

Defined

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Ascend Executive

Personal High Net Worth Insurance Solutions

Welcome to our Ascend Executive newsletter.

I hope you and your family are well.

Covid-19 has affected all markets and this includes the high net worth insurance market. There was an initial surge in cancellations of holidays as travel restrictions came into play and this has been followed by a shift from theft and escape of water claims, to accidental damage, as we all have been forced to stay at home.

Lockdown has given many clients the opportunity to also think about the value of jewellery, wine collections or the rebuild cost of property. It is, of course, always about the right insurance cover over price and now more than ever is the key time to review your assets and long-term plans to ensure the correct protection is in place.

We have also seen the insurance market "harden" since the beginning of the year, meaning that some insurers have increased rates in certain areas or even exited the market totally. We call this 'reducing capacity' and although this has not affected any of our clients to date, we will, as a matter of course, start renewal discussions earlier with you. We are seeing insurers using technology-based risk management systems more than ever, for example providing water leak detection systems as part of their renewal offer, such as Leakbot or Hive.

The team and I look forward to continuing to provide you with a dedicated advice-driven service.

Kind regards,

Matthew Collins
Managing Director
Ascend Executive

Ascend's Rebuild Valuation Service

Buildings should always be insured for the amount it would cost to rebuild them. However, fewer than one in ten properties in the UK are covered correctly.

We have teamed up with RebuildCostASSESSMENT.com to offer all Ascend Executive clients a discounted rebuild valuation service by a regulated RICS surveyor (Royal Institution of Chartered Surveyors) organisation.

This service is available online at £160 + VAT – all Ascend Executive clients obtain a discounted rate of £120 + VAT.

70% of properties are underinsured, facing a reduced insurance settlement should you have the unfortunate experience of having to claim.

RebuildCostASSESSMENT.com offer you a reliable low-cost service. You'll receive a comprehensive Rebuild Cost Assessment (RCA) report guiding you on how much you should insure your buildings for.

[Read more here](#)

5 tips for budding wine and whiskey collectors:

Collecting can be an enjoyable and rewarding hobby that may prove to be a great investment.

- **Decide on a budget** – experts say £1,000 is a great starting point. This will allow you to spread out your collecting over months or years, giving you great flexibility.
- **Buy what you like** – having a wine or whiskey collection is about enjoying your chosen drink. Ideally your collection should be varied but for a starting point, stick to what you enjoy.
- **Storage** – before you buy your first bottle you need to know where to store it. Think of places that will maintain a steady temperature, as temperature fluctuation will have considerable effect on wine or whiskey in the long term.
- **Find the deals** – this is where winery or whiskey clubs and magazines come in handy. Looking at deals could be a great place to start your collection.
- **Keep learning** – do your research, read reviews and books. When you do pour that first glass you've saved for years, you'll know your research has paid off.

How we can help

We can cover individual bottles or whole collections. Talk to us if you need cover at home, or in storage such as a bonded warehouse. Cover can include:

- Accidental Loss
- Pairs/Sets Cover
- Theft

Some wine bottles are more valuable as a set. We can arrange cover that ensures you are covered in the event of the set being damaged or incomplete.



A wine collection with no labels after a flood.
Would your insurance company be able to identify their vintage and value?

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Click to watch video



A trust is a powerful way of arranging your assets

Trust & Estate Planning

When planning to leave an inheritance, two things are particularly important. You want to ensure that the right people inherit your wealth according to your wishes, and you (probably) want to minimise the amount lost to inheritance tax (IHT).

To achieve these goals you'll need an up-to-date will, and you can also reduce the size of your taxable estate, for instance by making gifts during your lifetime. However, sometimes these measures alone may not be enough to achieve your aims. If so, you may consider a trust..

What are trusts?

A trust is a legal arrangement in which a 'trustee' (which may be one or more individuals, or a company) keeps assets for the benefit of a 'beneficiary' (usually one or more individuals). The assets – usually money, property or investments – may eventually pass to the beneficiary (e.g. when he/she reaches a certain age) or may be held indefinitely to provide them with a certain benefit (e.g. a place to live or an income).

Trusts are often used when the beneficiary isn't able to manage the assets themselves, for example if they are dependent children. Placing assets into a trust will also ensure that they are reserved for that particular beneficiary, rather than being spent or otherwise disposed of. Last but not least, trusts can be used to reduce IHT.

How can a trust reduce inheritance tax?

When you place assets into a trust, you are no longer their owner (the trustee is). The assets are therefore not part of your estate, and so will not be subject to IHT when you die.

A trust can also be used to help your beneficiaries pay an IHT bill. You can set up a special kind of life insurance to pay into a trust (so that it falls outside your estate) and cover the amount to be paid.

How do I set up a trust?

There are several types of trust, suitable for different purposes. For instance, you may want the beneficiaries to inherit as soon as you die, or only once they reach a certain age, or you may want a trust that holds on to the assets but only pays an income, and so forth. Generally, you can tailor a trust to suit your particular circumstances.

