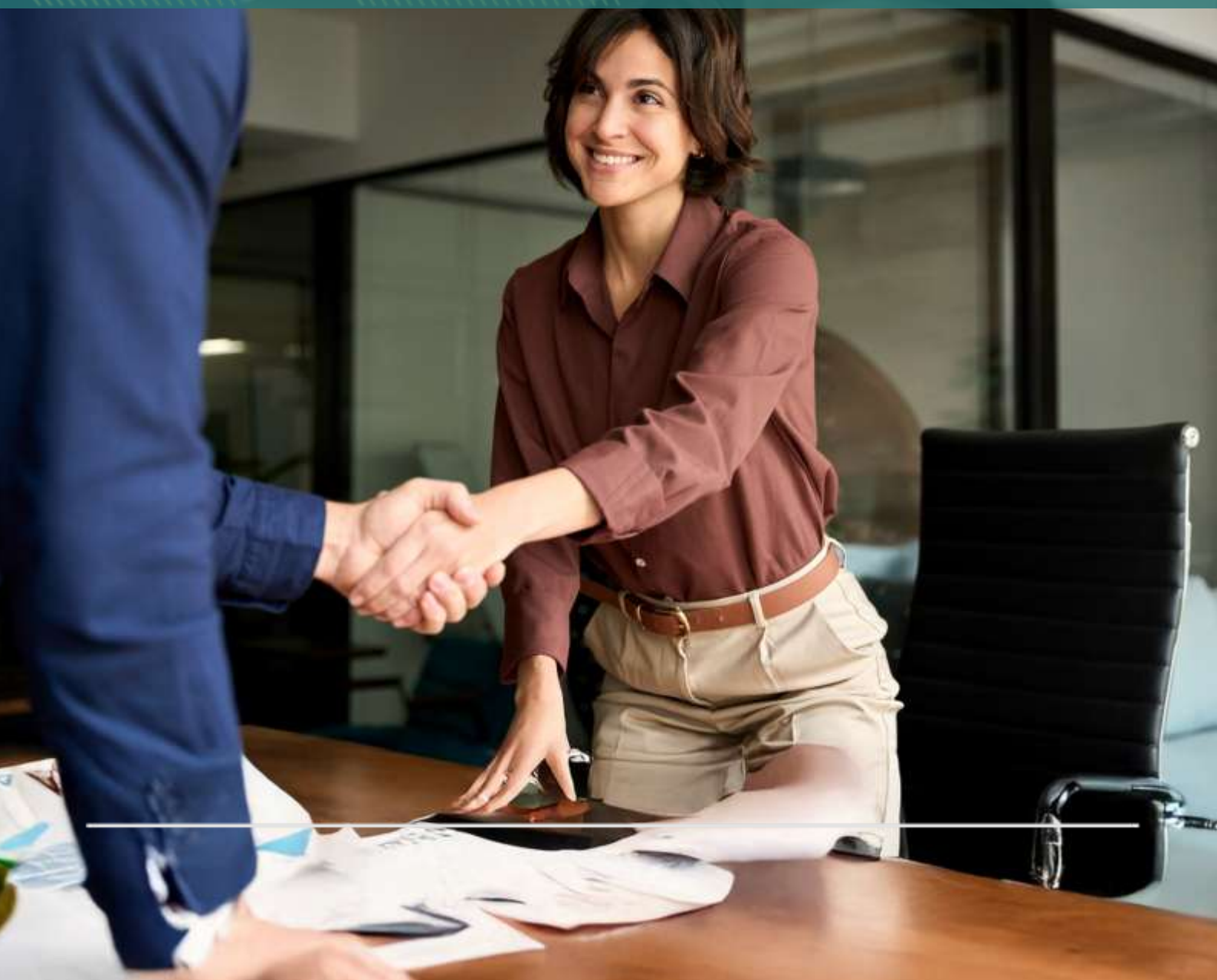




BEYOND WEALTH
FINANCIAL MANAGEMENT

What happens at the first meeting?



Introduction

If you have never sought financial advice before, it is completely normal to feel unsure about what the first meeting will involve. You may be wondering whether you will be expected to bring lots of paperwork, whether you will be judged for your financial situation or whether you will feel pressured to make decisions on the spot.

In simple terms, the initial meeting is an introductory conversation. Its purpose is to understand your situation, explain how the adviser works and help both you and the adviser decide whether working together makes sense. It is not about recommending products or asking you to commit on the spot.

The introduction: understanding who the adviser is

The meeting will begin with an introduction and the adviser will explain how they work. This should include a bit about them as an individual, whether they are independent or restricted, what services they offer, how they are regulated and how they charge for their services.

At Beyond Wealth Financial Management, for any aspect of our financial planning, all actual charges and fees will be fully disclosed to you. We will not charge you until we have discussed your payment options and agreed with you how we are to be paid. We will also let you know if there are any other costs that might arise in connection with the services we provide to you.

This is also your opportunity to ask questions. You might ask how long they have been advising clients, what qualifications they hold or what type of clients they usually work with. A good adviser will welcome these questions.

Discussing your circumstances and goals

A key part of the initial meeting is you talking about your circumstances and your goals.

The adviser may ask about:

- Your income and employment
- Your savings and pensions
- Any debts or financial commitments
- Your family situation
- Your future plans and priorities

At this stage, the questions are usually broad rather than detailed. The adviser is trying to understand the bigger picture, not collect every exact figure.

For example, you might explain that you want to retire early, buy a property, protect your family or simply feel more in control of your money. These conversations help the adviser to determine whether advice is appropriate and where to focus next.

Discussing your concerns is also an important topic at the initial meeting. Being open about your concerns also helps the adviser to tailor their approach. For instance, if you have had a bad experience with another adviser in the past, are worried about market volatility, the discussion may include how risk is managed in investment planning.

Next steps and no-pressure decisions

If you feel comfortable with the adviser and confident in their approach, you can agree to proceed to the next stage. If you're not sure, you are free to walk away and speak to someone else. You should not feel pressured into booking in further meetings or signing any documents until you are confident that you want to work with the adviser.

It is not uncommon to feel slightly overwhelmed at the end of an initial meeting. A lot will have been discussed and it may have raised more questions for you to think about. However, you should not leave the meeting feeling deflated.



At the end of the first meeting, you should feel:

- Listened to
- Clear about how the adviser charges
- Clear about what happens next
- Comfortable asking questions

Financial advice is more than the advice. An adviser should become an extra arm to your family, so you need to ensure that they are the right person for you.

For example, if you are a personable individual, you might value an adviser with similar interests that you can 'break the ice' talking about. If you are a business owner, you may feel more comfortable talking to an adviser with first-hand experience running their own business.

You should never go with an adviser because you feel that you have to. A good adviser will understand that you need to explore all of your options and know that not everyone is a good fit.

Ready to take the first step?

If you have never sought financial advice before, the hardest part is often simply starting the conversation. You do not need to have a large amount of money, a perfect financial history or all the answers. A first meeting is about understanding where you are now and what you would like to achieve.

If you would like to explore whether advice could help you, the next step is to arrange an initial consultation. This gives you the opportunity to ask questions, understand the costs involved and decide, without pressure, whether ongoing advice is right for you.

Taking advice is not about handing over control. It is about gaining clarity, confidence and a plan. When you are ready, get in touch with the Beyond Wealth team to book your first meeting and start building a clearer financial future.



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