



The Spectrum IFA Group

Independent Financial Advisers

With Care, You Prosper

Financial planning services for yacht crew

What is financial planning?

Financial planning is the process by which individuals accumulate or protect wealth for a future purpose

Why do I need to plan?

Because no one else is going to do it for you!

For yacht crew a sound plan is very important as they are rarely included in any state health or pension schemes, so it is down to the individual crew member to look after their own financial future.

What does the process involve?

A professional financial adviser will carry out a full financial audit in order to fully understand your current situation and aspirations for

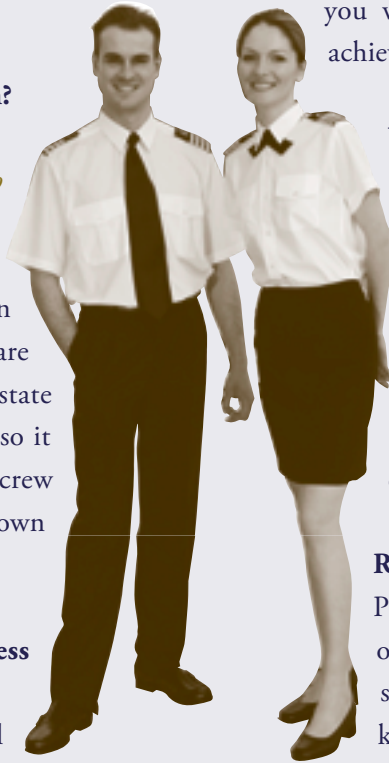
the future. Once understood your adviser will use all of their skills and knowledge to analyse this information and provide you with a realistic plan to achieve these goals.

What if?

It is vital to ensure that from the outset all 'what if' questions are discussed and solutions considered... "What if I get ill, what if I lose my job, what if I die?"

Review it regularly

Providing regular reviews of your plan and circumstances is an additional key element of your financial adviser's role. All costs and charges should be fully explained at all times.



"Sound financial planning is the art of creating and protecting your wealth, ensuring adequate provision for life's financial twists and turns and, ultimately, to maintain your standard of living after and throughout retirement"

The financial audit checklist

1. Personal situation

Married, divorced

Children, elderly financial dependents

2. Tax residency & Social security

Which countries do you spend most time in

What is the flag state of the yacht

Are you affected by MLC06

3. Income

Salary, bonus, tips (*currency?)

Rental income received (*tax?)

4. Assets

Property owned (*currency?)

Investment policies (*how are they performing?)

Pension funds (*currency?)

Cash accounts (*emergency fund)

Insurance policies (health, death, critical illness, income protection)

5. Liabilities

Mortgage (amount, rate, fixed, variable, monthly payment)

Rent paid, credit cards and loans

6. What if?

I get ill

I lose my job

I die?

7. Attitude to risk

Investment risk, currency risk

Shortfall risk, interest rate risk, credit risk.

8. Plans, goals and aspirations

I want to leave the industry in ... years

I want to have children in ... years

I want to retire to when I am years old

I want to buy a boat of my own and sail around the world in years

Why use The Spectrum IFA Group

1. We have over 40 advisers across 6 European countries, many in easy reach of all of the main European Yachting centres; Genoa, Monaco, Nice, Antibes, La Ciotat, Barcelona, Valencia & Palma.
2. Our advisers have many years' experience of helping both onshore and offshore yacht crew to secure their own financial futures.
3. We have the resources of a large group of professionals to assist in local, national and international tax, investment and insurance solutions tailored to your situation.
4. We charge nothing for our time or advice.

Our full financial planning service involves all of the following stand alone services, and many more:

- European and international banking
- European and International Health Care solutions
- Mortgages
- Investment, currency and portfolio construction advice.
- Individual, corporate and family protection

FRANCE

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