



Atkins Ferrie Wealth Management

ISSUE 12 | DECEMBER 2022 - FEBRUARY 2023 | £4 or FREE to AFWM Ltd clients

venture

enjoy life more



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Broomhill Estate in North Devon



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Verre-églomisé artist
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welcome



Many years ago – certainly more than I care to remember – *The Guardian* newspaper launched a competition inviting budding travel journalists to pitch their dream itinerary. At stake was the cash to fund your chosen itinerary and the chance to write about it for the paper. I was desperate to win. Indeed, I convinced myself I would.

My unbeatable idea was to theme my trip around my favourite James Bond film locations. I pictured myself soaking up the sun on Caribbean beaches, hurtling down Swiss mountains, haggling over jewellery at the Grand Bazaar in Istanbul, attending ninja training in Japan and going 'all in' at the Casino de Monte-Carlo. In the end, the task of whittling down so many iconic scenes and locations into one coherent itinerary became so overwhelming, I gave up. The closing date for applications passed and with it my hopes of becoming the next Alan Whicker.

My desire to follow in the footsteps of the world's most notorious secret agent hasn't left me, however, and so I was excited to discover that luxury travel company Black Tomato has been busy doing all the hard work for me. Working in close collaboration with the James Bond production team, including some of their most longstanding location scouts, Black Tomato is developing a series of 007-inspired adventures starting with a multi-country European itinerary that goes on sale in March 2023. I catch up with co-founder Tom Marchant on pages 16-17 to find out what we can expect from the debut trip.

It's not just travel companies taking inspiration from the movies. This issue I visit the Broomhill Estate in North Devon, where the newly refurbished hotel rooms have each been inspired by a different cult classic. Turn to pages 12-15 to find out which room I chose to spend the night in and take advantage of 25% off all room bookings for *Venture* readers.

Sadly, this is my last issue as Editor of *Venture* but I'm pleased to say another Kate – Kate Duggan – is poised to take over the reins and will continue to bring you a quarterly dose of ideas and inspiration to help you 'enjoy life more'.

If you're reading this in December, I hope you have a happy and peaceful Christmas and wish you a fulfilling new year ahead.

Kate Treleaven

EDITOR

kate@afwmventure.co.uk

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PLEASE RECYCLE

venture

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COMMITTED TO INDEPENDENCE

At AFWM Ltd. we are fiercely independent and impartial, ensuring that each individual client gets the best solution for them. A recent review of our mortgage advice revealed that, over the past year, AFWM Ltd. recommended no less than 28 different mortgage firms across a wide range of products with 42% of advice given on main residence mortgages; 30% on equity release; 2% holiday home mortgages and 26% on buy-to-let. This truly demonstrates our commitment to independence, where many advice firms are limited to a panel of only half a dozen companies.

SUMMER OF SPONSORSHIP

WE HAVE HAD a very busy summer sponsoring and attending many events across the South West. Our advisers will have attended a total of 65 individual events by the end of the year. We have given 2,349 visitors the opportunity to win a stay at Lewtrenchard Manor, and with a few more events to go, there is still the chance to win. This winter we are proud to continue our sponsorship of Chudleigh Christmas Fair, which is taking place on Thursday 8 December at the Town Hall, and will also be sponsoring Exeter Bach Choir's JS Bach Christmas Oratorio on Saturday 17 December. Read more about the choir on pages 42/43.

SUPERCARS RAISE SUPER FUNDS



WE WERE DELIGHTED to be headline sponsor for the Sherborne Classic and Supercars Show in July. The event raised a grand total of £61,500 which will be shared between Children's Hospice South West and 12 other small charities within a 30 mile radius of Sherborne.

IT TAKES TWO IN SHERBORNE

WE ARE PLEASED to announce that Tabitha Parham has successfully completed her Diploma in Regulated Financial Planning and joins Oliver Walker as the second adviser based at our Sherborne office. Tabitha is looking forward to using her past experiences to give the highest quality financial advice to her clients. Some of you may recognise the face but not the name, as August was a very busy month with double celebrations for Tabitha. She also got married to her fiancé Jack and we wish them both many years of happiness together.



HARRY ARRIVES IN HELSTON

SEPTEMBER SAW US welcome a new arrival at our Helston office. We are pleased to introduce Harry Griffiths, our newest member of the team. Harry joins us as a trainee independent financial adviser, supporting our existing advisers whilst working towards the completion of his Diploma in Regulated Financial Planning.



ST IVES SUCCESS

WE ARE PLEASED to announce two promotions at our St Ives office. Andrew Steward is now Executive Finance Administrator, following his excellent work controlling the company's finances and our expanding car fleet. While Hayley Goodchild is promoted to Senior Administrator and Research Assistant and takes on the role of Office Manager. Congratulations to them both.



A HEARTFELT FAREWELL

YOU WILL NO DOUBT have read in our last edition that our editor Kate Treleaven has decided to leave us for pastures new. Having been with us since our first edition, and an integral part of helping us all to 'enjoy life more' we send a thank you and our very best wishes to Kate in her new ventures wherever they may lead.

● The very first *Venture*





● AFWM's crack team of volunteers

Earlier this year, AFWM Ltd agreed sponsorship of a five-year land restoration project on the National Trust's Montacute estate in South Somerset. With work now underway on the first phase, AFWM Ltd staff from across the region have been getting stuck in to help. KATE TRELEAVEN joins them on a volunteer day with the National Trust.

For someone accustomed to working from home in my slippers, I admit there's something rather exciting about pulling on a pair of steel toe cap boots. They suggest a sense of purpose and more than just a hint of hazard. It's a combination I've always found rather appealing. Turns out, I'm not alone. It's a buzz I appear to share with the crack-team of AFWM staff that greet me outside Montacute House one morning in late September. The ominous skies above us do little to dampen the mood as we unbox our standard-issue safety boots and eagerly await instructions.

We have come to help National Trust Lead Ranger Mark Musgrave with some hands-on tasks as part of the St Michael's Hill restoration project. Situated just west of Montacute House, St Michael's Hill is a steep sided natural knoll originally called Mons Acutus (meaning 'sharp hill' in Latin), from which Montacute village got its name. The hill is crowned by a stone folly tower, erected in 1760 on the site of a Norman motte and bailey castle and the medieval chapel of St Michael. Today, the site is recognised as a scheduled monument. The hill and its surrounding fields and orchards are also listed Grade I on the Register of Historic Parks and Gardens of Special Historic Interest in England.

The National Trust's ambition for the site is to increase the wildlife value of the area as well as enhance the appearance of the landscape. The St Michael's Hill restoration project aims

to achieve this through a combination of wildflower meadow restoration, orchard management, pond improvement, tree planting and the repair of boundary features such as dry-stone walls. Today, the focus is on seed sowing and tree planting in the lowland areas surrounding the hill.

Our first port of call is Losshills, a 3.5 acre patch of pasture that Mark and the Trust plan to restore to a wildflower-rich meadow. We fill our buckets with seed and spread out across the field with instructions to sow 4g of seed – about a palmful – for every square metre of ground. It's apparent we all have our own technique, but Oliver from the Sherborne office is somehow managing to turn seed scattering into an art form. "He's putting the most talented performing artists to shame," quips Rob from the St Agnes office as Oliver gracefully hurls another handful of seed into the air.

Mark explains that the field has recently been harrowed to open up patches of soil into which the seed can be sown. Grazing sheep will help push the seeds down into the ground and, all being well, next year the field will be awash with wildflowers. The idea has been to reintroduce a variety of native wildflower species with a strong local provenance. The seed mix in our buckets contains 26 different species, a number of which have been brush harvested from a Site of Special Scientific Interest less than four miles away at West Coker. We round the corner into the neighbouring orchard,



● St Michael's Hill from above



● Tabitha Parham, Arran Sawyer and Oliver Walker from AFWM's Sherborne office



● Rob Coote (St Agnes) gets stuck in



● Sharon West (Barnstaple) sowing wildflower seed in the meadow



● Laura Burman (Chudleigh) constructing a tree guard

scattering a pathway of seeds between the trees and, after pausing briefly to rescue a sheep caught up in brambles, we head back to Losshills ready for our next task.

Many of the trees that once surrounded St Michael's Hill have been lost over the years and the restoration project aims to replace them with a mix of oak, chestnut and walnut saplings. Using an Ordnance Survey map from 1887, Mark has plotted out the positions of trees that no longer exist. By planting new trees in their place, he hopes to recreate the historic landscape as faithfully as possible.

We split into small groups, each armed with a shovel and our adopted oak sapling. It's time to put those steel toe caps to good use. For many of us, it's the first time we've planted a tree and it's an immensely satisfying job. "There is something very rewarding about planting an oak tree knowing that it occupies the same spot as one did in 1887, and that it will potentially still be here in 500 years' time," observes Sharon from the Barnstaple office. We all agree it feels good to be out and about doing something practical that will have a positive impact on the environment for many years to come.

Someone decides to give their sapling a name and the idea catches on. We find ourselves imagining what it will be like to revisit 'Tiny', 'Woody' and 'Henry' in thirty years' time when they've reached maturity. We just have to hope we've done a decent enough job installing the animal-proof tree guards, or I fear there won't be much to show the grandkids.

After lunch we move into St Michael's Parkland to start work on a series of 'scrub boxes' that will form a wildlife corridor linking different areas of habitat across the wider landscape. While MD John Waldie wields the heavy metal pole used to excavate the holes, I plant 30 or so 'whips' of hawthorn and hazel inside one of the 5m x 5m boxes. Poking the slender tree seedlings into the ground is oddly absorbing and by the end of the afternoon, I feel I've found my forte. I just need to master the knack of constructing an effective tree guard and I might be in danger of becoming useful.

It is early days for the St Michael's Hill project but AFWM Ltd will be keeping you updated on its progress through the pages of Venture. If you're planning a visit to Montacute House in future, do take a stroll over to St Michael's Hill and have a look for yourself. Climb to the summit and you'll be rewarded with 360° views across the Somerset countryside. 📍



● John Waldie (Chudleigh) gets to grips with the wildflower seed

"This is a real opportunity for AFWM to make a visible improvement to the local environment around Montacute. The project is sufficiently small that AFWM's individual help can be clearly identified, but sufficiently large for the results to be significant."

Getting some of the staff involved in the volunteer day at Montacute has been fantastic. Our team is based all over the South West and it has been a rare opportunity to work together in a new environment. It has helped bolster the sense of belonging in the firm. Being out in the open and ending the day seeing a real difference to the area was also very rewarding for everyone."

As someone who volunteered for the National Trust 37 years ago, it is really satisfying to use the fruits of AFWM's growth to make a positive change to National Trust land and to see our staff benefit from it."

JOHN WALDIE, Managing Director and Head of Investment Committee

in the spotlight



Want to know what makes the AFWM Ltd team tick? Each issue we shine the spotlight on a different member of our talented team. Here we speak to Financial Adviser LUKE ZORAB.

What did you do before joining AFWM Ltd?

Following completion of my Royal Air Force Officer training at 19yrs old, I decided that becoming an RAF Navigator wasn't the best career choice, mainly due to what seemed to be a poor sense of direction. I then became a kitesurfing instructor while at university at Loughborough and then moved into financial services following the completion of my degree. I became a Foreign Exchange (FX) broker at 24 and helped clients move FX for 13 years before retraining and becoming a financial adviser.

Explain your role at AFWM Ltd

I am an independent financial adviser and help people with all aspects of financial planning. Day-to-day the primary focus of my job is to help clients with investments and tax planning. We spend quite a lot of time analysing clients' investments to establish whether improvements can be made and in most cases clients' financial plans can be optimised for performance and risk tolerance.

What do you like most about your job?

I like that it is very varied and there are many different ways that we can help our clients. My previous career was quite one dimensional, what I do now is far more involved and more interesting as a result. At initial appointments it is common for clients to be unaware of their investment holdings within their pension or ISA. Some clients hold direct shares but don't have the time to keep a close eye on the markets. I enjoy analysing clients' holdings and helping people improve performance and find more appropriate investments.

I genuinely believe that we help change our clients' lives for the better. We help clients make good financial decisions and that can make retirement considerably more comfortable or mean that more wealth can be passed down to the next generation. I particularly enjoy inheritance tax planning. With rocketing inflation it is becoming a bigger issue for everyone as property and other assets rise in value at such a fast pace.

Past achievements

Completing officer training in the RAF; achieving a 2:1 at Loughborough University; completing my financial adviser exams; and learning to surf and windsurf at a good level –

both sports are quite difficult and I am still a long way from mastering them despite my best efforts.

Future ambitions

I would like to sail across the Atlantic before passing through the Panama Canal and heading across the Pacific. The Pacific might be a pipe dream, but I think an Atlantic crossing is achievable.

If you could do any other job for just one day, what would it be?

It would be nice to experience what it would be like to be a professional athlete. I participate in quite a few sports at an average level but would love to experience the life of a professional surfer, windsurfer, sailor or any major sport. The sense of achievement that must be felt by professional athletes would be nice to experience even if only for a day.

Hobbies and interests outside work

Sailing, windsurfing, surfing, skiing, snowboarding, walking and travelling. I particularly like traveling for sports and usually go to Bonaire most winters to go windsurfing. It's great to escape UK winters and sailing in the Caribbean is like being blasted by a warm hair dryer. I also enjoy skiing in the French Alps with my family and surf trips to Southern France and Fuerteventura.

Top three favourite books or podcasts

Papillon – Henri Charrière

First Light – Geoffrey Wellum

Hotel K – Kathryn Bonella

I don't have a favourite podcast but follow lots of financial market commentators.

What do you like best about where you live?

I love living in West Cornwall, it is a playground for all of the sports that I love. We have a sailing boat in the Helford and spend a lot of time sailing in Falmouth Bay with occasional trips to Fowey and the Scillies. Cornwall is a fantastic place to bring up children and when not out on the water our children Hugo and Lilia spend a lot of time competing at equestrian events.

Favourite place to eat in the South West

The Ferry Boat Inn or the Shipwrights Arms in the Helford River. On the north coast I like the Blue Bar at Porthtowan.

Best holiday

Bonaire for windsurfing or Val Thorens skiing with my family, they are equally great.

Best bit of advice you've ever been given

This is not so much advice that was given directly to me, but I like the advice: *Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do.* (Steve Jobs).



• Sailing with son Hugo

What's on your bucket list?

I hope to sail across the Atlantic at some stage. I have yet to try skydiving and would like to try this somewhere warm. I would like to try heli-skiing/snowboarding.

Which three famous people, living or dead, would you like to invite to a dinner party?

Kelly Slater – the best surfer in the world

Laird Hamilton – an iconic big wave surfer

Robby Naish – the godfather of windsurfing



• Snowboarding in Val Thorens



• Surfing at Porthleven

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• Windsurfing at Praia da Rocha

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● *Adam and Eve* by Ivan Brezvyň



● *Viktoriya* by Teresa Wells



● *Ritual of the Technium* by Gus Skottowe, NSP winner 2021

KATE TRELEAVEN steps into a world of pure imagination at **Broomhill Estate** near Barnstaple, Devon.

Nestled in a valley of ancient woodland within a quiet corner of North Devon, Broomhill Estate is about as secluded as it gets. It's not where I would expect to find a cutting edge arts venue, but that just goes to show what I (don't) know. In reality, the location could hardly be more perfect. Ranging over 103 acres of imagination and creativity, Broomhill Estate features a sculpture garden, art hotel, event space and restaurant.

"We're a sanctuary for the arts," explains General Manager Jacqui Dabell. "And that encompasses sculpture, fine art, music, theatre, film and food. We're all about inspiring and educating art lovers, and doing it in our own relaxed, authentic style." Supporting the local community and sustainability are also top of the agenda here – Broomhill Estate is proud to be a member of the North Devon UNESCO Biosphere Reserve.

Originally established by Dutch couple Rinus and Aniet van de Sande, there has been an art hotel and sculpture garden at Broomhill since 1997. When the couple sold up in 2021, the estate was taken on by Frictionless Fine Arts, a collective founded by Alexander Kleiner and Michele McDowell along with Charles Powell and Jacqui Dabell. Together, they are breathing new life into the place, starting with a comprehensive refurbishment of the hotel, an overhaul of the gardens and a packed schedule of events featuring everything from photography to foraging, metalwork to music lessons.

And while the previous owners acquired sculptures for their own private collection, Jacqui and her business partners have transformed both the hotel and its gardens into one wide-



● *The Bow* by Sam Shendi



● Emma Louise Moore, carving for NSP 2021



● *A small ocean swallowed* by Emily Woolley, NSP 2021

ranging commercial gallery. "Everything you see – the sculptures, the art, the furniture – it's all for sale," Jacqui confirms.

But it's certainly quite unlike any commercial gallery I've ever been to. Our arrival at Broomhill feels akin to stepping into the artistic equivalent of Willy Wonka's Chocolate Factory. It's eclectic, vibrant and, according to Jacqui, deliberately designed to be provocative. Inside the hotel, among the first things guests encounter is a graffiti'd reception area. "You wouldn't blink twice at something like this in London, but here it always gets a reaction," says Jacqui gleefully. "People walk in and sometimes you can tell they're thinking: 'Oh my, what *have* they done?'" While others will say: 'It's so *not* North Devon – I love it!'"