You can set up a trust at any time, or write one into your will. Trusts set up as part of a will may have the executor as trustee, but you can choose another trustee if you wish.

All Ascend Executive customers can access a free consultation to discuss all aspects of trusts with Julie Kitson, Director, Trusts & Estate Specialist.

T: 0203 747 9242 F: 0203 070 0203 M: 07764 324 565
E: julie@jarrovian.co.uk



Julie Kitson, Specialist Director Trusts and Estates, provides an expert overview, or two key areas all customers should consider.....

Jarrovian Personal Finance Portal

Jarrovian Wealth provide you with access to your own Personal Finance Portal - all your finances in one place 24/7 on any mobile or web device. It enables you, at the click of a button, to get an up-to-date valuation of your portfolio.

This includes:

JARROVIAN WEALTH PLATFORM

Secure access to view your investments held on the Jarrovian Wealth platform.

GROUP SERVICE PORTAL

Use the Group Services portal as a highly secure way of communicating with us, accessing documents, and signing documents securely from our Trust and Estate Services, and Financial Planning services.

FOREIGN EXCHANGE

Currency UK is a global payments company with a high level of expertise in international payments and foreign exchange.

Learn more by [clicking here](#)

Mortgage Protection – are we missing a trick?

Life insurance is frequently taken out to repay a mortgage in the unfortunate event of death. Indeed, this is viewed as essential cover for both families and lenders alike to ensure that the spouse, partner or family member has funds available to pay off the mortgage.

Similarly, Death-in-Service Benefits from a pension or Group Life cover is often earmarked for repayment of a mortgage.

On the death of the insured, the benefits pass out as intended. The mortgage is paid off, increasing the equity ownership. All good, but are we missing an opportunity here?

When a claim is made on insurance, the insurance falls into the insured's estate. This causes the following problems:

- The insurance proceeds could be liable for Inheritance Tax (IHT)
- Probate may need to be obtained before the insurance proceeds can be claimed
- When passing to a surviving spouse, the assets fall into their estate and will be included in any future "re-marriage" estate
- If a re-marriage ends in divorce, then the funds will be included in the divorce settlement
- If the recipient of the insurance proceeds is made bankrupt, the funds will be included in the bankruptcy order
- If the recipient receives means tested benefits, these will be affected by receipt of the insurance

Writing the policy or benefits under an appropriate trust immediately removes all of these problems.

An appropriately drafted trust means the benefits are held by the trust, and not by the estate. In the event of death, the proceeds can be paid out without the grant of probate. More important is the fact that the funds will be outside of the insured's estate and so not liable for IHT and, even more importantly, protected from divorce & re-marriage.

Another key point is that the proceeds held within the trust can be retained outside of the beneficiary's estate. This both reduces the impact from future IHT and social impacts and third party claims – in essence this means that, in the event of death of the person insured, the proceeds will be held in the trust and used by the beneficiaries (either by releasing income or loans to them). This can potentially avoid another layer of Inheritance Tax which is payable in the event of the beneficiary's death. The assets can remain in the trust for up to 125 years), thus providing the same protection for children and grandchildren.

Trusts are an essential element of planning for clients to protect against unnecessary payment of Inheritance Tax, and key long-term wealth retention within the family.



New Car Sales: The Covid-19 effect

When the Government imposed lockdown on the 23rd March, due to the pandemic, dealerships and showrooms closed for several months. The month of April saw a big drop in new car sales and new registrations for the month also went down by a massive 97% on the same month last year - just 4,321 new cars were registered, the lowest monthly amount since 1946!

That's right, April saw new car registrations at the same level they were at just a few months after the 2nd World War ended, when rationing was still very much in place and the country was trying to plan its recovery.

Whilst the likes of Austin, Hillman, Morris, Alvis and Armstrong Siddeley would have been some of the popular choices back in 1946, who'd have imagined that something like the Tesla Model 3 would have been the biggest seller the next time sales were at this level?

Of course, those customers that were wanting to take delivery of their new cars in March, April, May and June (and had often been waiting many months for them to be built!) simply couldn't get them delivered.

Whilst the motor industry is certainly in recovery, it is clear that with the financial uncertainty that this global pandemic has brought, recovery is likely to take many more months (or maybe even years) with June sales figures still almost 35% down on the same month last year at 145,377 newly registered vehicles.

Even though new car sales are drastically down, it's really interesting to take a look at which cars are selling.

During the low lows of April, the Tesla Model 3 was the number 1 seller closely followed by the Jaguar I-Pace. **That's right, the top 2 sellers were both fully electric cars.**

When we look at the market share by fuel type, SMMT data shows a year on year decrease for diesels (down from 26.7% to just 18.2%) and a decrease in Petrol cars (from 64.8% to 60.01).

Battery Electric Vehicles (BEV) have seen a steady increase from 0.9% last year to 4.7% this year, Plug-in Hybrid Electric Vehicles (PHEV) are up from 1.2% to 3% with other types of hybrids also increasing from 7.6% to 13.9%

Whilst it is clear which way the market is moving, alternative fuel vehicles like those mentioned above are still small in numbers in comparison to traditional petrol and diesel cars but we can definitely anticipate an even steeper climb as we move towards the Government's 2035 ban on the sale of new petrol and diesel cars.

