OAK Private Wealth

What We Do and How We Help

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How we work with new clients

In the following brief description we explain what we do, how we work with new clients and then why we should be good people to work with.

What we do & how can we help?

We are financial planners, which means we develop a bespoke strategy for each of our clients that will, as far as is possible, deliver you the things you wish to achieve in the timeframe of your choosing. Once the strategy is agreed we work with you to improve your chances of meeting your goals by managing your wealth, minimising your taxes and protecting your long-term interests.

We develop the strategy with you by understanding where you are in your life, what you value and what you are trying to achieve. We then evaluate what you have, what you are likely to earn, receive or generate and communicate this to you in a way that you can make informed decisions. So that together we will establish a strategy for you.

We offer a hugely personal service where we deliberately limit the maximum number of families that we deal with so we can be there for our clients when each of you needs us and deliver the kind of proactive service you are looking for.

How do we begin to work with you?

First, we need to generate a perspective of your overall financial situation, so we need understand about you, your assets and your needs. We normally meet at this stage, either in person or over zoom.

The next stage is data gathering. We use a ‘letter of authority’ to gather information from the administrators of any pension, investment and life insurance policies. So please could you send us the name (e.g. Royal London, Zurich etc) and either the policy numbers or in the case of a company pension scheme (e.g. the Civil Service or Teachers’ Pension). We’ll also need your national insurance number. We then pre- complete and send you letters of authority to gather the data. You should note that the authority merely gives us the permission to ask questions, not to change anything, nor do we become responsible for the policy.

The kind of things we'd like to know are:

- Details of any other pension schemes, including ones owned by your spouse.
- Details of any other assets and any liabilities such as savings, mortgages, 2nd properties etc.
- What are your plans for continuing work? How much do you earn and have you earned? This information helps us understand how much you will need to support your lifestyle in retirement. Do you know how much you spend every month? And whether this will change when you stop work?
- We would like you to complete a risk profile questionnaire. When advising a couple we would prefer them to complete this separately, unless you truly wish a single approach to risk in your pensions and investments.
- What do you want to do when you stop work? How much will that cost? Are any gifts planned? Are any inheritances yet to be received?
- How about the state pension? Do you know how much you will receive? If not please could you request a state pension forecast here: https://www.gov.uk/check-state-pension you'll need your government gateway if you have one. If you aren't on target to receive the maximum state pension, please also request a contribution statement.

For some clients all this kind of information is in a spreadsheet somewhere, for others it's a hunt and a trawl. Regardless which, if we do this right, you will come out of this exercise with a greater idea of your current financial position, with a sense check on whether you have all you need to achieve what you are looking for and confirmation of whether your current provisions are optimised or whether any changes are necessary.

We do not charge at all for initial work, because we need to see the wood from the trees before giving advice and we find that this is the most productive way to achieve clarity. After we have a good idea of your position, we will then suggest a meeting or a zoom where we can discuss your position before following up by a letter where we explain our thoughts about how we can help, the work entailed and how we would charge. You will not be obligated in any way to engage with us thereafter, but we hope that the competence we prove in the process will give you confidence to work with us.

Why work with us?

We hope that we are well placed to give advice on these matters because:

We are independent

At Oak Private Wealth, we are independent financial planners and do not manufacture our own products.

We are nerds

We have all been working at independent financial advisory firms for more than ten years and most of us have been in the same team for more than the last five years.

As advisers go James has an alphabet soup of qualifications after 27 years of financial planning. There are around thirty-five thousand financial advisers in the UK, James is one of a few thousand 'Chartered Financial Planners', he is one of the fifteen hundred 'Certified Financial Planners', one of the hundred-and-fifty 'Fellows of the Chartered Insurance Institute' and one of the (less than a hundred), practicing financial advisers that are also 'Trust and Estate Practitioners'. The combination thereof easily puts him in the top few percent of the profession, and the combination of qualifications means he thinks laterally to give well rounded financial planning advice.

Sami joined the team in 2022 and works alongside James on every client situation, so that you have the reassurance of two advisers who are briefed on your position. Although Sami is younger, don't let the fresh face fool you. He is already a 'Chartered Financial Planner' and is one of only a few 'Fellows' of the CII.

Other People think we're OK

James has entered two national competitions and we're super proud of him for winning Money Management Magazine 'Inheritance Tax Planner of the Year'. In the second he was shortlisted for Intelligent Finance's 'Financial Adviser of the Year' award (i.e. he got to wear the silly suit, was under the glare of the spotlight only to clap the other guy).

In 2025 Sami was named by Citywire magazine as one of the top 35 advisers under the age of 35. We fully expect this to be the first of many accolades.

We stand on the Shoulders of Giants

We manage well over £130M but rather than think we are the best stock pickers as well as the best financial planners, we regularly use the investment teams at other companies, within our client portfolios.

The level of Service we give is very good

Working with you means we are pro-active and we add value. We seek to ensure you can make informed decisions and bring to your attention the things you need to know in good time. If our level of service doesn't meet your expectations we can be sacked without penalty, at any time, with merely an email.