Just off reception there's a music lounge, a film room featuring authentic Hollywood props and a bar inspired by the art form of taxidermy. There's plenty to get immersed in. Upstairs, seven recently refurbished bedrooms have been loosely themed around different cult arthouse films including *Amelie*, *Lost in Translation* and *A Clockwork Orange*.

"The bedrooms are inspired by the films, but they're not tied to them in a tacky way," says Jacqui, as she takes me on a tour. "If you didn't know about the film it wouldn't matter." What matters most is that guests get a good night's sleep. To that end, all rooms are fitted out with Roche Bobois super king beds and Sleepyhead mattresses. "You're coming here to sleep. If we can't provide you with a decent bed then what's the point in any of it really?" Amen to that!

"We used the beds as a colour base for each room and then chose films we felt connected with those colours," explains Jacqui. Sophisticated shades of Farrow and Ball colour the walls alongside glorious wallpapers by Ralph Lauren and Divine Savages while top of the range OLED TVs transform stills from each film into attractive wall art. Furnishings and decorative pieces have been carefully curated to add to the ambience without cluttering the rooms. Thought has also been given to how the rooms smell. Each room has its own bespoke scent and Jacqui reveals that guests have even been known to book a particular room based on aroma alone.

After much to-ing and fro-ing along the corridor I eventually choose a large garden-facing room inspired by the film *Betty Blue*. I'm not familiar with the film and it's the exquisite dusky pink wallpaper illustrated with pairs of elegant crested cranes and palm trees that swings it for me. It's only later I discover that *Betty Blue* is actually a French erotic psychological drama. Who knew? Certainly not me and, just as Jacqui says, it matters not a jot.

On the other hand, there's no mistaking the suite inspired by Stanley Kubrick's seminal cinematic work: *A Clockwork Orange*. Accented with bold burnt orange tones, bitter orange scent and a smattering of curios that echo the film's familiar motifs, the room presents a twisted blend of sinister and sultry. "People tend to buy a lot of stuff from this room," says Jacqui. A steampunk mannequin head being one of the most popular pieces. "We're working towards having an 'art menu' so that prospective investors will be able to preselect works to enjoy in their room during their stay and have their own unique private view." Wow. I thought hotels had hit peak personalisation with pillow menus but this is next level stuff.

The bathrooms are next in line for refurbishment. "The property was built in 1913 as a private home and was turned into a hotel in the 1940s. Most of the bathrooms were added on



● Amelie-inspired bedroom



● Beef cheek and turnips



● Renaissance Rum Remedy cocktail

and the plumbing is chaos," explains Jacqui. "So, one of the main projects we've got to do is overhaul the whole plumbing system. We're going off-grid with the new system fed by a natural spring on the estate. Once that happens we'll do up the bathrooms."

Outside, the sculpture garden is also getting some attention. "The garden is incredibly wild and we do want to coif it a little bit more. The previous owners were happy to let art and nature intertwine. But for us the garden is a showroom so we need to present the sculptures in a way that people can visualise them in their own homes."

There are also plans to make the gardens more accessible with the building of better pathways and the installation of nocturnal illuminations and soundscapes.

Split into two 5-acre sections, the sculpture garden currently accommodates over 150 exhibits. This year, the first section has featured *In Harmony*, an inaugural exhibition in partnership with the Royal Society of Sculptors. Visitors have been able to learn about the artists, their artworks and the bespoke planting schemes that compliment them, via an audio tour available at reception.

Meanwhile, the River Meadows section has hosted works by artists shortlisted for the National Sculpture Prize. Founded in 2009 by Broomhill's previous owners, Rinus and Aniet Van de Sande, the National Sculpture Prize was set up to inspire, motivate and support emerging artists living in the UK. The new owners have carried it on, last year tripling the prize purse to £45K. "By investing that sort of money, it allowed the artists to produce exceptional and enduring outdoor sculptures," says Jacqui. "One to look out for is Jonathan Michael Ray. Since the National Sculpture Prize he has gone on to exhibit at The Tate St Ives and, in our opinion, he is a timeless contemporary producing seminal works."

A ramble around the garden is a wonderful way to work up an appetite before dinner. The hotel restaurant, headed up by Elio Debae, serves a modern British menu rooted in locally sourced seasonal ingredients. "Everything is either grown by us, foraged or sourced from within 50 miles," says Jacqui. "Anything we do use that is out of season will have been preserved, fermented and stored by us in the larder."

The restaurant is styled as 'refined dining' rather than fine dining; as Jacqui puts it, "We don't want to be white tablecloths and awkwardness. We're an art hotel, there needs to be an air of edginess. We want there to be a bit of personality to it." An à la carte menu is available in the evening and there are plans to introduce an alternative 7-course taster menu with paired wine flight. I'm excited to see that the wine list champions English wine and an English wine pairing is suggested for each of the main courses and desserts.

We choose the smoked duck and the scallops to start, and follow this up with seabass served with a crab bisque, times two. The plates are artfully presented with colourful garnishes and dessert is equally artistic. My guest tucks into an impressive artisan cheese board while I sit back and admire my chocolate ganache. Topped with biscotti and towering shards of dark chocolate, it would not be out of place among the sculptures outside. None of this distracts us from the fact that the food itself also tastes great though.

Breakfast next morning is equally enjoyable and relaxed. We help ourselves from the well-stocked cold buffet before sinking our teeth into warm brioche French toast with Devon



● Autumn view of the hotel and valley

smoked back bacon and maple syrup. If I hadn't been driving, I might have been tempted by the 'Boozy Breakfast' at the bottom of the hot breakfast menu – a 'Broomhill Fizz' made with English sparkling wine sounds like a jolly way to start the day. But I see it as another good reason to return.

Before I leave, I ask Jacqui to sum up what the first year in business at Broomhill has been like. "It's been epic," she admits. "We couldn't have faced more obstacles – coming out of Covid, war, Brexit, lack of staff – it has been a real challenge but the local community have been very warm to us. We've hosted an insane amount of events because we want people to be here and enjoy the space. That's what we work really hard for; we want the place to be full because a place like this deserves to feel alive." ✓

broomhill-estate.com

Rates at Broomhill Estate start from £150 for two, room only. Breakfast £20pp.

Lunch and dinner are served Wednesday-Sunday and The Terrace Café is open daily for coffee, cake and cream teas.

Venture readers can get 25% off rooms by quoting 'AFW2023' at time of booking.

Things to do...

At the hotel

Hotel guests can explore the **sculpture garden** free of charge. Tickets for non-residents cost £5 and can be purchased at Reception. **Spa treatments** are available in the hotel's Zen Room and a broad programme of **events** and **workshops** are offered throughout the year. Visit **broomhill-estate.com/whats-on** for more details.

Nearby places

Broomhill Estate is situated just north of **Bideford** and **Barnstaple** and is within easy distance of a number of interesting North Devon towns and villages such as **Lynton**, **Lynmouth**, **Ilfracombe** and **Instow**.

Stately homes and gardens

- **RHS Garden Rosemoor** 65-acres of beautifully planted gardens.
- **National Trust Arlington Court** Regency house and carriage museum.
- **Tapeley Park** Grand house estate overlooking the River Torridge.

Walks

Explore the dune system at **Braunton Burrows**. Covering over 2000 acres with some of the dunes over 30 metres high, the area sits at the heart of the North Devon UNESCO Biosphere Reserve and is internationally renowned for its plant and animal life.

Adventure

Take the ferry to **Lundy**, a 5km long island off the North Devon coast that's famous for its seabirds – including puffins – and other wildlife. It's an excellent spot for snorkelling and diving.

For plenty more ideas visit: **broomhill-estate.com/local_area**



Sixty years after James Bond first debuted on the silver screen, 007's cinematic adventures are being brought to life by luxury travel company **Black Tomato**. Co-founder Tom Marchant tells KATE TRELEAVEN what to expect from the new collection of Bond-inspired itineraries.

KT: So, what's in store for travellers on these trips?

TM: The itineraries are designed to take travellers to the heart of James Bond's stylish and discerning world and are curated to appeal to anyone who wants to immerse themselves in a journey of elegance and beauty, as well as Bond fans and cinephiles more generally, of course. Artfully tailored experiences inspired by Bond span arts and culture, action and adrenaline, with uncompromising luxury always at the fore. In signature 007 style, cars, yachts, helicopters and iconic train journeys will all feature, together with high octane, enthralling encounters and experiences.

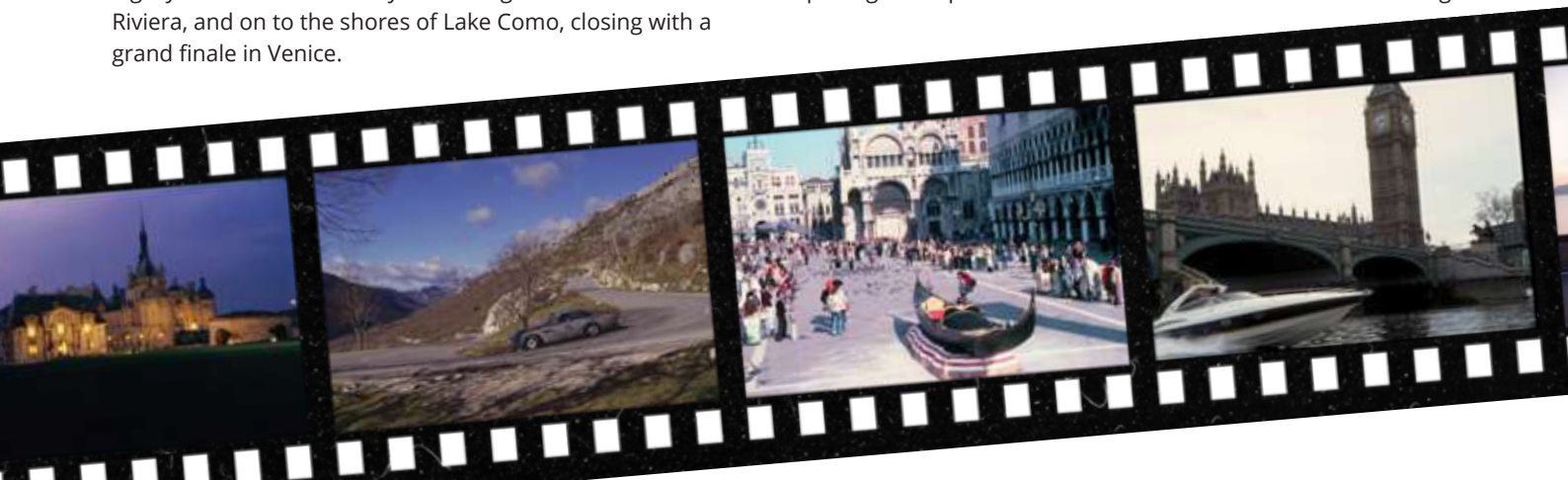
Tell me about some of the highlights of the inaugural European itinerary?

Europe has set the stage for many of Bond's most iconic assignments. This first journey takes travellers on an action-packed, exclusive-access journey into Bond's lifestyle and legacy from the London skyline through Paris and the French Riviera, and on to the shores of Lake Como, closing with a grand finale in Venice.

Lake Como is the setting for an exhilarating adventure inspired by James Bond in *Licence to Kill*. From the private jetty of your hotel, you'll water ski along the Moltrasio shoreline, before jumping aboard a private seaplane to continue your expedition. You'll take to the skies above the picturesque towns of Bellagio and Varenna, and Spectre agent Mr. White's infamous lakeside home Villa La Gaeta.

The journey continues as you touch down, met by an iconic Bond Riva boat and a bottle of 007's favourite, Champagne Bollinger. You'll speed off in style to the iconic Villa del Balbianello from *Casino Royale* to stroll the terraced gardens before enjoying a private tour of the villa with exclusive insights into how the location was transformed for the film.

Going behind the scenes at Chantilly is another highlight. You'll follow in Bond's footsteps as you journey out of Paris to picturesque Chantilly, home to Europe's oldest and most prestigious equestrian centre and the location of the stunning



Château de Chantilly, which featured prominently in *A View to a Kill* as the lavish estate of villain Max Zorin.

Just as Bond visited in search of answers as to what made Zorin's horses so successful, you'll do the same with your own privately guided visit to the 2,000 hectare Race Horse Training Centre, where 2,500 thoroughbred horses train daily. Enjoy privileged access to the Les Aigles track to witness the morning exercise before a private meeting with professional jockeys and trainers. In the afternoon, you'll saddle up for a horse riding adventure through Chantilly Forest and, once safely dismounted, it's on to the Château de Chantilly itself to get a further feel for a Bond villain lair.

Will any of the itineraries include opportunities to meet members of the Bond team?

There will be some interaction with people who have been involved in the production of the movies. For example, a highlight from our debut European itinerary is access to two James Bond stunt doubles. As part of a private training session, you'll discover the secrets of stunting and learn about the art and science of some of 007's most impressive action sequences from the true masters of the craft. Whilst learning spectacular falls and fight sequences, you'll hear how Bond's most famous escapades have been brought to life on screen.

It's not the first time Black Tomato has taken inspiration from an iconic character is it?

Taking inspiration from iconic and immersive stories to build a travel narrative – or 'storification' as we're calling it – is a growing trend and it's something Black Tomato has been pioneering. Our 'Grand Adventure' trips inspired by Agatha Christie's Grand Tour launched in February this year to mark the centenary of Agatha's ambitious 10-month journey around the world. And last year we developed our 'Take me on a Story' series, a whimsical collection of journeys featuring immersive, bespoke itineraries inspired by beloved children's stories. We imaginatively brought five iconic tales to life, transporting families behind the pages of classic books, from a magical mise-en-scène in rural Oxfordshire inspired by *Alice's Adventures in Wonderland*, replete with a very mad, interactive tea party and costume-making workshop, to an adventure in Alaska with dog-mushing and listening out for *The Call of the Wild*. It's a real-life manifestation of dramatic escapism, with travel and destinations intrinsic in equal measure to the storytelling, and Bond is the ultimate character-driven journey.

If you could step beyond the pages/screen of any book/film what would it be?

There are so many books you read where the setting makes the story, like *Shantaram* or the beats novellas like Kerouac's *On the Road*; they make you want to embrace the destinations. In so many novels the location is almost the star, whether that's Hunter S. Thompson books or Bukowski's L.A., or Hemingway in Miami and Cuba in *To Have and Have Not*, Paris in *A Moveable Feast* and Switzerland in *A Farewell to Arms*.

But actually, the pages I've really wanted to step behind, where I first recognised that kind of want, was as a child, when reading classic children's literature. It offered this form of pure escapism, which in many ways acted as some of the catalyst for my curiosity and want to travel. Many years later, it was this that prompted us to take that thought and insight and develop a whole product line around it, which is the 'Take me on a Story' series I mentioned previously.

With films, a lot of them are love letters to a certain place. *25th Hour* with Ed Norton is just like a love letter to New York; the city's skyline, its craziness, vibrancy, energy and edge. And if you watch any Spike Lee films, it just makes you want to go to those places.

Black Tomato's first limited edition 007 itinerary goes on sale in March 2023. To find out more visit:

blacktomato.com/james-bond



● VIP access to the Casino de Monte-Carlo is a highlight of the European itinerary



● Bond locations as seen in (left to right) *A View To A Kill*, *GoldenEye*.

Mooraker, *The World Is Not Enough*, *No Time To Die*, *Spectre*, *Casino Royale* and *Die Another Day*

ALL FILM IMAGES: JAMES BOND INDICIA © 1962-2022 DANJAQ AND MGM



JANE FITZGERALD heads to Dartmoor and follows the old Moretonhampstead branch line for her first taste of cycle camping. All photos by Jane Fitzgerald.

Occasionally we take the ferry from Plymouth to Roscoff, and while we wait to board the boat there's a lot of time to look at vans, cars and motorbikes freshly packed for the journey. But it's the cycle campers who breeze past us to the front of the queue, standing astride their neatly packed bikes with all their stuff reduced to a couple of panniers that I'm drawn to. They seem so fit, happy and free. I long to be one of them.

But before I embark on any cross-channel adventures, I decide to dip my toe with an overnight cycle camp a little closer to home. Starting just outside Newton Abbot, my partner and I set out to cycle to Moretonhampstead-and-back in two days, camping overnight and carrying everything we'll need with us.

So, with our panniers packed, we head off on our e-bikes along the Stover Trail, a traffic-free multi-use route that connects Newton Abbot to Bovey Tracey. The trail takes us north-west along the flat, wooded landscape of the old Stover Canal and the Teign Estuary, then follows the River Bovey to Bovey Tracey, a small market town often referred to as The Gateway to the Moor. Here the trail connects with the recently completed Wray Valley Trail, a mainly traffic-free route which follows the old railway line through the National Trust Parke Estate and on past the picturesque village of Lustleigh to Moretonhampstead. This part of the journey ascends gradually with the exception of two short but rather steep road sections. The combined mileage of the two trails is approximately 13 miles, or a round trip of roughly 26 miles for us.

