

# Newsletter – Winter 2018-19



**To our valued clients, thank you for your continued support and welcome to our latest newsletter. Please let us know if you would like further information on the featured items.**

## **BREXIT, Trade Wars, Sanctions, Concerns of a global economic slowdown**

All of the above concerns and a few more have been in the headlines in recent months. This heightened level of uncertainty is leading to an increased level of volatility and client concern. Unlike many other financial adviser firms, at Howe Maxted Group we have always endeavoured to deliver a high service level with 6 monthly reviews, this enables us to meet with our clients face to face on a regular basis. At these meetings we can address any concerns they have and discuss how their portfolios and long term financial plans may have been impacted in the short term from recent market events.

Part of our role is to ensure clients have the confidence to invest, understand the risks and do not panic when we are seeing an increased level of market volatility. One of our mantras has always been to 'keep calm and carry on', focus on your long term goals.

Trying to out-guess the market invariably does not pay off over the long term. In fact, it often results in quirky, irrational behaviour, not to mention a dent in your wealth. Implementing a strategy that is well thought out and sticking to it should help you avoid many of the common investing mistakes.

On 3<sup>rd</sup> January 2018 MIFID II came into effect introducing a range of industry obligations. One of these obligations is for Discretionary Fund Managers to advise clients if over a 3 month period their portfolio value has depreciated by 10%. To date we have not needed to issue any such notifications. However, this is not to say with the increased level of volatility we are seeing, this will always be the case. It is important to remember this is not a loss unless you liquidate your investments at this point. Our advice as always would be to 'keep calm and carry on', with our investment analyst, Mark Stephens more likely to see the decline as a long term buying opportunity rather than an opportunity to sell.

As holistic financial planners, we do not only focus on investment returns. Whilst this is important, so too is making sure clients take full advantage of any tax planning opportunities. John, Laura and Paul will be speaking to you about this in the run up to the end of the tax year.

## **Spread the word**

We are very proud at Howe Maxted Group to be able to say the majority of our new clients are referred to us by existing clients. We would like to take this opportunity to thank you for this. Each and everyone one of us at Howe Maxted Group always endeavour to go above and beyond for our clients. We may not always get everything right, but when things do go wrong we always look to address any concerns as quickly as possible. Please continue to spread the word, we are always looking for new members to our 'club'!

## O2 Summit Conquered!

There seems to be a theme when HMG decides to get together for a challenge and some fun. The weather is extreme! Despite the sideways rain we encountered on the climb and at the top, everyone, including those who are not keen on heights made it up and back safely. The promise of a meal and a drink or two may have assisted!



## HMG for your General Insurance needs

While you will be familiar with the many ways in which we can help you with your investment, pension and protection needs, have you considered Howe Maxted Group for your General Insurance requirements? Through our membership of the **Marsh Ltd Probroker Network** we are in the enviable position of having all the benefits of a local, established independent business coupled with the support and research capability of a global insurance brand.

### Personal Insurance Solutions

- ✓ Home Insurances, including period, listed and modern buildings, let, unoccupied, second and investment properties
- ✓ Home owners building & works specialist insurances
- ✓ Private vehicles
- ✓ Yachts and motorboats
- ✓ Valuables & collections, including antiques, jewellery and fine art

### Commercial Insurance Solutions

- ✓ Shops, Offices, Factories & commercial premises
- ✓ Liability & indemnity insurances
- ✓ Contractors Insurances
- ✓ Sports & Leisure
- ✓ Marine Insurances
- ✓ Commercial Motor Fleet
- ✓ Engineering Risks
- ✓ Loss Recovery
- ✓ Aviation Insurance

Being an independent insurance broker, we have access to excellent policies with high net worth A rated insurers.