

WHY WILLS OR LASTING POWERS OF ATTORNEY I HEAR YOU ASK

WHO I AM AND WHY I AM HERE.

To give you an overview of the industry

To understand how best to use it

To help you help your clients



THE WILL

COMPANY

25000 WILLS TO DATE

WITH THAT MUCH EXPERIENCE
DEALING WITH THAT MANY FAMILIES
HAVING SYTEMS TO HANDLE IT ALL AND MORE



THE WILL
COMPANY

AVOIDING THE RULES OF INTESTACY

- * 6 MONTHS DELAY MINIMUM
- * TO DIE TIDYLY
- * EASIER FOR THOSE WE CARE ABOUT
- * HELP AVOIDING UNINTENDED BENEFICIARIES



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QUICKER PROCESS

- * NEXT GENERATION PLANNING
- * TAX ADVANTAGES
- * GUARDIANSHIP APPOINTMENT



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RINGFENCE YOUR CLIENTS

- * FROM OTHER COMPANIES
- * FROM SOLICITORS/BANKS
- * FROM OTHER PROFESSIONAL ADVISERS



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FREE RE-WRITES

- * IF STORED WITH US
- * AVOIDS PROCRASTINATION
- * WILL MADE FOR THE REST OF YOUR LIFE



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GOOD BUSINESS FOR YOU

- * INCOME
- * REFERRALS
- * STABILITY OF CLIENTS ARRANGEMENTS



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UNREGULATED

- * IT WILL HAPPEN
- * EXPERIENCE MATTERS IN THIS BUSINESS
- * LESS RISK FOR YOU THAN US-INSURED ANYWAY



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WHY LASTING POWERS OF ATTORNEY

- * FINANCIAL
- * BATEMEN STORY
- * WELFARE
- * BETTY FIGG STORY



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MENTAL CAPACITY ACT 2005

- * TO PROTECT THE VULNERABLE ADULT
- * DISTURBANCE OF THE FUNCTIONING OF THE BRAIN
- * ATTORNEY CHOSEN BY YOU



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5 KEY PRINCIPLES

- * 1 A PRESUMPTION OF CAPACITY
- * 2 THE RIGHT FOR SUPPORT TO MAKE A DECISION
- * 3 THAT UNWISE DECISIONS ARE NORMAL
- * 4 BEST INTEREST TEST
- * 5 LEAST RESTRICTIVE MEANS OF INTERVENTION



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HOW TO

- * STANDARD INSTRUCTION FORMS
- * ONLINE OR PAPER
- * TRAINING IS NECESSARY-Banks v Goodfellows 1870
- * SUPPORTING LITERATURE
- * FEES ARE $1/3^{\text{RD}}$ OF TYPICAL SOLICITORS COSTS



THE WILL
COMPANY

SPEED OF SERVICE

- * GUARANTEED TURNAROUND TIMES FIVE DAYS
- * 100% REFUND GUARANTEES
- * FREE RE-WRITES
- * SUPPORTING LITERATURE WEBSITE AND HELPLINE
- * NON ADVICE BUSINESS
- * INDEMNITY TO £2,500,000 PER CLIENT/NO EXCESS
- * WE PAY THE EXCESS



THE WILL
COMPANY