For fans of industrial heritage, there's lots of interest along the way. Dating back to 1790, the Stover Canal was used to transport ball clay from the Bovey Basin quarries to the Teign Estuary where it was then trans-shipped on to larger vessels at the docks in Teignmouth.

Thirty years later, the Granite Tramway linked the granite quarries at Haytor to the canal so that Dartmoor granite could follow the same route to Teignmouth as the clay. And then in 1866 the railway arrived, transforming the lives of many locals by providing a means of transporting timber, livestock and agricultural produce to a much wider market and opening up the moor to tourism.

The railway had a huge impact on the people who lived and worked in the area as well as visitors to the moor. You can discover some of their stories by downloading the Tales from the Trails Audio Trail before you go. Numbered waymarker posts dotted along the Wray Valley Trail each correspond to a different audio tale.

Of course, there have been many more technological advancements in the last 150 years that have transformed modes of transport dramatically. A shift to road transportation closed the Moretonhampstead branch line completely in 1964 and here we are today riding our very 21st century electric bikes along the repurposed route.

A unicyclist we encounter just outside Lustleigh, looking nervous but in control, briefly transports us back to the Victorian age – did you know that unicycles were created in the 1870s when someone removed the back wheel and handlebars from a penny-farthing? – while the men we meet



● Jane's route from Newton Abbot to Moretonhampstead

further down the trail, riding along on their two-wheeled self-balancing scooters or 'hoverboards', appear to be on their way to, or possibly from, the future.

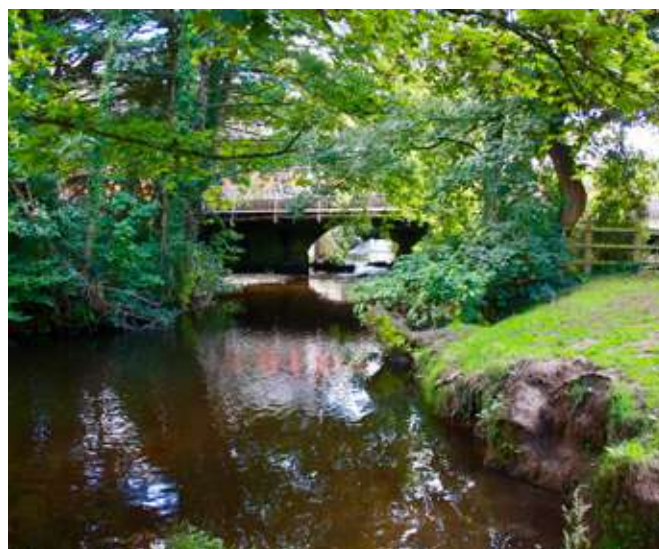
We break our journey at the Wray Valley Campsite situated just off the trail north of Lustleigh. As we unpack our panniers, we reflect on other types of technological innovation that have made cycle camping possible. We are making full use of new technologies, from lightweight cooking equipment and freeze-dried foods to an ultra-lightweight tent and sleeping bags, which sadly turn out to be not quite adequate for us on the coldest night of the autumn so far. We also carry battery packs and torches for those moments in the night (at its darkest in the woodland) when the call of nature demands.

But, after the effort of arriving, setting up camp and preparing a reasonable hot meal for two, it's the oldest technology of all – a fire which we have spent an hour trying to light – that we are most grateful for. As the stars wheel slowly over the tree canopy above us, we stare into the flames, listening to owls and the running waters of the Wray Brook.

Robins and wrens in the trees surrounding our tent ensure that we wake early and, having made tea, struck camp and packed our panniers in the welcome morning sun, we continue north along the Trail. We pass a roadside vegetable stall near Wray Barton with eggs, runner beans, beetroot, honey and herbs, ride through some classic Devon 'rolling hills' and up a final steep incline to find a light breakfast in Moretonhampstead at the White Hart Hotel in The Square. Etchings of raptors, grouse, otters and other hunted species surround us as we sink deep into a sofa with steaming cups of coffee.

Having reached the furthest and highest point on our journey – Moretonhampstead is situated about 205 meters above the Teign Estuary – and with a respectable 90% of our e-bike batteries left, we turn around to begin our descent into Lustleigh; past the old station platform which is now being developed for affordable housing, past flocks of grazing sheep, rough woodland and much evidence of the immense manual labour that enabled the building of the railway embankments and stone bridges.

The Trail joins the road leading up to the ancient village of Lustleigh – often dubbed 'the prettiest village in Dartmoor' – which is built on the western hillside overlooking the Wray



● Mill Marsh Park beside the Rover Bovey



● The Cleave Inn, Lustleigh



● A roadside veg stall



● Our woodland pitch at Wray Valley Campsite



● Fellow bikers look out over Lustleigh

“

All of us felt we had time to stop and talk, to identify with what we were doing and where we were going, to enjoy a moment of unmediated company, to share advice, humour and fleeting friendship.

Valley and probably best known for its impressive cleave (or steep wooded valley) further to the west towards Raven Tor and Manaton.

We stop to see the Grade I listed 13th century church of St. John the Baptist with its lychgate and oval churchyard, some remaining details of 14th century stained glass, an inscribed 5-6th century Romano-Christian sepulchral 'Datuidoc' stone and a seriously competitive bell ringing team.

In keeping with the ubiquitous thatch of many of the old buildings in Lustleigh, the 15th century Cleave Inn provides an excellent 21st century lunch which, though it slightly increases the laden weight of our bikes, provides the necessary energy required for the last, mostly downhill, section of our journey via Bovey Tracey to Newton Abbot.

After speeding down the last section of the Wray Valley Trail into Bovey Tracey, we stop to explore the contemporary craft and design exhibits on show at MAKE South West (formerly Devon Guild of Craftsmen) before being tempted by over 100 cheeses on offer at The Cheese Shed nearby.

We cycle on past the Locksbridge Tea Garden – to find it shuts at 3pm, which is surely an hour before teatime? – arriving back at our starting point 'fit, happy and free'. My phone pings in my pocket and I realise that this sense of freedom has in large part been due to the fact that I've had 'no service' – and therefore no calls, messages, emails or newsfeeds – for most of the two-day journey. Instead, we've found time to talk with a surprising number of different people. We've enjoyed conversations with other cyclists and campers as well as locals: four friends from the Duke of York pub in Iddesleigh, two on e-bikes, and two looking rather less chirpy on old mountain-bikes, who we meet by a field gate overlooking Lustleigh; a couple from the Netherlands – who were full of useful information on lightweight packing; a young couple from London exploring with great enthusiasm the delights of wild camping, the frustrations of fire-lighting and the benefits of composting toilets; and a woman whose surprising life story we heard while she gave us directions. All of us felt we had time to stop and talk, to identify with what we were doing and where we were going, to enjoy a moment of unmediated company, to share advice, humour and fleeting friendship.

As we load our bikes onto the car I feel a small but significant sense of achievement and a strong desire to take our cycle camping adventures further afield. Who knows, maybe next time it will be me and my bike breezing to the front of the ferry queue, panniers packed, ready for adventure. ▼

For maps and more information on both cycle routes visit: traveldevon.info/cycle/cycle-routes/cycle-trails

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● Higher Kernick View, near Blisland

top tips for holiday lets

2022 has been yet another year of emerging trends and new challenges for the holiday letting industry. **Cornish Cottage Holidays** Property Manager JANINE WOODS takes a look back at the 2022 season and shares her thoughts on how to make your holiday home successful in 2023.

Here at Redruth-based Cornish Cottage Holidays, the past year has delivered fabulous results. Whilst the staycation boom might be behind us, we are continuing to enjoy incredible booking levels for our self-catering holiday properties. We anticipate that we will have accommodated over 21,000 people in 2022 alone – it has been far from a quiet season here, despite the predictions by many that visitors would return to abroad destinations in their droves!

Many people are still choosing Cornwall as their number one holiday getaway, and to meet this sustained customer demand, we are proud to have now increased our portfolio to over 700 cottages in the region. Having said this, we have seen various cultural, economic and environmental factors influencing our booking trends and patterns in recent months, and with increased self-catering competition, not to mention the cost of living crisis, there are certain things holiday home owners need to be aware of in the coming season.

Here are my top five tips to help you maximise your holiday home's potential, achieve optimum bookings and high rental incomes in 2023.



● A sea view like this one at Sea Sands, Praa Sands is always popular with guests

1

Accept short breaks

Ensuring your holiday home is ahead of the game is first and foremost about being open minded as an owner. The days of week-long holidays booked 12 months in advance are long gone. Three or four-night getaways have become the new normal, with around 44% of Brits preferring to book multiple staycations instead of one summer holiday abroad. I would highly recommend considering accepting short breaks. Whilst there is a risk of taking a short break and then losing out on a week-long booking, a good agent will help you secure ample bookings to fill those gaps. And remember, whilst two bookings in place of a week-long stay may mean more work, it will invariably bring increased revenue also!

2

Accommodate last minute bookings

Similarly, being open to the prospect of accepting last minute bookings is a must. Since the start of summer 2022, we've seen a 76% increase in bookings made within 14 days of the arrival date – the uncertainty of the times we live in, coupled with the ease of booking last minute getaways, means being flexible with late bookings is essential for owners who wish to fill their weeks.

For those owners who struggle to prepare their holiday homes for last minute bookings, why not consider employing a caretaker to handle this on your behalf? At Cornish Cottage Holidays we can help you find the perfect solution for your holiday home preparation needs.

3

Embrace 'paw-cations'

Since the pandemic, it's not just short breaks and last-minute getaways that are more popular – we are also seeing a rise in different sorts of holidays. 'Paw-cations' have increased, with 35% of all bookings now including dogs. If your holiday home does not accept pets, it is certainly worth reconsidering whether to take them or not. By allowing a dog, you are opening your holiday home to a much larger group of holiday makers.

4

Be environmentally aware

It may also be worth considering how environmentally friendly your property is. Whether it be air or ground source heating, biomass boilers, electric car charging points, or simply solar panels, around 26% of guests are now looking for sustainable staycations with some of these features. By installing any of these in your home, there will be multiple benefits. You will make your home more energy efficient / eco-friendly, save money in the long run and make your property stand out from the crowd. Win, win!

5

Mix work and pleasure!

With the increase in flexible working options since the pandemic, there are certain people who now look to work from their holiday accommodation. Around 38% of Brits will work whilst on holiday, meaning if your property has good wi-fi, and possibly a separate quiet area with a desk, your home will be all-the-more desirable.



In Cornwall's increasingly competitive holiday letting landscape, I would suggest employing some or all these features and strategies, in order to continue succeeding. And if you would like any more advice, we are always happy to help!

If you are thinking of buying a holiday home, our dedicated, locally based New Property Team at Cornish Cottage Holidays would be delighted to offer free no-obligation advice on choosing the perfect bolthole. For income proposals, booking projections and more, call us on 01326 331173 or visit cornishcottageholidays.co.uk/letyourcottage

● Bear Cottage, near Truro



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WILDLIFE



● Scorpion fish emerges from eelgrass bed, Studland Bay, Dorset

CREDIT: ALEX MUSTARD

It's a grass that has flowers, leaves and roots and yet it grows in the sea.

Devon Wildlife Trust's STEVE HUSSEY dives deeper to discover more about eelgrass.

Eelgrass is part of a family numbering 60 species of marine-living plants known as seagrasses. These evolved from land-based plants and moved to find a home in the world's oceans between 75 and 100 million years ago.

Underwater meadows

Eelgrass grows in sandy areas of sheltered bays, inlets and harbours, usually at a depth of five metres beneath the sea's surface. Because it prefers shallow inshore waters, eelgrass can often be seen exposed at low tide.

Eelgrass plants grow together to form beds, also known as 'meadows'. They use root systems called rhizomes to spread across the sea bottom. It's long, slim eel-like leaves can grow to two metres, but usually measure between 25 and 50cm.

Eelgrass meadows provide a vital underwater home for shallow seas species including seahorses, crabs, sea slugs and pipefish. They also provide important nursery habitats for the young of cuttlefish, shellfish, rays and other fish. Dense forests of eelgrass offer calm waters to these smaller sea creatures as well as providing cover from the prying eyes of predators.

Many estuary birds also rely on eelgrass. Brent geese, Canada geese, teal and swans can all be seen grazing on it at low tide. Eelgrass is sometimes known as 'widgeon grass' after the small duck which is also known to exploit this food source in winter.

Now a priority

The UK's eelgrass meadows have declined in size and number over recent decades. Marine pollution and warming sea temperatures have contributed, while disturbance from anchoring pleasure craft, commercial fishing and dredging

have also been a problem. A wasting disease also badly affected eelgrass around the UK in the 1930s and then again in the 1980s.

In Devon, Plymouth Sound and Tor Bay still contain important eelgrass beds, as do the shallow waters of Mounts Bay, Looe and Falmouth in Cornwall. Looking further afield, Studland Bay and the Solent have extensive eelgrass beds. Hampshire's Langstone Harbour alone has an area of eelgrass measuring 280 hectares. Nevertheless, these crucial marine wildlife habitats are still under pressure – over the past 100 years the UK has lost 90% of its seagrass meadows!

Did you know?

The world's seagrass beds are responsible for 15% of the ocean's total carbon absorption. ♡

devonwildlifetrust.org



● Eelgrass bed, Helford, Cornwall

CREDIT: PAUL NAYLOR

art of glass



KATE TRELEAVEN meets South West Contemporary Artist of the Year 2022, Danni Bradford.



• Golden Monarchs

Step into Danni Bradford's kitchen-cum-studio in Bideford and, depending on the day of your visit, you could find yourself surrounded by shoals of shimmering fish, a flight of acrobatic swallows or a beautiful kaleidoscope of delicate butterflies. Each compendium of creatures within this magical artistic menagerie has been painstakingly handcrafted by Danni using a unique blend of heritage skills and innovative techniques.

Danni specialises in the ancient art of verre-églomisé. Her meticulous designs are inked, painted and gilded onto the reverse of toughened glass. On completion, the pieces are then flipped over to reveal the artwork through the glass. The technique can be traced back to pre-Roman times although its name is derived from the French decorator and art-dealer Jean-Baptiste Glomy who was responsible for its revival in the 18th century.

"He reinvented the technique by applying it to sign writing," explains Danni. "So, you would know it if you went into a pub; those ornate mirrored signs you see advertising whisky and such, that's verre-églomisé."

And instantly I'm transported back to my brother's teenage bedroom. Above his bed hung a huge verre-églomisé pub sign (although neither of us would have been familiar with the term back then) advertising Dewar's Scotch Whisky. In the centre of the mirror, framed by a circle of gold gilt, I can still see the pale face of Queen Victoria gazing out across the room. Her beady eyes used to give me the creeps, so when my brother left home I took the mirror to a car boot sale and flogged it for a tenner. I expect I spent my ill-gotten gains in the pub, although it definitely wasn't Dewar's Scotch Whisky I was drinking back then.

In the Victorian era, verre-églomisé was big business. "There were whole factories producing it; it was an absolute industry," says Danni. Nowadays, vinyl and computers dominate the world of sign-making and there are concerns that verre-églomisé is on the brink of being lost. The technique has been placed on the Heritage Craft Association's Red List of Endangered Crafts, an inventory of traditional crafts and trades practised in the UK that are at risk of dying out in the next generation.

So, how did Danni arrive at verre-églomisé for her art? "It's complicated!" she tells me. "Lots of things have happened that have led me to this place." Having studied fine art and illustration, Danni went on to start her own festival catering business. "That experience gave me the head for business, which all artists need to succeed," admits Danni. A period of travel followed and when Danni returned to the UK she was asked to help fine-paint some glass for the Dorchester Hotel – 200 minibar doors to be precise.

"That job led me down this route of finding out about glass," Danni explains.



• A Pair of Ryukens



• A Flock of Rose Ringed Parakeets



• Silver Darlings



• Danni at work



• Danni gilds with gold, silver and copper leaf

"I started talking to several gilders who gild on glass and at the same time started working under a master gilder applying gold to decorative pieces and antiques – the more conventional side of gilding." She then spent three years as head artist and gilder for a commercial glass company before deciding to branch out on her own. "I wanted to bring my illustration back into my work and had all these ideas that I knew nobody else was doing, so I went my own route."


Danni admits it's the sheer complexity of verre-églomisé that attracted her to it. Not only is there great complexity in the design, which must be created in reverse, the physical application of the technique is also extremely complex. "I like puzzles, I like to figure out how it all goes together. So, with something like these butterflies," she says, gesturing to a piece that must be comprised of more than a hundred monarchs, "all the little white dots along the edges of the wings have to be applied to the glass first." This alone can take three days. "Then I begin on the inkwork before adding the layers of paint and gilding with metal leaf. These butterflies are done in 24ct gold although I also use silver and copper throughout my work."

Danni uses a brush made of squirrel hair to apply the delicate gold leaf to the glass. "Gold is impossible to hold in your fingers. They beat it so finely that it's physically impossible to handle, it just disintegrates," explains Danni. "You have to use a special brush and create a static charge by brushing it along your arm. Then, when you hold the brush over the gold leaf, the static causes it to jump up to the brush and you can apply the gold to whatever you're working on."

The result is so realistic that Danni's monarchs have been mistaken for real butterflies on more than one occasion. "It's a massive complement," she admits.

