

Managing my money? But my lawyer does that too!

The Financial Times Money supplement (6/7 January 2007) featured an article about the increasing number of high earners, who are fuelling a demand for professional services, where an investor is a name and not a number. The number of those institutions offering private banking, tax and financial management has grown significantly, as independent financial advisers and investment houses have joined the private and high street banks in offering advice and services to so-called 'high net worth individuals'.

The Financial Times noted that solicitors, particularly Scottish solicitors, also offer wealth management services. The article identifies that solicitors are highly regulated and that we have the ability to combine financial and legal advice, to cover trusts, wills and family estates. It also suggested that solicitors have a market share of approximately 3% within the wealth management industry.

The secret is out! At Anderson Strathern, we have been successfully investing and managing our client's assets for years. Whether it is equities, bonds, cash, property or racier investments such as derivatives and tax-driven products (e.g. Venture Capital Trusts), we have a wealth of expertise and experience. With an increasing portfolio of clients and money under management, our market share is growing rapidly within both Scotland and the UK.

There is the extra benefit too, that as an all service firm, Anderson Strathern specialises in 'asset management' in the true sense of the term. Our clients, be they families, trusts, partnerships, companies or charities, have long enjoyed a full range of legal and financial services. Compared to the banks, financial institutions and others mentioned within the Financial Times article, our expertise has enabled us to manage all of our clients' assets under one roof, with a team of professionals from a broad range of disciplines.

It has always been Anderson Strathern's belief that a client's concerns must be seen as a whole, rather than in a segmented form. Meeting our client's needs and looking at the bigger picture ensures that they benefit from the best advice and a consistency of approach. Our advice is entirely independent and built on the client's best interests, ensuring that their affairs are dealt with both tax-efficiently and cost-effectively.



If you would like any advice in connection with the points raised, please contact Alec Stewart on alec.stewart@andersonstrathern.co.uk or your usual contact at Anderson Strathern.