



The WAY Estate Transfer Plan

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Please Note:

This document is for the use of and is directed at Financial Intermediaries only. No reliance must be placed on this information by any other persons. This is an outline guide only. Full details of the Plan/Product described can be found in the appropriate WAY brochure. Copies of all WAY literature are available from your Regional Manager or at www.wayinvestments.com
All information correct as at 1st March 2010

Objectives

- To remove capital from the Planholder's estate in order to mitigate Inheritance Tax (IHT).
- To provide an immediate discount to IHT liability.
- To allow unlimited investment size without any initial IHT charge.
- To retain access to regular income.
- To provide flexibility to adapt to changing needs.
- To deliver good growth potential from a well diversified risk-graded international portfolio.

The mechanics of the plan

- Capital is invested in one or more of the risk-graded WAY Portfolio Funds via a series of offshore endowment policies.
- The policy death benefits are immediately gifted into a Bare Trust for the eventual benefit of chosen Beneficiaries; the Planholder retains the maturity benefits.
- A bespoke pattern of maturities of sub-policies is selected to provide an effective "income" stream on annual anniversaries of the policy start.
- The maturity pattern can be matched precisely to the Planholder's needs – they do not have to accept a fixed pattern such as 5% per annum.

- There are no early surrender rights; all access is via the scheduled maturities.
- The Planholder may postpone surplus or excess maturities in whole or in part to any later anniversary so that only precisely what is needed from each maturity is taken.

Tax benefits

- The Initial gift, and any subsequent maturity postponements are Potentially Exempt Transfers and are made without an immediate tax charge regardless of value.
- Potentially substantial immediate IHT saving via the discount to the gifted value (subject to underwritten life expectancy and chosen pattern of maturities).
- All growth is immediately outside of the Planholder's estate for IHT purposes and capital falls out of estate after 7 years.
- Gross roll up of gains within offshore endowment policy.
- Removal of surrender rights mean that death benefits have no value for tax purposes – death benefits are paid without any tax liability.

Further information and help

- Simply call your local WAY Regional Manager – see the list on the left.