Earlier this year the migratory monarch butterfly was listed as 'endangered' on the International Union for Conservation of Nature (IUCN) Red List of threatened species. "I'm pushing more towards depicting Red-Listed species in my work," Danni tells me. "My idea is in the future to do an exhibition of a Red-Listed art with Red-Listed animals."

Most of Danni's pieces are displayed in deep frames with white backboards and this helps create a shadow effect which gives her work an almost three-dimensional quality. The effect is amplified in some of her pieces by the addition of an extra layer of glass. "The 3D effect is something I uniquely do," says Danni. "My fish pieces have developed over the years and now they're on several panels of glass. I did a piece inspired by the migratory Atlantic sardine runs called Silver Darlings. It uses six different layers of glass with three facing one way and three the other. The layers are displayed within a double sided see-through case so you walk around it to view it." Those who have seen it on display – and sadly I have not – describe it as utterly mesmerising.

Despite the sleepless nights they give her, Danni tells me she would love to do more of these 360-degree multidimensional pieces. "I've thought about how you could fit something into the structure of an interior wall, I could do a shoal of tropical fish for example," she suggests. I absolutely love the idea; it would be like having an in-wall aquarium without the worry of feeding the fish or keeping the tank clean. "I just need to wait for the right commission to come along," laughs Danni. Too bad I don't have the space in my home. But maybe you do...? 

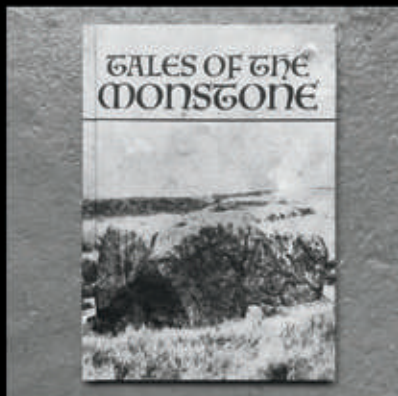
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BEAUTY

facing up to ageing

Skin specialist ZOE GREENWOOD offers advice to those concerned about ageing skin.



As someone who specialises in skincare I treat a variety of skin concerns including acne, rosacea, pigmentation, scarring and uneven tone. But by the far the most common question I am asked is: How do I slow down the ageing process? Or, how can I treat these fine lines?

From around the age of 25 we start to lose 1% of collagen production each year which means the first signs of ageing start to show on the surface of the skin. These can appear as fine lines and then wrinkles. A loss of volume and elasticity also start to become noticeable over time.

A variety of different factors have a role to play in our skin's ageing. The number one cause of cellular ageing is the sun, but we must also consider nutrition, stress levels, medication and lifestyle. All of these can have an effect on our skin's overall health.

The majority of my clients are seeking alternatives to surgery or injectables like Botox or dermal fillers. But even those who do decide to go down this route still need to address what I call the basics, and by this I mean homecare. You need to be able to support any treatments you may choose with tailored, active skincare at home, otherwise you simply won't get the results you're looking for. I always liken the process of investing in treatments without homecare to going to the gym and then going home and gorging on pizza, it's counterproductive!

Is your current skincare routine delivering the results that you want?

ASK YOURSELF THESE QUESTIONS:

- Have you seen positive changes in your skin and are these changes measurable and long lasting?
- Did you self-prescribe the skincare or was it recommended by someone who specialises in skin? (And I don't mean that lovely lady behind the beauty counter in your local department store!)
- Does it have active ingredients or is it more the smell and feel that you like?
- Have you taken photographs to measure your results?

I choose to work with medically graded skincare brands because I want results for myself and my clients and long-term skin health should always be the goal.

COSMETIC vs. COSMECEUTICAL SKINCARE

Cosmetic products are those you can self-prescribe and purchase over the counter. At best these products will provide a superficial result. They may help maintain moisture levels in the skin but by law they cannot contain any ingredient that will penetrate the skin deep enough to make a physical change in the skin cell.

The ingredients in cosmeceutical – aka medically graded – skincare products are much more active and work deeper into the skin cells. They can make a physical change to your skin cells and thus start you on the road to getting results. To access these products you will need to have had a consultation with a skincare professional. A consultation will dive into your medical background, overall lifestyle and wellbeing as well as current skincare to ensure that products are medically suited to you and your concerns.

HERO INGREDIENTS TO LOOK OUT FOR

Vitamin A (aka Retinol) – The holy grail of skincare. It normalises the skin cells, stimulates collagen and elastin, controls sebum production, helps to balance pigment production and so much more.

Vitamin C – Super antioxidant. Essential for collagen and elastin production, lightens and brightens the skin, knocks back redness.

Peptides – Absolutely essential. These are your building blocks for proteins such as collagen.

Some other firm favourites of mine include:

AHAs – That's Alpha Hydroxy Acids. These are chemical exfoliants that work with the skin to speed up skin cell turnover. Step away from any kind of physical exfoliants!

Salicylic Acid: A BHA or Beta Hydroxy Acid. Excellent for

clients prone to breakouts. It gets down into the pore and clears out any build up.

Sunscreen: I am not prepared to work with anyone who won't commit to using it. There is absolutely zero point in attempting to correct the skin if we are not protecting it from further damage.

GET HEALTHY SKIN FROM WITHIN

Topical skincare can only treat the very surface of our skin and to make important changes we need to address the new skin cells being created in the dermis which can only be reached with the help of certain machines and with supplements.

Unless you're eating in-season organic fruit and veg at every single meal all year round you're highly unlikely to be getting all the vitamins and minerals you need from your daily diet. But for a supplement to be worth taking it needs to be 'bioavailable' which means that your body can actually absorb and utilise it. If a brand is considered bioavailable it will make it very clear and they should have the clinical backing to prove it. This is why I work with and recommend The Advanced Nutrition Programme™.

IN-CLINIC TREATMENTS

Here are my current Top 3:

Mesotherapy: What's not to love? Mesotherapy is a minimally invasive procedure where a series of superfine micro injections of vitamins, minerals, amino acids and hyaluronic acid cocktails are delivered into the mesodermal layer of the skin. This infusion of medically graded ingredients nourishes and rejuvenates the skin while also stimulating the production of collagen and elastin, both essential for skin's natural elasticity. Suitable for those wanting to target fine lines, those coveting a healthy dewy glow and those wanting super healthy, plumped up skin.

Chemical Peels: At this time of year, after summer, when the UV levels lower, I perform a huge amount of chemical peels. It's a deep chemical exfoliation that works brilliantly in conjunction with so many of my other treatments. Chemical peels don't have to be scary, there are so many on the market these days, find a practitioner who can tell you the PH of the peel they are using and why, it is not just about acids and percentages. Excellent for those struggling with acne, pigmentation, tone, texture and general ageing, especially when combined with other treatments. A course is recommended.

Radio Frequency: One of the most advanced services I offer that comes with absolutely no down time yet still delivers measurable results. It feels like a hot stones massage for the face. Radio Frequency is considered the gold-standard in anti-ageing. It uses an electrical current to heat the dermis up to 38-40 degrees, this stimulates the formulation of collagen and elastin to achieve taught, plump skin. The result is the lasting reduction and softening of fine lines and loose skin. It is a truly relaxing treatment. A great treatment to tighten up tired and sagging skin, loose jowls and bags under



● Mesotherapy

the eyes. Results are visible quite quickly with this approach to sculpting. A course is recommended.

FINAL THOUGHT

Skin health should always come first. Find yourself a practitioner who will offer you a thorough consultation and be able to work with you to create a totally bespoke treatment plan to optimise your results. And don't forget to always wear your sunscreen! 📌

.....
Zoe Greenwood is a skincare specialist based in Kingsbridge, South Devon. She offers in-clinic appointments as well as virtual consultations. For more information visit:

alchemyclinic.co.uk



● Zoe Greenwood

BOOKS

THE BOOKERY recommends...

COMMUNITY OWNED SINCE 2013

New releases

***The Satsuma Complex* BOB MORTIMER**

Legal assistant Gary has a mundane life until he meets a girl in a pub. When she disappears without saying goodbye, his search for love and adventure begins. Comedian, fisherman and national treasure Bob Mortimer writes his first novel with the warmth and humour that we've come to expect from him.

FICTION | Hardback £16.99

***Agatha Christie: A Very Elusive Woman* LUCY WORSLEY**

Peeling back hidden layers, historian Lucy Worsley delves deep into the hidden world of one of our most important authors. With access to her letters and papers, this book is much more than a by-the-numbers biography – only fitting for a woman who was wholly remarkable not only on the page, but also in life.

BIOGRAPHY | Hardback £25

***The Rising Tide* ANN CLEEVES**

Is there a more beloved detective than Vera Stanhope? In this, her tenth outing, our heroine travels to Holy Island to investigate a hanged man, uncovering the secrets a group of friends have been keeping for fifty years. Author Ann Cleeves continues to write the most satisfying crime books around.

CRIME FICTION | Hardback £20

***Abyss: The Cuban Missile Crisis* MAX HASTINGS**

Editor and journalist Max Hastings turns his attention to a period in time with some resonance – the Cuban Missile Crisis. With his trademark style, *Abyss* reads almost like a thriller as the facts and lesser-known background of this 'close call' are laid out before us in a typically engaging way.

HISTORY | Hardback £30

***Act of Oblivion* ROBERT HARRIS**

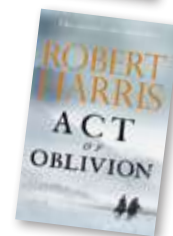
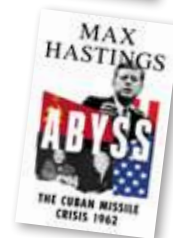
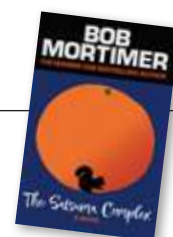
Set after the fall of Cromwell and the restoration of the monarchy, Richard Naylor chases those responsible for regicide across Europe and over to America. His thirst for justice brings him in mortal danger, as he tracks down his prey against the odds. The standout fiction highlight of this season.

HISTORICAL FICTION | Hardback £22

***Landlines* RAYNOR WINN**

Join Raynor and Moth on a 1000 mile walk across Britain, from Scotland back to the South West Coast Path. Despite Moth's declining health, Raynor puts faith in a healing odyssey to save him. What started with *The Salt Path*, continues with this couple's journey of discovery not only of nature, but of each other.

NATURE/BIOGRAPHY | Hardback £20



Children's books

***Something About A Bear* JACKIE MORRIS**

Kate Greenaway Medal winner and illustrator of *The Lost Words*, Jackie Morris has produced an amazing and elegant book for children – a gallery of bears and the habitats they live in. This oversized hardback doesn't leave out every child's most important companion too...their teddy bear.

NATURAL HISTORY | Hardback £18.99

***The Baddies* JULIA DONALDSON & AXEL SCHEFFLER**

Possibly the most anticipated picture book each year, each new story by this team is a delight from start to finish. The creators of *The Gruffalo* and *Zog* are back with a tale of a witch and troll who try (and fail) to scare a little girl who turns the tables on them!

PICTURE BOOKS | Hardback £12.99

***Utterly Dark and the Heart of the Wild* PHILIP REEVE**

It is autumn within the deep woods of Summertide, and something mysterious is stirring. Utterly and her uncle must explore and find the truth about what lies beneath, or risk everything she holds dear. Philip Reeve, the author of *Mortal Engines*, enchants us with the latest instalment of the *Utterly Dark* saga.

FICTION 9-11YRS | Paperback £7.99

Gift ideas

***The Golden Mole: and Other Living Treasure* KATHERINE RUNDELL**

Award-winning children's author Katherine Rundell presents a beautiful and richly illustrated bestiary of the world's most endangered animals. The wondrous and astonishing feats of creatures such as the pangolin or the Greenland shark are highlighted in this stunningly realised book, which will delight adults and children alike.

NATURAL HISTORY | Hardback £18.99

***Persiana Everyday* SABRINA GHAYOUR**

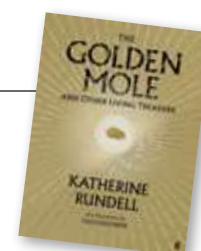
A beautifully presented collection of 100 Persian and Middle Eastern dishes including no-cook, quick-prep, quick-cook and one-pot dishes. A real treat for the senses and a homage to the joy of a shared meal.

FOOD AND DRINK | Hardback £26

***The Almanac: A Seasonal Guide to 2023* LIA LEENDERTZ**

The latest edition of the hugely popular book of lists and facts to help you reconnect with the seasons and plot your year ahead. Handily divided by month, this perfect annual companion is brimming with useful tidbits and practical information, and is beautifully illustrated by the artist Whooli Chen.

NATURE/MISCELLANY | Hardback £12.99



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FINANCE

QUARTERLY REVIEW
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FINANCE



AFWM Ltd's Managing Director and Head of Investment Committee JOHN WALDIE presents the quarterly fund review for all funds in the Prussia, Penberth and Porthgwarra services for the period 31/7/2022-31/10/2022.

MAIN MESSAGES

- The most chaotic and anarchic quarter since autumn 2008.
- Tactical asset management rendered a lottery.
- Portfolios lost out in this lottery on three fronts.
- Year to date: 7 out of 10 portfolios outperform their sector averages.
- This quarter: all portfolios underperformed their sector averages.
- Fundamentals look good on a 6-9 month horizon.

REVIEW OF PERFORMANCE

This brief was written on 1 November 2022. Please bear this in mind when taking into account the contents of this communication, given you may be reading this as late as the end of February 2022.

An utterly chaotic and anarchic quarter which saw three UK prime ministers, a business-unfriendly economic plan being converted to an expansionist business-friendly budget, then ripped up and burned, before finishing with a deeply business-unfriendly agenda again. Politics dominated portfolio performance and rendered tactical asset management something of a lottery.

As of 31 October, our portfolios were net losers in this lottery with performance being attacked on three fronts towards the end of the quarter: firstly, a devaluation in some property assets due to a shutdown in UK commercial property activity caused by the chaos in UK government economic policy; secondly, a total collapse in business confidence in Hong Kong due to the Chinese Government's COVID policy and party conference; and thirdly, optimism over Rishi Sunak's appointment led to an end of October rush to buy all things British – sterling, gilts and equities – not favouring our significant foreign investment content.

An advantage of investing with us is, when times are hard, or we have a poor quarter, we will explain what has happened and what we are doing about it. Let's look at each of the above events in turn.

TIME COMMERCIAL LONG INCOME

All portfolios have a stake in this fund which we regard as a very good inflation-friendly medium to long-term hold. Sadly, in October the chaos in UK government policy and resulting market interest rate rises effectively halted the

commercial property market. The fund has its portfolio independently valued every month and is obliged to value its assets based on market conditions at the time of the valuation. With the market stagnated, this led to a drop in valuation of 9%.

The long-term fundamentals of the fund and its portfolio remain strong. The fund continues to have 100% occupancy and rents linked to inflation. In terms of the leases within the fund, the weighted average lease term (WALT) of the portfolio is 47 years with 94% of the rent reviews being linked to an inflation index or a fixed percentage growth. Following the reduction in valuation, the fund is now anticipated to deliver a net income return of circa 4.5%, alongside attractive rental growth delivered through its inflation-linked and structured rent reviews. It is quite possible that by the time you read this, valuations will have substantially recovered with more normalised government policy.

COLLAPSE IN HONG KONG BUSINESS CONFIDENCE

We have a core holding in Asian equities for good reason; economic fundamentals are the most attractive, with a growing, increasingly prosperous population, strong relative economic growth and, in the case of China, falling rather than rising interest rates.

Sadly, as with the UK, politics eclipsed economic fundamentals. Whilst almost 90% of the Chinese population have been vaccinated against COVID, the Government continue to have a zero tolerance to any COVID outbreak and continue to lock up large parts of cities at the slightest hint of an outbreak. This is stifling business output. Secondly, in the recent five-year congress, none of President Xi's seven-person leadership team were regarded as moderates. Normally, two moderate, business-friendly delegates are selected. The combination of these two factors totally spooked Hong Kong markets in the last days of October. Over three months the Hong Kong market has fallen 25%.

RISHI SUNAK HONEYMOON

By the time you read this, the honeymoon period will be well and truly over. But, given the earlier chaos in October, the mere relief of a new 'fiscally responsible' Prime Minister being appointed on 26 October led to an end-of-month rush

to buy all things British, even though there is every indication that the Sunak administration is bad news for business, at least in the short term. Given our significant foreign asset holdings, again for good reason, this led to a fall off in relative performance in the last few days of October.

LOOKING TO THE FUTURE

For the time being, short-term performance of any asset class is impossible to predict – there are too many uncertainties. When markets reached a low point in late May, we decided to take a one-year view on bonds and equities. Our view was that each of these asset classes, on a one-year horizon, looked good value. It was far from clear whether markets had bottomed, or if we would have a further low point later in the year, so we took the view that, over one year, bonds and equities were the best placed asset class, and positioned portfolios largely committed to bonds and equities. That conviction remains.

In the very short term, prediction of market performance is impossible. Will Putin be deposed or are we headed for a Cuban Crisis-style nuclear showdown? How high will US interest rates go? Will Rishi Sunak's budget calm markets

or will it lead Britain into a recessionary doom-loop. It's not possible to tell today (1 November 2022).

