



HARTSFIELD

TRUSTEE SERVICES LIMITED

wisdom through experience





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Why you?

We all like to have choice, whether that's over where we shop, what we wear, or how we spend our money.

As the owner-manager of a business, you more than most are used to having choice and being in control, so it's only natural that you want to have choice and control over your pension.

So, can you have choice? Can you take control? The answer is 'yes'. Pensions are flexible, and with that flexibility you have options. While you save for your retirement, you can harness your pension to support your business, to buy commercial property, even to save on taxes.

So, you have the choice – now you just need a trusted partner, who has the know-how.

Why us?

"And if anyone knows anything about anything, it's Owl who knows something about something," so said Winnie-the-Pooh.

At Hartsfield Trustee Services, we pride ourselves that – when it comes to pensions – we truly know "something about something".

We've been involved in pensions for more than 30 years, working with owner-managers to take control of their pensions. We work in partnership with our clients, in a completely open and transparent way, and they trust us to guide them on their pensions journey.

With Hartsfield Trustee Services, you know you are in experienced, wise-old hands.

And if anyone
knows anything
about anything,
it's **Owl** who
knows something
about something

'I LOVE CREATING PARTNERSHIPS; I LOVE NOT HAVING TO BEAR THE ENTIRE BURDEN OF THE CREATIVE STORYTELLING, NOT ONLY DO I BENEFIT, BUT THE PROJECT IS BETTER FOR IT.'
STEVEN SPIELBERG



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The Hartsfield Small Self-Administered Scheme – SSAS

'SSAS' may not be the most catchy title, but our investment-regulated pension scheme is ideally suited to owner-managers who want their pension to work for them and their business. And a SSAS is no new kid on the block, they've actually been around since the Seventies.

Here's how our SSAS works: Your company (or companies), along with our trustee company (White Horse Trustees Ltd) set up a registered pension scheme and become joint administrators. You can then invite up to 11 key members of your staff and, in certain circumstances, family members to join. All members of the scheme will also be trustees.

As with all pension schemes, the Hartsfield SSAS will provide you with the option of a tax-free lump sum and then an income in retirement - so far, so good. But what makes a SSAS different is the other benefits it can bring you – tax planning, choice over where assets are invested (for example, you could buy the premises you trade from) and the option of a loan into your business.

And why choose the Hartsfield SSAS? Because we've taken time to create the very best product, to offer you maximum flexibility and maximum control. And as a business owner, having a SSAS is a wise choice to make.

A SSAS is no new kid on the block, they've actually been around since the **Seventies**

'LIFE'S TRAGEDY IS THAT WE GET OLD TOO SOON AND WISE TOO LATE.'
BENJAMIN FRANKLIN





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Tax planning

The Hartsfield SSAS is a useful and effective tax planning vehicle and owner-managers have been reaping the benefits of the SSAS model for over forty years.

If you have individual existing pensions, you can transfer these into a SSAS. Before you make any decisions, though, it is important to get financial advice to ensure you don't lose any entitlements. You also need to be able to make an informed decision over whether the benefits of the transfer outweigh any downsides.

You can keep paying in until you reach a Government-directed maximum amount, after which you will lose some of the tax advantages.

As a general rule, contributions made by you, the sponsoring employer, will receive Corporation Tax relief. Personal contributions may also be made and you could receive tax relief through self assessment.

This initial tax relief is the key difference between a SSAS and other tax-friendly savings, such as an ISA. As your pension grows, the fund is largely free of tax and all the while you have control over the money you are investing.

It may sound complicated, but Hartsfield will work in partnership with you to put everything carefully in place to make your SSAS work for you and your business, while you save for your future.

As your pension
**grows, you have
control over the
money you are
investing**

**'THE WISDOM OF THE
WISE IS AN UNCOMMON
DEGREE OF COMMON
SENSE.'**

WILLIAM INGE



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Investments

So, you have your Hartsfield pension – now where can you invest it?

Technically, you can invest in anything, but take it from the experts (us!) that you'd be very unwise to do so, because certain investments will incur tax charges.

So, what can you sensibly invest in? Your SSAS will need a bank account, so cash deposits are one obvious investment, but others include shares in listed companies or in private companies, unit trusts and Government securities. Commercial property is an area of investment which has many advantages, as does using your pension to provide a loan to your business or businesses.

Of course, you'll need to seek financial advice, but there is a wide range of allowable investments which give you the flexibility you need.

And, once you've chosen, we hope you will engage Hartsfield to help you. Why? Because our knowledge, experience and expertise don't come from a manual, they have been built up over three decades. We have a hands-on approach, working with a huge range of clients with very diverse requirements. We will carry out all the complicated, technical work needed to create and run your SSAS, while you sit back and enjoy the benefits.

Our knowledge doesn't come from a manual

**'WISDOM IS NOT
WISDOM WHEN IT IS
DERIVED FROM BOOKS
ALONE.'**
HORACE



Investment example – loans

There are many advantages to a SSAS, but one which isn't available with other types of pension is a 'connected-party loan' and this can be a highly beneficial investment for all parties.

So what does this mean? Put simply, this loan option – which is available to any participating employer in the pension – provides a source of business funding without having to seek investment from a third party, such as a bank. And the beauty of it is, you have control and security.

How does it work? A loan is made from the pension fund to your business and your business pays a commercial rate of interest on this loan back into your pension fund. So while your company has the investment it needs, at the same time your pension is growing from the interest payments.

