Invest your way to Financial Freedom* by Ben Carlson and Robin Powell, "The idea that giving yourself a sense of victory helps you see progress, which in turn sets in motion a compounding of other small wins that eventually turns into a routine that can make you successful, and this turns into big wins."\*

Until Toby gets that big win of concluding his diet, the team at Wealth Matters will be helping Toby one win at a time.

## \*Want to learn more?

If you'd like to learn more about the benefits of regular investment contributions and how to invest your way to financial freedom, we highly recommend reading our book *Invest Your Way to Financial Freedom: A simple guide to everything you need to know* by Ben Carlson & Robin Powell, with foreword by Julian Gilbert.

If you would like a copy, please get in touch with your CRM to request one - we'll be happy to send one out to you!



Julian Gilbert and Toby  
D-Day Beach, France

**If there is anything you wish to discuss with your Financial Planner, please do not hesitate to contact us.**

**Email:** [info@wealth-matters.co.uk](mailto:info@wealth-matters.co.uk)

**Tel:** 01582 720511

## You can also email your CRM directly:

Alison Howe  
(Katherine Pautard and Julian Gilbert)  
[alison@wealth-matters.co.uk](mailto:alison@wealth-matters.co.uk)

Debbie Pacey  
(Bruce Nash)  
[debbie@wealth-matter.co.uk](mailto:debbie@wealth-matter.co.uk)

Zoe Hughes  
(Esther Walker)  
[zoe@wealth-matters.co.uk](mailto:zoe@wealth-matters.co.uk)

Jackie James  
(Chris James and Cameron McKay)  
[jackie@wealth-matters.co.uk](mailto:jackie@wealth-matters.co.uk)



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