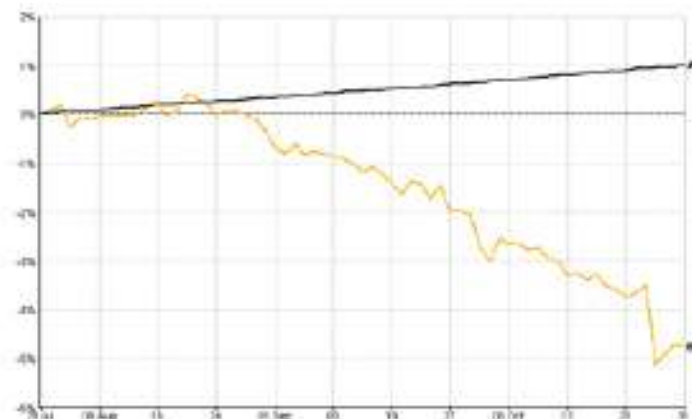
The below-par performance of our portfolios this quarter comes at the end of a period with the most violent and random swings in bond and equity prices most notably in the UK – the most anarchic since October 2008. In the immediate future we could see a strong recovery or further decline. To a large extent this is all irrelevant as, once the dust settles, equities and bonds will recover and we will move on. The relevance of this volatility can be felt by those taking income, but in all cases you will have an alternative plan with your adviser for taking income in turbulent times – this is part of our planning with you.

Addressing the three issues listed earlier: we regard the TIME Commercial Long Income fund as excellent long term value; we will retain significant exposure to Asian equities, but as time progresses reduce exposure to Chinese markets; finally, we will take stock of the UK as a country in which to invest after the forthcoming budget on 17 November.

As mentioned in the Main Messages above, 7 out of 10 portfolios have outperformed their benchmark this year and we continue to react to events. ①

Anchor Very Cautious Portfolio

(Utilising the DPAS) Simulated performance and the Bank of England Base Rate + 2% from 29/07/2022 to 31/10/2022

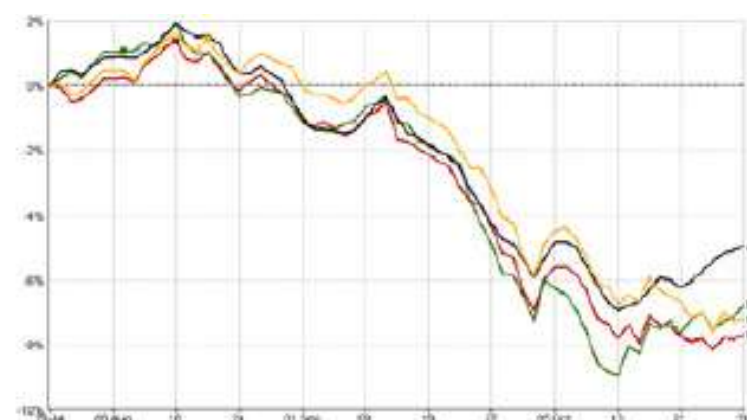


A = Performance of Bank of England Base Rate + 2% (1.01%)
B = Performance of Anchor (-4.75%)

Source: FE Analytics on 01/11/2022

Cautious Income Portfolio, Cautious Growth Portfolio & Ethical (Cautious) Portfolio

(Utilising the DPAS) simulated performance and the Mixed Investment (20%-60% shares) Sector Average from 29/07/2022 to 31/10/2022



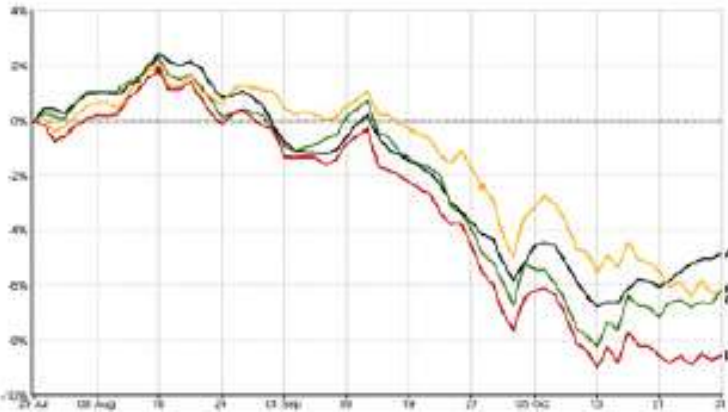
A = Performance of Mixed Investment 20%-60% (-4.94%)
B = Performance of Ethical (Cautious) Portfolio (-6.77%)
C = Performance of Cautious Growth Portfolio (-7.19%)
D = Performance of Cautious Income Portfolio (-7.70%)

Source: FE Analytics on 01/11/2022

FINANCE

Average Income Portfolio, Average Growth Portfolio & Ethical (Average) Portfolio

(Utilising the DPAS) simulated performance and the combined average of Mixed Investment Sectors (20%-60% shares) and (40%-85% shares) from 29/07/2022 to 31/10/2022

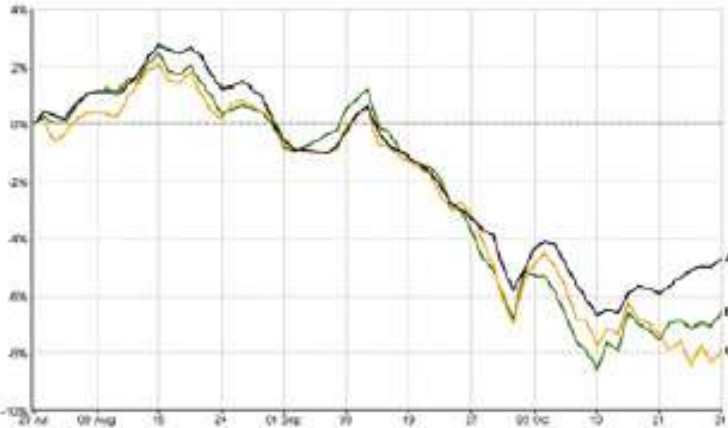


- A** = Performance of Combined Average of Mixed Investment 20%-60% and 40%-85% (-4.80%)
- B** = Performance of Average Growth Portfolio (-6.14%)
- C** = Performance of Ethical (Average) Portfolio (-6.17%)
- D** = Performance of Average Income Portfolio (-8.54%)

Source: FE Analytics on 01/11/2022

Above Average Portfolio & Ethical (Above Average) Portfolio

(Utilising the DPAS) simulated performance and the Mixed Investment (40-85% Shares) Sector from 29/07/2022 to 31/10/2022



- A** = Performance of Mixed Investments 40-85% (-4.69%)
- B** = Performance of Ethical (Above Average) Portfolio (-6.53%)
- C** = Performance of Above Average Portfolio (-7.87%)

Source: FE Analytics on 01/11/2022

Tactical Portfolio

(Utilising the DPAS) simulated performance and the Flexible Investment Sector Average from 29/07/2022 to 31/10/2022



- A** = Performance of Flexible Investment Sector (-4.29%)
- B** = Performance of Tactical (-8.01%)

Source: FE Analytics on 01/11/2022

NOTE FOR ALL GRAPHS ON THIS AND PREVIOUS PAGE: Price total return performance figures are calculated on a bid price to bid price basis with net income (dividends) reinvested. Performance figures are shown in sterling. The figures assume that each switch took place at the earliest possible switching window after a switch advice communication was sent. Therefore, delays will mean that individual performances will vary from the above figures. The performance includes ongoing fees and charges for the relevant service level applicable to each portfolio. Initial fees are not included. This document is provided for information purposes only and is not an invitation to invest.

THE VALUE OF UNITS CAN FALL AS WELL AS RISE. THE FIGURES REFER TO PAST PERFORMANCE. PAST PERFORMANCE IS NOT A RELIABLE INDICATOR OF FUTURE RESULTS.

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Our Private Client department can assist with the drafting of Wills, drawing up Lasting Powers of Attorney or generally advising you about what may happen financially when you are no longer around.

Our Conveyancing department can assist with the buying and selling of property and land, re-mortgaging and equity release. We also deal with commercial work and can assist clients with either leases or sales/purchases of commercial property and land.

Our Printed 2021 Brochure detailing information about the services we offer can be ordered free of charge via our website or by telephoning any of our offices - Go green and ask for a PDF version when ordering (Printed copies are sent free by post.)

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FINANCE

mortgage news



2022 has been an extremely volatile year for mortgages. In the last three months (Sep-Nov) there have been two further base rate rises: in September, the Bank of England announced a 0.50% increase from 1.75% to 2.25%, and in early November it raised the rate to 3% – the single biggest rise for 33 years. The last time the base rate hit 3% was in 2008.

The Bank of England uses the base rate to manage inflation to try to stop everyday items rising in price too much. As the base rate rises, mortgage and equity release providers will change their lending rates in line with the base rate. If

you are on the standard variable rate, a tracker or discount mortgage, you will see an increased monthly payment.

To protect against further anticipated rate rises, borrowers can 'fix' their mortgages. While in the fixed period – normally 2, 5 or 10 years – there will be no change to your monthly mortgage instalment if the base rate rises. However, it does work both ways: if the rate should fall within your fixed period, your mortgage payments will be similarly unaffected. And bear in mind you may have to pay a large penalty to switch mortgage until the tie-in period is completed. ▼

CASE STUDY

The Clients: Mr and Mrs Jones are looking to purchase their first home. They have a good-sized deposit and have found a house they would like to buy. Both have employed income which will continue to increase over the coming years. Both customers are in their mid-twenties with no children or additional liabilities. This will be their first home together but it is not a 'forever home' i.e. they expect to move again in the next two to three years.

The Property: A two-bedroom end of terrace. Although it is in good condition, there are some simple things that can be done to enhance it. Mr and Mrs Jones have kept some of their savings back to complete home improvements which should increase the value of the property.

The Challenge: Mr and Mrs Jones do not want to be tied into a mortgage for the next five years because they plan to move on from the property before then. Currently, 2-year fixed-rate mortgages are higher than 5-year rates. The couple would like to be able to sell the property or change the mortgage product without penalty.

The Solution: After researching the market, a tracker mortgage with no early repayment charges was found. The tracker rate was 2% lower than the best 2-year fixed rate. This means the base rate would need to rise considerably for the tracker to increase to the 2-year fixed rate. As there is no early repayment charge on the mortgage, the customers are able to redeem it at any point. They could also look to take a fixed-rate mortgage if they decide they want to stay or if rates are increasing too rapidly. As they have surplus income, if the payments on the mortgage were to increase slightly, it would not impact their standard of living.

It is always worth reviewing the market to see what products are available. Seeking independent advice is the best way to do this.

your guide to equity release

WHAT IS EQUITY RELEASE?

- If you own your house, and it is worth more than any loans you have secured on it, you have equity in the property.
- 'Equity release' refers to a range of products which allow you to access the equity (cash) tied up in your home without having to sell up and move.
- The most popular type of equity release is a lifetime mortgage, a loan secured on your home which does not need to be repaid until you die or go into long-term care.
- Interest rates are fixed for life on all equity release products. The more equity you release, the higher the interest rate will be.
- Equity release products are regulated by the Financial Conduct Authority (FCA) and all equity release advisers must follow a strict code of conduct.

WHO QUALIFIES FOR EQUITY RELEASE?

- You must be 55 or over and be a permanent resident in your own home.
- The property must not be left vacant for more than 6 months at a time.
- The property can be owned freehold or leasehold but lenders will want a minimum term remaining on any lease.
- The property should be mortgage-free or have only a small mortgage which must be cleared with the equity released.
- Most lenders require a minimum property value of £75,000.

KEY FEATURES OF EQUITY RELEASE

- **Partial payments**
A feature of all equity release loans is the ability to make regular payments towards the interest and up to 10% of the initial loan. This will reduce the total amount of interest added to the loan. These are voluntary payments so there will be no penalty for missed payments if you decide not to pay. Any payments you make above the 10% will incur an early repayment charge.
- **A 'no negative equity guarantee'**
This ensures that your estate will never have to pay back more than the property is sold for as long as a reasonable price is obtained. If there is a shortfall between the sale price of the house and the amount owed on the loan, the remainder of the loan will be written off.
- **Inheritance protection**
This is where a percentage of your home's value can be ring-fenced to protect the inheritance of any beneficiaries. Doing this will, however, have an impact on the amount you can borrow because the lender will not include the ring-fenced value in your property valuation. For example, if your property is worth £200,000 and you would like to ring-fence 25% of its value for your children, lenders will treat the house as if it's worth only £150,000.

PROS OF EQUITY RELEASE:

- The money you release is tax-free.
- No repayments are required, although many products do give you the option to make voluntary payments.
- You can access cash to improve your standard of living while remaining in your home.
- You may spend the money that you release however you choose.
- You may still move house in the future if there is a change in your circumstances.

THINGS TO CONSIDER:

- There will be a reduced inheritance for the beneficiaries of your estate.
- Interest is charged on a compound basis. This means that interest is calculated on the total loan amount as well as any interest that has already been added to the loan.
- Although equity release loans are portable, it can be difficult to move from one property to another in the future as not all properties will meet the lender's criteria.

singing their praises

Exeter Bach Choir member ELISE ELDERKIN provides an insight into Exeter's mixed voice choir specialising in the works of Johann Sebastian Bach.

The Exeter Bach Choir (formerly known as the Exeter Bach Society) was formed in 1995 to celebrate and perform the works of Johann Sebastian Bach (1685-1750). Its founder is our Honorary President, Alderman Ramon Yeo, an accomplished organist and an admirer of Bach.

Since then we have performed all his major choral works – the *B Minor Mass*, the *St Matthew* and *St John Passions*, the *Christmas Oratorio*, and the *Missa Brevis in F* – as well as many of his cantatas. The choir has also hosted solo and instrumental performances of many of his shorter works. In addition, we have sung many works from other composers and periods, such as Handel's *Saul*, Duruflé's *Requiem*, Britten's *St Nicolas*, and Ola Gjeilo's *Sunrise Mass*. We have been fortunate to be able to feature excellent soloists in these performances.

We aim to mount two major concerts every season, as well as instrumental recitals and talks throughout the season. In addition, we also organise an annual choral workshop, open to all, with a guest conductor. This year's workshop, on the Christmas Oratorio, was run by Jonathan Peter Kenny, our Honorary Patron and an internationally-renowned choral conductor, one of the Musical Directors of the English Touring Opera.

There are currently around 50 members of the Exeter Bach Choir; some are accomplished sight-readers, whilst others have had fewer musical opportunities in their pasts. But all of us love making music, and we delight in singing together under the able leadership of Jonathan Lucas Wood, our enthusiastic and talented Musical Director. Together with our gifted accompanist, Sam Nickels, Jonny works hard to bring out the best from us, whilst making sure that we attain an excellent standard of performance. As a group we are a mixture of ages and backgrounds, and new members are often struck by how friendly and open the choir is.


The Exeter Bach Choir is lucky enough to have an expert selection of local professional instrumentalists on whom




● Musical Director Jonathan Lucas Wood

to call; they are ably led by Anna Cockcroft and accompany most of our concerts. Many of these musicians support us on a regular basis and provide the expertise to expand their ranks when required – as with the double Baroque orchestra needed to accompany the *St Matthew Passion*.

Rehearsals will start in January for our spring concert which will feature Fauré's *Requiem* as well as a new piece by one of our members, Peter Nickol. If you are interested in singing with us, or just trying us out, get in touch via our website or Facebook page.

We rehearse on Thursday evenings from 7pm-9.15pm at the Salvation Army Temple, Friars Gate, Exeter, EX2 4AZ and we can assure you of a warm welcome. 

exeterbachsociety.org

 Exeter Bach Choir

dates for your diary

J S Bach Christmas Oratorio
Saturday 17 December, 7pm

Exeter United Reform Church,
Southernhay East, Exeter EX1 1QD

Spring Concert - Fauré and Nickol
Saturday 11 March, 7pm

St David's Church, Queen's Terrace,
Exeter EX4 4HR

All photos taken during the rehearsal and performance of JS Bach's *St John Passion* at Exeter United Reform Church in December 2021.
Photos by Ben Tomlin Photography.



CREDIT: TONY UTTING



taking flight

JANE FITZGERALD meets falconer Karen Andriunas at the **Devon Bird of Prey Centre**.

CREDIT: JANE FITZGERALD



● Karen Andriunas with a barn owl

Falconry – the ancient art of keeping and training hawks, falcons and other birds of prey for hunting wild game – is thought to have originated in the Far East as far back as 1700BC, arriving in Britain around the 9th century AD. While its original purpose was to catch food for the table, falconry quickly caught on as a popular sport for the rich – until the advent of the shotgun in the mid-17th century when falconry fell out of fashion.

A century later, the Land Inclosure Act of 1773 furthered falconry's demise. By creating legal property rights to land that was previously considered common and removing the right of commoners' access, the Act took hawking out of the reach of ordinary people.

The decimation of wild populations of raptors through the use of pesticides in the 1950s and 1960s brought about a resurgence of interest in birds of prey and their conservation, and this sparked a major revival of falconry in Britain in the



● Harvey, a tribred hawk

1970s. Falconry's popularity has continued to soar over the past few decades, although nowadays a falconer is regarded as anyone who flies a bird of prey; the pastime need not entail the hunting of wild game.