The loan has to meet five key tests, one of which is to establish what security will be provided for the loan, but this is where our expertise at Hartsfield comes into its own.

We will carry out all the necessary work, diligently ensuring the loan meets the key tests; the number-crunching, regulatory and – we'll be honest – unglamorous, behind-the-scenes work which brings about the perfect solution to benefit both your business and your pension fund.

The perfect solution
to benefit both
your business and
your pension fund

'SPECTACULAR
ACHIEVEMENT IS
ALWAYS PRECEDED BY
UNSPECTACULAR
PREPARATION.'
ROBERT H. SCHULLER



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Investment example – commercial property

Commercial property – and, importantly, we’re talking only about commercial and not residential property – is another popular investment option.

If you choose to invest in commercial property alongside other investments, then you’re diversifying and spreading risk. The rent you receive grows tax-free, as does the growth in value of the property. And as the property is not owned by the individual, or by the company, it is in most cases ring-fenced from creditors.

Consider this scenario; your pension invests in the property from which your company operates and although your company pays a commercial rent, this rent would be benefiting your pension rather than a third-party landlord.

Your pension can also raise money via a commercial mortgage of up to half the scheme’s net value to help extend the pension’s buying power.

This may sound complicated, but the Hartsfield team have extensive experience and we’ll work with you to get your desired result. And, working with our trusted team of specialists – including lenders and solicitors - we can organise a commercial property investment in an efficient, effective and – for you – stress-free way.



Commercial
property...
a popular
investment
option

**'IT'S TANGIBLE, IT'S
SOLID, IT'S BEAUTIFUL.
IT'S ARTISTIC, FROM MY
STANDPOINT, AND I JUST
LOVE REAL ESTATE.'**
DONALD TRUMP



Reaping the rewards

The words 'pension' and 'retirement' are invariably uttered in the same breath, but of course you don't have to retire to start reaping the rewards. You could still be working, you could still own businesses, but part of your overall income comes from your pension pot – it's all about choice and flexibility.

For most people, the earliest age they can take retirement benefits is 55 – although, as we continue to live longer, this minimum age may change.

Broadly, you can take a tax-free lump sum of 25% of the value of your pension and you have choices about what to do with the rest, whether to purchase an annuity, whether you draw an income directly from your SSAS, or whether you consider transferring the pot to an alternative type of pension

Before you make any decisions it is important to consult your financial adviser.

Pensions are all about choices, of which the Hartsfield SSAS is just one – but one which we have found benefits many, many business owners.

You don't have to retire to start reaping the rewards

'DON'T THINK OF RETIRING FROM THE WORLD UNTIL THE WORLD WILL BE SORRY THAT YOU RETIRE.'
DR SAMUEL JOHNSON



Death benefits

Benjamin Franklin said there were two certainties in life, death and taxes, and with pensions both come into play.


When you die, your pension does not die with you, and any remaining funds will be passed to your beneficiaries. The amount and type of benefits depend on how much remains in the fund, at what age you die and the benefit options chosen.

With the Hartsfield SSAS, again there is flexibility and choice. The remaining trustees have discretion over whom to pay benefits to, and will be guided by your wishes which you will have indicated in an 'expression of wishes' form.

Your beneficiaries may choose to take any remaining money as a lump sum. Equally, they may prefer to have a regular income until the fund is depleted.

Importantly, the funds held in your Hartsfield pension will not form part of your estate, and so will be treated separately for inheritance tax purposes.

Overall, the approach to pensions is fairer and more flexible than has been the case in the past – more can be passed to your loved ones, you have more choice, and you can have more confidence in your investment.



More can
be passed
to your
loved ones

**'THE WISE MAN MUST
REMEMBER THAT WHILE
HE IS A DESCENDENT OF
THE PAST, HE IS A
PARENT OF THE FUTURE.'**
HERBERT SPENCER



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The next step

Should you decide to go ahead with a Hartsfield pension, you will be assigned a dedicated relationship manager who will work in partnership with you to set up your SSAS and who will have detailed knowledge of your scheme. Finding good partners is the key to everything.

We have annual trustee meetings, to discuss and review the scheme, but we are available at any time, whenever you need us, to answer queries, and we welcome comments and feedback.

Where possible, we offer a fixed fee so you have complete transparency. Our fees can be paid either from the SSAS itself, or alternatively from your company. If the latter, they then have the advantage of potentially qualifying as a tax-relievable business expense, so can be deducted against Corporation Tax. VAT could also be reclaimed.

All our costs for administering a Hartsfield SSAS are outlined in our schedule of fees.

Finding good partners is the key to success in everything

'THE JOURNEY OF A THOUSAND MILES BEGINS WITH ONE STEP.'
LAO TZU



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Speak to us

If you would like to find out more about the Hartsfield pension, we are more than happy to chat to you to answer any questions you may have.

When you are ready to go ahead, you need simply to complete scheme and member application forms, and return them with proof of identity. We'll do the rest.

We hope you will join our many other clients as Hartsfield pension holders, enjoying their many benefits. Indeed, we're so confident of our product, you won't be surprised to learn that at Hartsfield Trustee Services we have our own SSAS.

We look forward to hearing from you.

HEAD OFFICE

Hartham Park, Corsham, Wiltshire SN13 0RP

Tel: 0800 612 6644

Email: info@hartsfield-trustees.co.uk

www.hartsfield-trustees.co.uk





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Hartsfield is proud to work alongside local businesses
where possible: **Brochure design: Fossil Design Ltd**