The housing market vs. Coronavirus

As millions continue to work from home, and with stamp duty suspended until 2021, the housing market has seen a 'mini-boom' as people re-evaluate their living situations.

The stamp duty holiday appears to have had the desired impact, with the property market currently experiencing a 'mini-boom'. Whilst only a month ago commentators were talking about low rates of mortgage approvals and reductions in property values of up to 10%, the sector has bounced back with significant increases in enquiries and record average property prices.

Some of this can be attributed to demand being released from the 2 months where transactions were delayed, as well as homeowners rethinking their lifestyles and future-proofing in the event of further lockdowns, and, of course, those wishing to take advantage of the stamp duty holiday until March 2021.

In recent months, many people have worked effectively from home and this is causing people to re-evaluate where they choose to live and how they use their space at home. There has been a surge in interest in rural and coastal areas, with more city dwellers looking to move to locations where there is more outdoor space, enabling better social distancing, a 'healthier' less polluted environment and also, importantly, areas where they can get more for their money. The impact of this shift can already be seen in London where increases in property prices are not mirroring the rest of the UK and average rental income is significantly down.

So what does this mean for Ascend Executive customers?

- More main family homes in provincial areas, with city pads for those days when people need to be in the office or want to experience London's culture and buzz at the weekend for short breaks
- For those staying in the city, homes with larger gardens or more space will become increasingly attractive
- Digital connectivity will be essential for a property to achieve its potential value with more of us routinely working from home
- Greater buy-to-lets in more provincial areas
- More building works projects are likely to be undertaken for those not wishing to move, as the lockdown has provided an opportunity to understand how they need to live in their homes in the future and also the time to plan (Reminder - if you are planning on undertaking any building works to your property please let us know before commencing)
- And last, but by no means least, the importance of good online security will have a higher profile with the public, and the automatic inclusion of cyber cover, given the increasing frequency of cyber-attacks in recent months, will become common place. We can provide cyber cover for home systems damage, cyber liability and cybercrime in our Executive products.

A reminder about LeakBot

Escape of Water claims are very much a hot topic at the moment and we have seen lots of news about different devices that are available through various providers, so we thought we'd take the opportunity to remind you about some of the options we have available for you. LeakBot has a super smart leak detection system which has proved to be really beneficial. A LeakBot package comes with the following added benefits:

- Free LeakBot device
- Unlimited free Find & Fix service operated by HomeServe
- Nil Escape of Water excess for claims free risks

The LeakBot device simply clips on to the home's internal stop tap pipe and connects via WiFi. LeakBot's patented Thermi-Q technology accurately measures both the air and water temperatures in the home. If there is a leak, the pipe will continually draw colder water from outside into the home, creating a consistent drop in temperature. LeakBot can sense the prolonged and consistent drop in temperature and will alert your client to the problem.

Insurers are providing discounted systems as part of their renewal terms, in some instances.



Get the right cover for your needs

Home & Contents

- Worldwide all-risks cover for all your possessions
- Agreed values for Jewellery, Fine Art & Valuables
- Accidental damage cover provided as standard
- Automatic protection for new acquisitions
- New-for-old cover on all contents, without deductions
- Replacement, repair and cash claim settlements

Specialist motor vehicles

- Comprehensive cover for driving any other cars
- Any driver cover provided for your cars
- Manufacturer-approved parts replacement
- Your choice of preferred repairer
- Suitable courtesy cars provided as standard
- Agreed value for total loss and theft claims
- No wear and tear deductions
- No penalties for 'no-fault' incidents - such as vandalism

Practical Advice

We will assess and agree accurate replacement sums for your homes and possessions and create a transparency that speeds claims payments. Then, we will identify the risks you face and help manage, reduce or eliminate them, without compromising your lifestyle.

Broader Cover

We devise individual protection plans, to match your cover to your real needs – with flexible limits and fewer conditions, avoiding those grey areas between policies. You only purchase the cover you really need, leaving you free to enjoy your possessions.

Straightforward Claims

We simply aim to restore what you have lost and honour your choices, saving you nasty surprises.

Developments on the Ascend Executive website...

[Security concerns for second homes – tips on reducing the chance of theft](#)

[Reasons why you need valuations for collectables](#)

[Jewellery theft during travel has doubled](#)

Changing the way you manage your insurance programme.



Ascend 24/7 App

- View your records wherever you are
- Reduce insurance administration
- Request changes anytime day or night
- Have all your information in one place
- Access claims information



Ascend Claims App

- Instant claims reporting
- Digital claim form with GPS information
- Start the claims process within 5 minutes
- Reduce claims costs

Ascend Executive
Personal High Net Worth Insurance Solutions

Passionate about insuring the exceptional

Specialist high-value car, home and contents insurance

If you drive high performance vehicles or own a luxury family fleet, speak to the award-winning team at Ascend Executive for our VIP service

Contact the Ascend Executive team today:
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