At the height of its extensive popularity in Europe between the 12th and 18th centuries, falconry was practised just as keenly by women as by men. Indeed, there is much evidence in literature and art to suggest that women were renowned for their falconry skills. But by the 19th century, hawking had come to be regarded, along with fishing, fowling and hunting, as a 'gentleman's recreation' and even today only ten percent of the world's falconers are women. Karen Andriunas is one of them.

Karen has practiced falconry for 30 years and has a reputation for being supremely accomplished within her craft and for having a unique approach to working with her birds. At her Devon Bird of Prey Centre in Ipplepen, she keeps a collection of thirty or so birds of prey including kestrels, barn owls, snowy owls, white-faced owls, great grey owls, eagle owls, peregrine falcons, Mexican Harris hawks, red-tailed hawks, black vultures, turkey vultures and a golden steppe eagle.

It is mid-morning when I arrive at the Centre and a small team of volunteers are busy with their tasks: cleaning and hosing down aviaries or 'mews', weighing the birds and

allocating the feed. It's sunny, but the wind is too strong to fly the peregrine falcon as planned.

I ask Karen how long she has been running the Centre. She stops to think. There is something ethereal about her eyes; they are the palest aqua blue. "It's nearly 20 years", she says. "There wasn't any great planning; it's a work in progress."

Falconry wasn't a conventional career for a young woman to take up in the early 1990s, so how did she get involved? "I learnt the basics of falconry on a five-day course at the Shire Horse Centre near Plymouth and then I started volunteering there, helping with the displays," explains Karen. "I was thrown into the deep end quite quickly. It wasn't long before I was doing my own thing, doing shows around the country and learning my trade. It was just the birds and me, mic'd up and doing it on my own, which is surprising because I was very shy. It helped me a lot because you have to be confident to step out on your own in front of an audience."

While we chat, Karen has half an eye on the birds and, sensing one is getting ruffled, she darts across to assist. I take a wander around the aviaries which are roomy and spotlessly clean. The birds all look in excellent condition and seem quite at ease with what is going on around them. Most seem happy just to hang out – the falconry term is to 'weather' – bathe, preen or gaze about, much as birds of prey do in the wild. "Birds of prey are all about preserving energy," says Karen. "They won't fly unless they have to. Out there in the wild it's to protect territory, to find food or to find a mate in the breeding season. If you take those jobs away, they'll do what these birds are sensibly doing which is roosting."

A delicate white-faced owl named Cherub is perched on the gloved hand of Ash, the youngest volunteer who helps out once a week while studying for his GCSEs. The falconer's leather glove he wears hasn't changed much since medieval times. They are still handmade by skilled craftspeople, as are the plumed hoods, jesses, lures and bells. Karen wears a glove that is 20 years old. "It has lasted that long because I look after it. I do have a new one, but I keep it in the car. I only use it for special occasions."

A visit to the Centre is often the first engagement members of the public have with birds of prey. Through visits, experiences, therapy sessions and flying displays, Karen gives the public a chance to interact closely with what are, essentially, wild birds.

"It's about making the remoteness of the birds more intimate," says Karen. "The more knowledge and understanding you have of the birds, the more likely you are to get involved in their conservation."

Karen is keen to point out that the joy of falconry is not about the killing of quarry. "It's the joy of having that connection with the bird, watching it working in its natural environment and getting as close to that natural event as you possibly can," she tells me.

"It's all to do with co-operation and trust. If a bird feels it can trust you it will be happy to sit on the glove with you. My owl, Angel, for instance, will sit and hang out with our visitors. People don't expect that intimate connection with the birds."

And for some, it can be an emotional experience. "Some people are brought to tears when the eagle owl or the barn owl fly to them on the glove for the first time," says Karen. "They get caught unawares by where that emotion has come

CREDIT: TONY UTTING



● Pagan, a peregrine x lanner falcon

CREDIT: JANE FITZGERALD



● Flying a Harris hawk at an experience day

CREDIT: TONY UTTING



● Amber, a European eagle owl on display

CREDIT: JANE FITZGERALD



● Volunteer Ash with Cherub, a white-faced owl

“

It's all to do with co-operation and trust. If a bird feels it can trust you it will be happy to sit on the glove with you.

CREDIT: TONY UTTING



● Mozart, a Siberian x Turkmenian eagle owl

from. That connection to nature is part of who we are and what we are and that is what is triggered when the birds are so close to you. It truly is an honour.”

Karen is actively investigating and developing the use of falconry as therapy. Some volunteers come to the Centre with anxiety issues or depression and Karen says they find working with the birds helpful. Karen also runs confidence-building sessions for small groups as well as mindfulness sessions at a local prison.

“Falconry teaches you to be in the now,” explains Karen. “You have to put yourself in neutral and have no agenda. Then the birds relax. And you relax. They teach you so much. There is no point in trying to impose your will on a bird if you want to get the best out of them. It teaches you to let go.”

So, what does it feel like to actually fly a bird of prey? “When I’m flying a bird, I’m in the zone. It challenges me because I know that anything can happen. But it feels absolutely right and a natural thing for me to do,” says Karen.

“Peregrines are one of the most difficult birds to fly. It takes a lot of skill and it’s all about timing. If you’ve got a bird at 2,000 feet and you pull your lure out of your bag, and it goes into a dive at 80-90mph and its coming at you, you can’t slow it down and watch it. You have to meet him in the air and then pull it through. It is a skill I’ve learned, and it’s worked so far. But if anything goes wrong it’ll be my mistake, not the falcon’s.”

For more information on Devon Bird of Prey Centre flying experiences, displays and therapy workshops visit: devonbirdofprey.co.uk



A FAMILY-RUN HIDEAWAY IN DEVON



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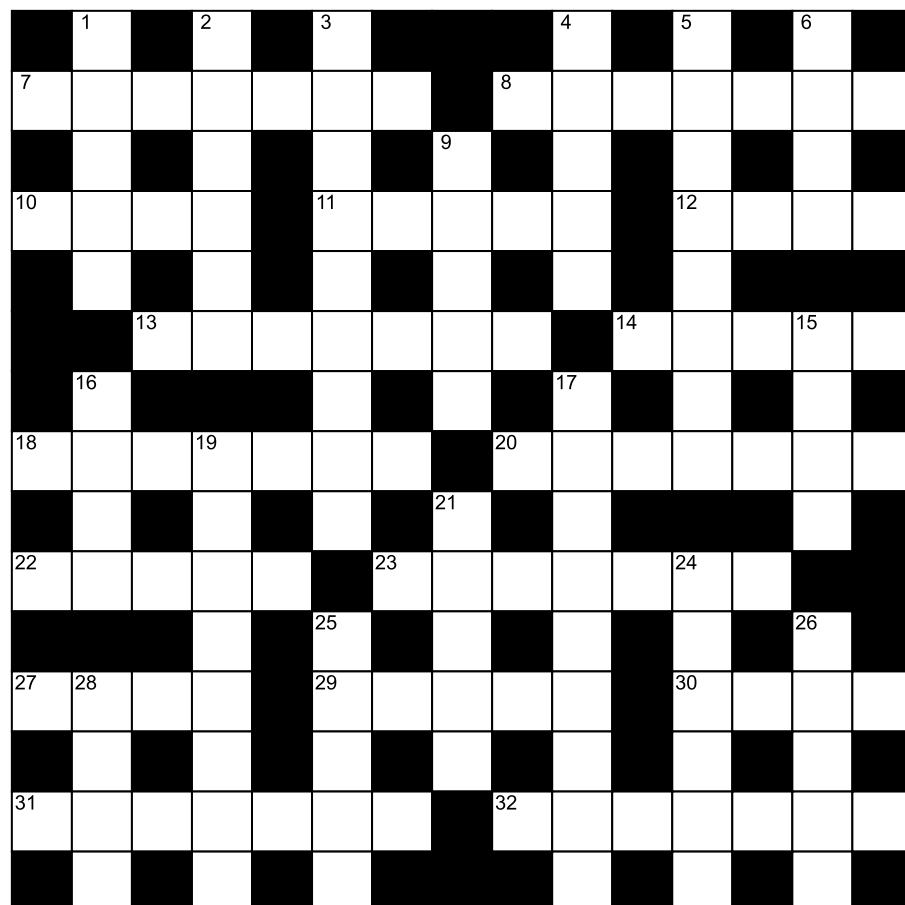
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venture prize crossword



Win! A three-month book subscription from The Bookery, Cridton



ACROSS

7. Sir Humphrey _____, sailor and explorer born in Brixham (7)
 8. Cornish town whose MP is George Eustice (7)
 10. English rock band that includes Dorset born cheesemaker Alex James (4)
 11. 'The Floral _____' is a song describing Helston's annual event (5)
 12. They graduate from convents? (4)
 13. Sailing races as held in Dartmouth (7)
 14. Surname of James Bond actress Dame with Dorset father and Cornish cottage (5)
 18. See 20
 20 & 18. Cornish writer famous for 'Lord of the Flies' (7,7)
 22. Fish found in West Country waters? Possibly cheap! (5)
 23. Percy _____, Newton Abbot born explorer (7)
 27. Well-known Cornish illustrator (4)
 29. Home of River Otter beavers? (5)
 30. Hamlet and peninsula in southeast Cornwall (4)
 31. Lara _____, Bryanston educated Bad Girls actress (7)
 32. Five-time Olympian who was born in Honiton (2,5)

DOWN

1. W. J. _____, Totnes born surveyor and explorer (5)
 2. Peter _____, journalist born in Dorset 1957 (6)
 3. Music hall impresario born in Exeter in 1866 and died in Dorset in 1941 (4,5)
 4. Paul _____, Dorset born businessman and poker player (5)
 5. Maria _____, Penzance born mother of British writers, the Bronte sisters (8)
 6. _____ and Olly, Laurel and Hardy, performed in Plymouth in 1954 (4)
 9. _____ Harris, actress and singer who moved to Bournemouth aged seven (5)
 15. Favourite seafood filling of West Country sandwiches? (4)
 16. Hard confectionery from Cornish village? (4)
 17. Dorset village situated five miles east of Dorchester (9)
 19. Poet and novelist born in Cornwall in 1935 (1,1,6)
 21. Favourite accommodation for visitors to the South West (1,3,1)
 24. Collective name for Torquay, Paignton and Brixham (6)
 25. Small eel caught in Yelverton! (5)
 26. In Cornish dialect, a somewhat disparaging word for a tourist (5)
 28. _____ Carr, Weymouth born comedian (4)

Crossword compiled by Saranda

Fill in your details below and send your crossword entry to **VENTURE CROSSWORD, AFWM Ltd, 79-80 Fore Street, Chudleigh, Newton Abbot, TQ13 0HT.**

Closing date for entries: 24 February 2023.

NAME:

ADDRESS:

TEL NO:

Crossword solution (from last issue): ACROSS 7. Pertwee 8. Jamaica 10. Star 11. Eagle 12. Avon 13. Beatles 14. Hills 18. Markova 20. Saunton 22. Blunt 23. Le Carré 27. Goss 29. Poole 30. Maud 31. Wakeham 32. Raleigh DOWN 1. Keats 2. Sterne 3. Peter Tavy 4. James 5. Marazion 6. Echo 9. Egret 15. Looe 16. Ball 17. Mad Axeman 19. Kingsley 21. Defoe 24. Ramsey 25. Sprat 26. Judge 28. Olaf

TERMS AND CONDITIONS This competition is open to all UK residents aged 18 or over, excluding employees of AFWM Ltd and their families. Only one entry per person. The first correct crossword entry drawn after the closing date will win a new, hand-picked, beautifully wrapped book, delivered to your doorstep once a month for three months from The Bookery, Cridton. There is no cash alternative. The winner will be drawn and notified by 1 March 2023. All entries will be securely disposed of and your details will not be used for any other purpose.



Atkins Ferrie Wealth Management

afwm.co.uk

NEW CLIENT insight

2022 Edition



Atkins Ferrie Wealth Management



Atkins Ferrie Wealth Management

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Welcome

John Waldie

AFWM LTD MANAGING DIRECTOR &
HEAD OF INVESTMENT COMMITTEE

I am delighted to welcome you to *Insight*, our introduction for new clients. Over the next 20 pages we hope to explain and demonstrate our dedication to unrivalled client care and our unrelenting activity in managing your wealth. *Insight* is updated annually each March. If you turn over the brochure you can enjoy our *Venture* magazine, which is published quarterly. There you'll find a range of topical financial articles - including our Quarterly Review - alongside inspirational lifestyle features packed with ideas to help you 'enjoy life more' while we manage your financial affairs.

Atkins Ferrie Wealth Management was founded in January 2011 with the aim of offering the highest ethical principles and best service standards of any Independent Financial Adviser in the UK. We are experts in all aspects of financial planning, including - but not limited to - investments, pensions, mortgages and various forms of tax-mitigation. Our advisers have specialist qualifications that allow them to advise on more complicated matters such as pension transfers, long-term care fee planning, equity release and holiday home mortgages.

We provide completely impartial advice, unique to you. We will always consider all options available to you and ensure that every recommendation we make is the best solution for you. Our active approach means that when you take investment advice from us it is only the start of a journey. We will regularly assess your financial position, the risks to your money and the opportunities available to you. Your investments will be reviewed in accordance with your chosen service level and we will recommend changes where appropriate.

Our success is primarily based on the quality of our advice and service to you, the client. However, we also have an excellent reputation for working efficiently so that costs to clients are minimised, fair and reasonable. We endeavour to offer appropriate advice and excellent value for money.

Approximately 5% of our turnover is used to support charities and good causes. We work in partnership with the National Trust and the Royal Horticultural Society and sponsor a number of smaller causes and events within the local communities where our offices are based.

We currently have six offices in the West Country and plan to expand our presence into Somerset in the next two years. While our offices are located in the South West, our services are available anywhere in the UK and our advisers can travel to you.

Book your FREE initial consultation today.

Our mission

At Atkins Ferrie Wealth Management, our mission is to:

- **Transform the expectation and quality of UK financial services.**
- **Actively care for our clients by providing the most ethical, honest, professional and knowledgeable advice.**
- **Use our success to make the world a better place by not only positively transforming the image of financial services, but also by investing our time and resources in supporting the community and working in partnership with charities.**
- **To share our success by providing a rewarding culture for our staff and continuously growing returns for shareholders, thereby encouraging staff and shareholder loyalty and happiness.**

What our clients say...



We were thoroughly impressed with your presentation and the professional detailed report. I was most impressed by your understanding of the pension arrangements.

MF & CF, Hampshire



You have gone above and beyond your call of duty and are worth every penny. Thank you so much for all your help and support. You have been fantastic!

KH, Cornwall



Can we both thank you for dealing with our equity release. We are both over the moon with your service to us and will recommend you and your company to any friends who ask.

SM & KM, Devon



Thanks to you and the AFWM team for the very professional and effective way that you have negotiated the chaotic markets of the last 12 months. Given the turmoil in those markets created by the global pandemic, we are very grateful that the potential impacts on our investments have been very limited and indeed they've recovered very quickly. This positive outcome has only occurred through your experience and your proactive, knowledge-based approach to managing our funds – thanks again!

JK, Cornwall



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If you wish to register a complaint, please write to the Compliance Director, Lakeside Offices, The Old Cattle Market, Coronation Park, Helston TR13 0SR or telephone 01326 564950. A summary of our internal complaints handling procedures for the reasonable and prompt handling of complaints is available on request and if you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service at financial-ombudsman.org.uk or by contacting them on 0800 023 4567. The provision of advice to employers is an unregulated activity. Provision of advice to employees is a regulated activity.



Our ethics

AFWM Ltd is a highly principled organisation, with its own set of unique ethical principles at its core. These ethical principles form the foundation of every business decision we make and are what truly set us apart from the majority of IFA firms in the UK. Below are our fundamental ethics and what they mean in practice:

1 To never engage in strategic investment alliances - our duty as Independent Financial Advisers is to have a one-to-one alliance only with clients. Independent means independent AND impartial. We will never have a personal preference for one organisation over another. The right solution for each client is all we are interested in.

2 To take responsibility for client asset management, not to delegate this to third parties. Whatever the economic situation we have a view on how your assets should be managed and will guide you accordingly. We will not sit on the fence and shrug our shoulders.

3 To not be afraid to give bold investment advice that we fundamentally believe is in each client's best interest. Our task is to communicate the logic for such advice to the client. Many fund management solutions merely follow and copy an industry benchmark, which vary little with changing economic circumstances. Sometimes this results in client assets being partially invested in asset types with very little medium term potential. If we don't think it will grow, we won't recommend it!

4 To develop our service entirely on customer need, rather than business interests. We have a number of

recommended portfolios. Clients who wished to invest ethically expressed an interest in us providing such a portfolio. We duly obliged by creating our Porthgwarra service.

5 To provide long-term service and only to conduct new business when wholly in the interest of the client. More than three quarters of our income is derived from looking after clients on a long-term basis NOT initial advice. Our advisers are focussed on looking after you for years to come, not earning high initial fees, never to be seen again.