We will keep things small

James has run big teams and large client bases for other companies but inevitably when one does the service level to each client drops. We believe our relationship with each client is a very good one and to keep it this way we have chosen to limit our client base to approximately 200 families (the ultimate size will depend upon the complexity of each family's needs). We currently manage the affairs for 135 families, trusts and small corporates.

You will only deal with familiar faces

We are a small team. James and Sami are our advisers with Tiffany as our head researcher. You'll probably hear most from Caroline and Sally who keep our promises by leading our administration. There are others in the background, who support these roles, but these are the familiar faces and names you will get to know when working with us.

We charge in a fair manner

we propose individual fees for every client that are commensurate with the level of work we think will be involved and fees are agreed in advance by all clients.

When we manage client assets the total cost of our average client's portfolio is 1.2%p.a. Using the word cheap would devalue what we do, so instead we will use the expression 'great value' because a study by Which1 found the average portfolio costs 1.9%p.a with underlying product and portfolio charges factored in.

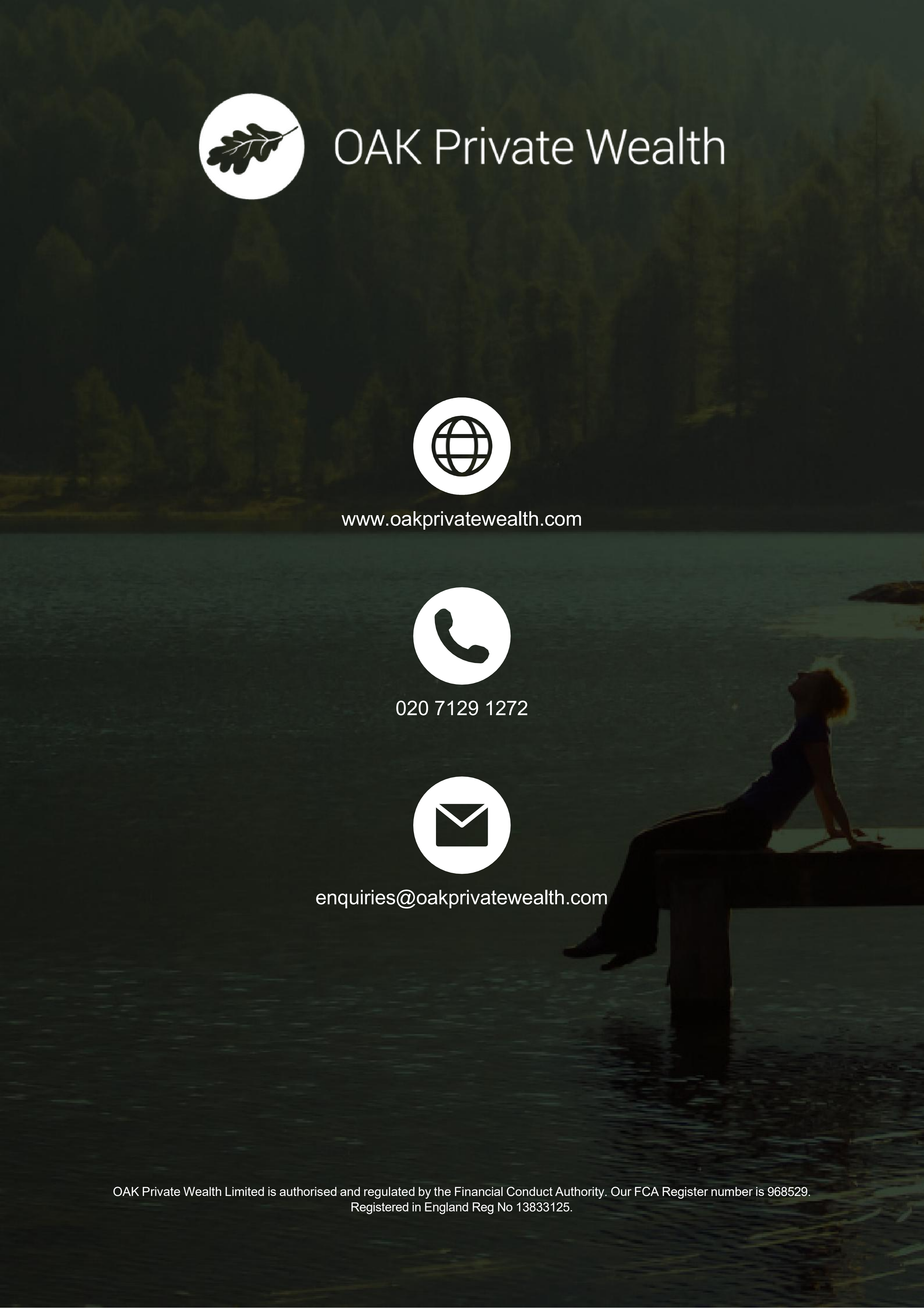
We may be old hands but we're in it for the long term:

James has been a financial planner for 28 years, but as he's 50 and (saddled) with four children, he's likely to be working for at least another 10 years. Sami will be here to advise and guide even longer into the future.

Our agreed purpose as a team is this: 'we love giving all our clients a sense of wellbeing because they have us in their corner'. We hope the service we offer is one you will value. We are small, but we do small well. If you become a client then we will get to know you, we will value you and we'll be here for you.





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