6 Where no new business needs to be written - to end an appointment happy that a good job has been done. Our review meetings are just that. We inform you how things have gone and recommend alterations to your portfolio where required. If no further work is required then we are happy to say so. Our advisers are motivated to provide service rather than sales.

7 To treat all clients with the same courtesy irrespective of wealth or budget. Many adviser firms now have minimum fund sizes or high minimum fees making it sometimes difficult to receive cost effective advice. We believe this to be unfair and unethical. Whether you have £10,000 or £10,000,000, we have no minimum investment size, there will be a service to fit your needs enabling you to receive quality advice, now and in the future.

8 To always provide advice or recommendations, which are wholly right for each individual client, not the most convenient to our business. We provide the best solution to each client at any given time. In 2012, having consistently recommended a particular Fund Platform, when their administration became poor, we stopped

recommending this provider and found a better solution for our clients.

9 As our business grows, to not lose our ability to service clients to the highest standards through overburdening staff and advisers. It is important that you always get a great service, now and in the future. Our advisers are limited to the number of clients they can look after. This means that your adviser will not be overworked and will have the time to properly review your investments over the years to come. It also allows them to get to know you very well over time.







10 To relentlessly strive to provide ever higher service standards, including the most customer-friendly office environment. We will not stand still and pat ourselves on the back. In 2018, by popular demand, we introduced advice on both Private Medical Insurance and Funeral Plans. A trip to our offices will be a pleasant experience, with friendly staff and a great range of refreshments available.

“
Whatever the economic
situation we have a view on
how your assets
should be managed and
will guide you accordingly.

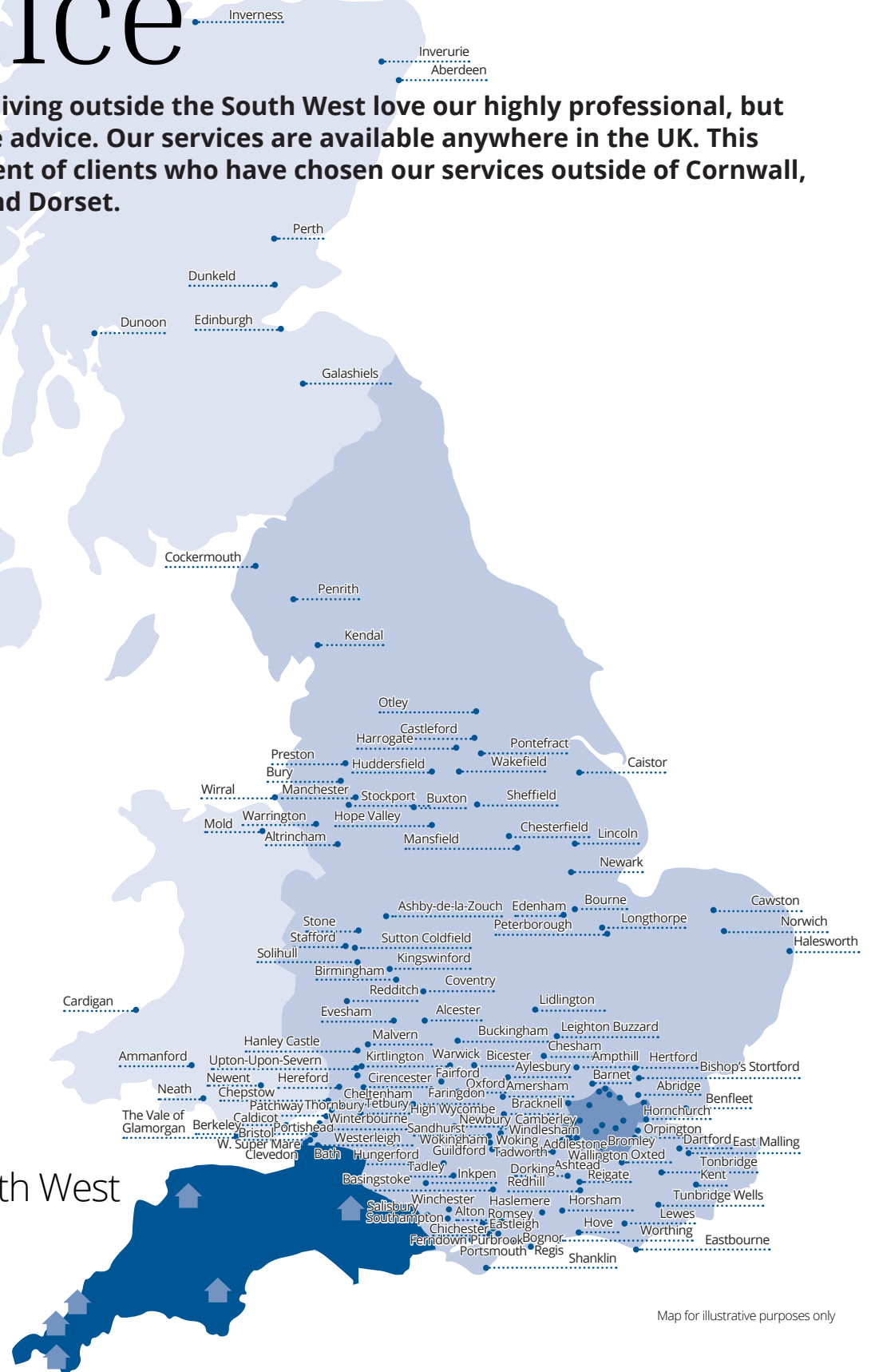
A nationwide service

We find that those living outside the South West love our highly professional, but friendly, one-to-one advice. Our services are available anywhere in the UK. This map shows the extent of clients who have chosen our services outside of Cornwall, Devon, Somerset and Dorset.

Our office locations:

-  Helston
-  St Agnes
-  St Ives
-  Chudleigh
-  Barnstaple
-  Sherborne

The South West



Map for illustrative purposes only



An active approach

An introduction to our in-house portfolio management style from John Waldie, Managing Director & Head of Investment Committee

At Atkins Ferrie Wealth Management we offer clients above everything else - choice. Not only do we independently carry out our own research across the widest range of financial products, but we offer our own asset management service in addition to the asset management services of the rest of industry.

Our Prussia, Porthgwarra, Teign and Penberth services offer our 'Dynamic Portfolio Assessment Service' (DPAS) which utilises our own in-house asset management style; whereas we can recommend any other asset managers' direct fund management through our Trevaunance, Teign and Kynance services. In practice, we find that more than 85% of our clients choose us to make regular recommendations on their asset management, because they prefer us to be in control of their situation rather than have this delegated to third parties. In doing this we never actually handle client money but advise and facilitate the best value home for their funds.

HOW OUR OWN ASSET MANAGEMENT ADVICE WORKS

Our principal role is to provide advice. Firstly, on which asset types, for example, Cash, Bonds, Property, Equities and Alternatives. Secondly, on which parts of the world to invest, for example, UK, Europe, North America, Asia and Emerging Markets. Having determined this, we then carry out our own independent research on the best fund managers of each asset class and geography and put together a portfolio of the best fund managers in the industry from a range of 3,000.

In other words, our role is to get the 'big picture' asset type and geography right then select the best fund managers who are the best in their niche market, for

example, Emerging Market Bonds or North American Equities. As the saying goes 'it is better to be with the worst fund manager in the best sector than the best fund manager in the worst sector', so our role is exceedingly important - to select the best sectors and then select the best managers of each sector also.

As time progresses we continually assess the economic situation and recommend changes to your asset profile and recommend the niche fund managers in which to invest. Typically we would carry out 5-10 asset changes in a year. We always ask your permission to carry out any changes.

WE ARE NOT AFRAID TO GIVE BOLD INVESTMENT ADVICE

At first glance this expression in our Ethics sounds as though we may be over eager with taking risk in client portfolios. In reality, our approach is the opposite of this, in that, above all else, we look firstly at what can go wrong and how our funds under management could lose money. All my personal pension funds are invested in the Tactical portfolio. I am sure, like me, you would never like your funds to fall in value. It is impossible to achieve this, all of the time, with any form of risk based investments, but that does not detract from the strong motivation to avoid holding assets that are vulnerable to a downward correction in value. Therefore, before looking at what opportunities exist to make good returns, we analyse the risks in our portfolios and take action to remove funds which we believe offer poor value and prospects compared to the risks being taken.

An important point needs to be made here: although, when we conduct our review meetings we compare our performance to the rest of the industry

using a suitable benchmark, we do not believe in sticking to industry recognised benchmarks in asset allocation. We believe much of the industry tracks and simulates the benchmark they compare themselves with and this could lead to staying with asset types that just don't offer value for risk. If we don't think that an asset offers value then we simply won't hold it - irrespective of the rest of the industry's position, because our only duty is to look after your money, not follow the masses.

Only after assessing downside risk do we then analyse how best to make your assets grow with the least risk possible. In doing so we can be very nimble and swift at switching assets and we have a history of radically and quickly changing portfolios in order to respond to political and economic opportunities.

The following graphs on pages 9 and 10 indicate the past performance of our daily monitored portfolios (although they are not necessarily a guide to the future).

“

Our only duty is to look after your money, not follow the masses.

Five-year portfolio performance

Cautious Income Portfolio and Cautious Growth Portfolio

(Utilising the DPAS) Simulated performance and the Mixed Investment (20%-60% shares) Sector Average from 31/01/2017 to 31/01/2022



- A** = Performance of Cautious Income Portfolio (24.28%)
- B** = Performance of Cautious Growth Portfolio (19.74%)
- C** = Performance of Mixed Investment 20%-60% (17.60%)

Source: FE Analytics on 01/02/2022

Average Income Portfolio and Average Growth Portfolio

(Utilising the DPAS) Simulated performance and the combined average of Mixed Investment Sectors (20%-60% shares) and (40%-85% shares) from 31/01/2017 to 31/01/2022

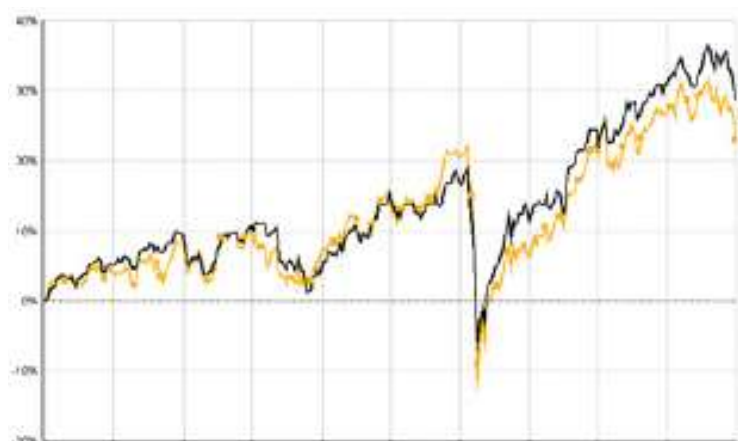


- A** = Performance of Average Growth Portfolio (27.85%)
- B** = Performance of Average Income Portfolio (26.80%)
- C** = Performance of Combined Average of Mixed Investment 20%-60% and 40%-85% (23.35%)

Source: FE Analytics on 01/02/2022

Above Average Portfolio

(Utilising the DPAS) Simulated performance and the Mixed Investment (40-85% shares) Sector from 31/01/2017 to 31/01/2022



- A** = Performance of Mixed Investment 40-85% (28.76%)
- B** = Performance of Above Average Portfolio (23.82%)

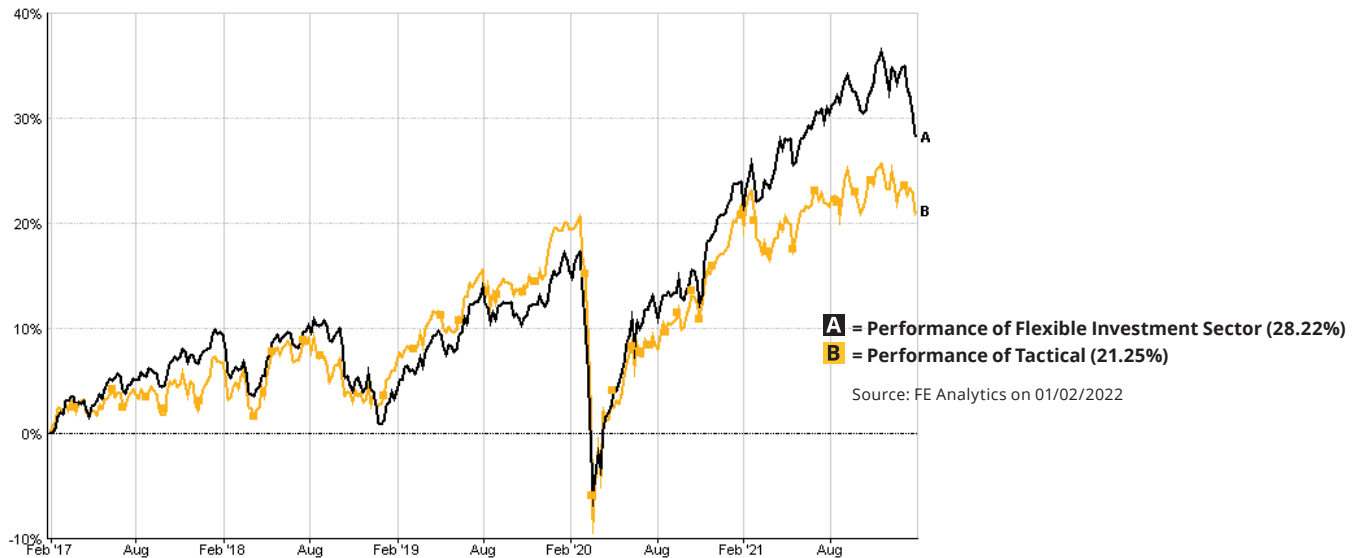
Source: FE Analytics on 01/02/2022

Ethical and Tactical investing

Via our strong ethical principles, we are proud to run our clients' money in a different format, where we take a view of the market under a 'Tactical' and/or 'Ethical' view as illustrated in the next two graphs. Our Tactical portfolio is designed to alter its risk tolerance through different points in time where we see it would be prudent to do so. The nature of this causes it to move from high risk to low risk frequently and is popular with our experienced investors. The Ethical portfolio has been tailored to our clients who wish to invest in a socially responsible manner and has been our best performing portfolio to date. In 2019 we were pleased to add Cautious risk and Above Average risk Ethical portfolios to our range.

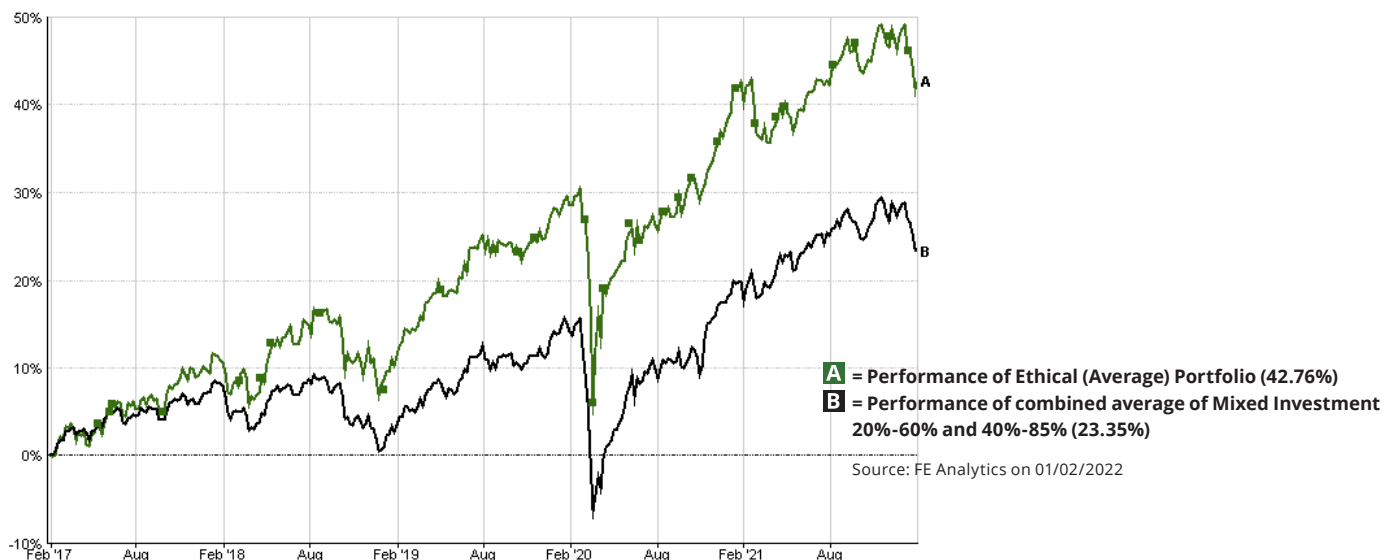
Tactical Portfolio

(Utilising the DPAS) Simulated performance and the Flexible Investment Sector Average from 31/01/2017 to 31/01/2022



Ethical (Average Risk) Portfolio

(Utilising the DPAS) Simulated performance and the combined average of Mixed Investment Sectors (20%-60% shares) and (40%-85% shares) from 31/01/2017 to 31/01/2022



NOTE FOR ALL GRAPHS: Price total return performance figures are calculated on a bid price to bid price basis with net income (dividends) reinvested. Performance figures are shown in Sterling. The figures assume that each switch took place at the earliest possible switching window after a switch advice communication was sent. Therefore, delays will mean that individual performances will vary from the above figures. The performance includes ongoing fees and charges for the relevant service level applicable to each Portfolio. Initial fees are not included. This document is provided for information purposes only and is not an invitation to invest.

THE VALUE OF UNITS CAN FALL AS WELL AS RISE. THE FIGURES REFER TO PAST PERFORMANCE. PAST PERFORMANCE IS NOT A RELIABLE INDICATOR OF FUTURE RESULTS.



Our investment service levels

Please contact an adviser for more information, including costs.

PENBERTH

We will automatically carry out a bi-annual valuation of your investments held. We will be in touch following each valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes, where appropriate, or confirm that your investments remain suitable. We will continuously review your investments throughout the year in line with your attitude to risk and economic conditions. Where we deem appropriate changes are necessary, we will contact you with our recommendations, typically between 5 -10 times per annum.

PRUSSIA

This service is by email only. We will automatically carry out an annual valuation of your investments held. We will be in touch following the valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes where appropriate, or confirm that your investments remain suitable. We will continuously review your investments throughout the year in line with your attitude to risk and economic conditions. Where we deem appropriate changes are necessary, we will contact you with our recommendations, typically between 5 -10 times per annum.

TREVAUNANCE

This service is available to all clients. We will automatically carry out an annual valuation of your investments held. We will be in touch following the valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes, where appropriate, or confirm that your investments remain suitable.

KYNANCE

We will automatically carry out a bi-annual valuation of your investments held. An adviser will review these in light of your attitude to risk and current economic conditions. We will be in touch following each valuation to arrange an appointment to discuss the performance of your investments relative to your objectives. At this time, we will either recommend changes, where appropriate, or confirm that your investments remain suitable. There will be the option to tailor this service with Quarterly Reviews dependent on your required management needs.

PORTHWARRA Ethical

This service is designed for clients looking to invest with a sustainable/ethical/socially responsible mandate. We will automatically carry out an annual or bi-annual valuation of your investments held (dependent on assets under management). At this time, we will either recommend changes where appropriate, or confirm that your investments remain suitable. We will continuously review your investments throughout the year in line with your attitude to risk and economic conditions. Where we deem appropriate changes are necessary, we will contact you with our recommendations, typically between 5 -10 times per annum.

TEIGN

This service is available to clients with over £2,000,000 to invest. We recognise that certain high net worth investors may wish to have a more targeted and specialist advice process than typical. For example, more or less regular meetings, more regular valuations and reviews, or less advice in some areas where this is existing specialist knowledge. We always strive to provide a service which best fits individual client needs which is why we offer several services, not one. This service is designed to be fully bespoke and agreed on an individual basis.



CLOVELLY Mortgage Service

Our Clovelly service is designed to give our Mortgage customers ongoing care after the point of purchasing a new home, holiday home, buy-to-let property or releasing equity from an existing property.



A team of the highest quality and integrity

We are proud to attract top-quality professionals to Atkins Ferrie Wealth Management. Please browse our staff backgrounds within each of our offices to be confident of the overall quality of service we can offer.

ST AGNES



Christine Bolitho
HEAD OF ADMINISTRATION

Christine works closely with John Waldie, whilst continuing as the Principal for all administrative issues. After successfully completing the London Chamber of Commerce Industry Secretarial Intensive Course at Cornwall College, Christine spent 12 years in Architectural Administration with a further 17 years in Financial Administration covering both the Mortgage and Investment fields, which gave her the essential skills and knowledge prior to joining AFWM Ltd in February 2011.



Chris Towell CeMAP CeRER
MORTGAGE ADVISER

Chris joined AFWM Ltd in April 2017 following an 18 year career with GE Money where he worked in several different roles including Underwriting, Mortgage Adviser, Team Leader and Customer Experience and Outcome Manager. His current role is to drive the mortgage side of the business forward, incorporating a strong ethics-based belief into the mortgage field. He deals with both residential and buy-to-let or holiday home mortgages, equity release and reviews the protection needs of his clients.



Trevellyan Ward BSc (Hons) DipPFS
FINANCIAL ADVISER

Trevellyan joined in 2019 and brings with him a wealth of investment experience. After graduating with an Economics degree from the University of Bath, Trevellyan began a career in institutional asset management at Strathmore Capital, advising some of the world's largest pension funds on their investment strategies. He then moved to GAIN Capital to manage the firm's discretionary equity investment strategy and was integral in improving the firm's discretionary trading performance. As an Adviser, Trevellyan draws upon his extensive investment and client management experience to provide the first-class service AFWM Ltd is renowned for.

ST AGNES continued



Rob Coote BEng (Hons) DipPFS FINANCIAL ADVISER

Rob graduated from the University of Exeter in 2015 with a degree in Mechanical Engineering and Management. During university, Rob played for the Exeter Chiefs, England Students and Great Britain Students rugby teams. Rob's sporting background has provided him with a strong work-ethic, great communication and the ability to lead. Combining these with the optimisation and management skills learnt whilst acquiring his degree gives him the relevant attributes to be an asset to the AFWM Ltd team and to help clients achieve their financial goals.



Jo Allen SENIOR MORTGAGE ADMINISTRATOR

Jo joined AFWM Ltd in 2015 following a 28 year career with NatWest Bank, the last 14 years of which she was joint Branch Manager with Sally Endean in St Ives. Jo works closely with Chris Towell and assists with the administration of all mortgage and equity release applications.

HELSTON



Ronnie Williams BA (Hons) DipPFS Cert PFS (DM) Certs CII (MP & ER) QUALITY ASSURANCE DIRECTOR & FINANCIAL ADVISER

Ronnie has a BA Honours Degree in Economics and Geography from the University of Exeter. After graduating he worked for a multinational firm where he obtained his mortgage qualifications. Ronnie joined AFWM Ltd in August 2011, and worked closely with John Waldie whilst he obtained his Diploma in Regulated Financial Planning. He has worked as a Financial Adviser since 2013 and his wide range of skills enable him to provide a quality holistic approach to financial advice.



Tom Tripp FCCA ACA MIoD CO-FOUNDER & STRATEGIC DEVELOPMENT DIRECTOR

A qualified Chartered Accountant and Chartered Certified Accountant, Tom has worked in the finance industry since 1987 and is a shareholder and director in the Chartered Accountancy practice, Atkins Ferrie. He is also a member of the Institute of Directors (London). Tom is responsible for the Marketing and Business Development of AFWM Ltd and has bolstered strong relationships with some of our charity and corporate partners including the National Trust and many more.



James Currie BSc (Hons) DipPFS FINANCIAL ADVISER

James has a First Class degree in Accounting and Finance from Swansea University. He joined AFWM Ltd as a Research Assistant, providing technical support to the advisers while researching investments and products to recommend to clients. Having qualified for his Diploma in Regulated Financial Planning, he has been a Financial Adviser at the company since 2016.



Sally Endean QUALITY ASSURANCE CO-ORDINATOR & EXECUTIVE ADMINISTRATOR

Sally assists Ronnie Williams on overseeing and managing the regulatory compliance needs of the business and general administration. Prior to joining AFWM Ltd in 2015, Sally enjoyed a varied career of 35 years with NatWest Bank, including joint Branch Manager of St Ives with Jo Allen for 14 years.



Katy Cox BA (Hons) DipPFS CLIENT ASSET MANAGEMENT EXECUTIVE

Katy joined AFWM Ltd in March 2018 as a Research Assistant providing technical support to the advisers. She studied History at the University of Birmingham and in 2020 successfully completed her Diploma in Regulated Financial Planning. Katy is now our Client Asset Management Executive; she oversees the day-to-day running of our DPAS Switching Service and is responsible for compiling our annual Due Diligence reports and fund research.



Angela Reid SENIOR ADMINISTRATOR

Angela joined AFWM Ltd in January 2020 as an Administrator with a previous background of working for Independent Financial Advisers. Prior to this she has over ten years' experience of the hospitality and events industry including working at several five-star hotels.



Harry Griffiths TRAINEE FINANCIAL ADVISER

Harry joined AFWM in 2022 as a Trainee Independent Financial Adviser. Having graduated from Newcastle University in 2016, he brings with him a wealth of experience in client facing roles. His current role involves supporting our advisers whilst working towards the completion of his Diploma in Regulated Financial Planning. Outside of work he enjoys skiing and surfing.

ST IVES


Rob Baylis BA (Hons) FCA DipPFS
FINANCIAL ADVISER

Rob has a BA Honours Degree in Accountancy from Birmingham Polytechnic and was awarded the tax prize whilst he was there. He qualified as a Chartered Accountant with Price Waterhouse in 1993 and worked for Magneti Marelli, as a Financial Controller and worked as part of the Senior Management team. He spent 15 years in the Renewable Energy Industry including time with Nuon and Vattenfall. During this time he was Head of Finance for the UK, Senior Acquisition Manager UK and Head of Onshore Development England & Wales. Rob joined AFWM Ltd in March 2015 after completing his Diploma in Regulated Financial Planning. Rob gained the additional qualification to become a Pension Transfer Specialist in June 2019.


Luke Zorab BSc (Hons) DipPFS
FINANCIAL ADVISER

Luke started his career in the Royal Air Force before completing his BSc (Honours) degree at Loughborough University. After graduating, he worked for a multinational firm specialising in foreign exchange and international payments. Luke joined the team at our Helston office in June 2021 and worked closely with Ronnie Williams while completing his Diploma in Regulated Financial Planning to become a qualified financial adviser.


Andrew Steward
EXECUTIVE FINANCE ADMINISTRATOR

Andrew is responsible for the day to day reconciliation and processing of commissions, banking and finance, including payroll and accounting processes. He joined AFWM Ltd in October 2019 after working for many years as an administrator and accountant in the local hospitality industry.


Hayley Goodchild BSc (Hons) DipPFS
SENIOR ADMINISTRATOR & RESEARCH ASSISTANT

Hayley joined AFWM Ltd in January 2020 as an Administrator and Research Assistant. Hayley studied Psychology at the University of Plymouth and prior to joining AFWM Ltd was Production Co-ordinator for a Cornish retail company. In 2022 Hayley successfully completed her Diploma in Regulated Financial Planning.

CHUDLEIGH


John Waldie BSc (Hons) DipPFS
CO-FOUNDER, MANAGING DIRECTOR & HEAD OF INVESTMENT COMMITTEE

John obtained a First-Class Aeronautical Engineering degree from Manchester and enjoyed a ten year career with Rolls Royce PLC as a Turbine Technologist. Following this he made the move into Financial Planning and worked for various large firms before founding AFWM Ltd in 2011 with Tom Tripp. John has four Advanced Planning qualifications including Pensions and Investment Portfolio Management, meaning he is able to advise on a superior range of issues and offer a first class service to his clients.


George Galbraith BSc (Hons) MSc DipPFS
FINANCIAL ADVISER

George has achieved a Master's degree with Distinction in Finance and Investment as well as holding a degree in International Relations and Politics from Plymouth University. He now works for AFWM Ltd as a Financial Adviser based at our Chudleigh office. Outside of work, George has a passion for hockey, playing National League for Ashmoor.


Blaise Radford BA (Hons) DipPFS
FINANCIAL ADVISER

After graduating from Durham University with a degree in Economics, Blaise worked in executive search within the Commodity Trading, Banking and Asset Management sectors in London. Blaise returned to Devon and joined our Chudleigh office in June 2021 as a Trainee Financial Adviser and became an integral part of the Switching Team. Having qualified as a financial adviser in June 2022, Blaise now draws on his previous experience to deliver excellent client service when giving holistic financial advice.


Laura Burman
ADMINISTRATION TEAM LEADER - EAST REGION

Laura joined AFWM Ltd in May 2019. She provides administrative support to George Galbraith and Blaise Radford. Prior to joining the team at AFWM Ltd, Laura worked in the health and social care sector for 15 years, the last three of which were spent providing apprenticeships in a work-based training capacity. Laura provides training and mentoring support for our administration team in the East region.

BARNSTAPLE



Zoe Watkins BA (Hons) MA DipPFS FINANCIAL ADVISER

Zoe obtained a First-Class degree in Economics whilst on a soccer scholarship at the University of Science and Arts of Oklahoma followed by a Master's degree in International Relations from the University of Exeter. Having obtained her diploma in Regulated Financial Planning, Zoe is now the financial adviser based at our Barnstaple office. Having previously played football for West Bromwich Albion, Zoe currently plays for Exeter City.



Anthea Bradshaw SENIOR ADMINISTRATOR & OFFICE MANAGER

Anthea joined AFWM Ltd in May 2021 and is based at our Barnstaple office, providing administrative support to Zoe Watkins. Anthea brings with her a wealth of experience, having previously worked in a variety of administrative roles encompassing various industries across the United States, Ireland and the U.K., most recently within the continuing healthcare environment.



Sharon West MARKETING & CHARITY CO-ORDINATOR

Sharon joined AFWM Ltd in May 2021 after a long and varied career in the travel industry spent working for a major UK airline and leading leisure and business travel agencies. Sharon brings with her strong communication and organisational skills and takes responsibility for co-ordinating the large number of events AFWM Ltd sponsors each year, supporting our local communities and working in partnership with our local charities.

SHERBORNE



Dan Driscoll GENERAL MANAGER (EAST)

Dan is a qualified investment adviser and manages the smooth running and development of our Chudleigh, Barnstaple and Sherborne offices. Prior to joining AFWM Ltd in 2021, Dan spent 13 years at Standard Life specialising in helping advisers and their clients with investments, pensions and high net worth financial planning.



Oliver Walker MSc BSc (Hons) DipPFS FINANCIAL ADVISER

Oliver graduated with a Master's degree in Astrophysics from the Autonomous University of Barcelona in 2017. He returned to Cornwall to join AFWM Ltd as a Research Assistant in April 2019 and, alongside this role, completed a Diploma in Regulated Financial Planning. Now a qualified financial adviser, he works at our Sherborne office and strives to provide the highest service to his clients and community alike.



Tabitha Parham DipPFS FINANCIAL ADVISER

Tabitha joined AFWM Ltd in Spring 2021 as a Trainee Financial Adviser supporting our qualified advisers and John Waldie, alongside completing her Diploma in Regulated Financial Planning. Having achieved this in Summer 2022, Tabitha is now looking forward to using her past experiences to give the highest quality financial advice to her clients.



Arran Sawyer BSc (Hons) TRAINEE FINANCIAL ADVISER

Arran graduated with a First Class BSc Honours Degree in Economics from the University of the West of England. As part of the degree, he completed a year-long placement working in accounting, and gained experience within the hospitality industry. Arran is really looking forward to utilising his existing skills and developing new ones whilst obtaining the qualifications to become a Financial Adviser.



Mortgage matters

Let our advisers help you navigate the mortgage minefield and make the right choices for this most important of investments.

- **Are you looking to move home?**
- **Considering purchasing a buy-to-let, holiday home or second home?**
- **When did you last review your mortgage?**
- **Is your current fixed-rate due to expire soon?**
- **Do you have an interest-only mortgage with no repayment vehicle?**
- **Are you looking to help a child or grandchild onto the property ladder?**
- **Are you on your lender's standard variable rate?**
- **Are you paying too much interest?**
- **Do you need to finance a large purchase?**

Your mortgage is most probably the largest commitment and investment that you will ever make.

That is why it is so important to make sure you have the right mortgage for you that suits your individual circumstances.

Fully independent, and directly authorised, our adviser Chris Towell, is able to research every mortgage product available to the independent market, including those which are not available on the high street.

The first appointment is free of charge and we will then provide you with a tailor-made solution for your needs.

We believe in making the mortgage application process easy and straightforward for our clients, helping you to understand mortgages.

We provide our clients with an outstanding supportive service throughout the whole of the mortgage process. Existing clients return to us at renewal and are happy to refer new clients to us.

“

My partner and I are looking forward to moving into our first home thanks to Chris and his expertise. Chris made our mortgage process clear and concise; it was so much easier than handling everything ourselves. He found us a great deal and I will definitely be recommending him to friends and family.

JH, Devon

If you would like to know more please contact either Chris Towell or Jo Allen on 01872 306422 or email chris.towell@afwm.co.uk



Atkins Ferrie Wealth Management

Special Offer

Receive a bottle of
Camel Valley wine
when you refer friends
and family to us...



As a thank you, clients who refer a friend or family member to us will receive a complimentary bottle of Camel Valley wine for each successful referral.¹

Winemakers at Camel Valley vineyard have won countless international awards for their still and sparkling wines, standing firm against major competitors.

Camel Valley is the only UK vineyard to be granted a Royal Warrant after its wines were chosen by the royal family for both a state banquet at Buckingham Palace and the Duchess of Cornwall's birthday reception at Clarence House. Camel Valley's wines are also served in some of the finest restaurants in the country. It is, therefore, no surprise that the vineyard has been heralded as the 'finest wine estate in England'.²

The quality produced by Camel Valley is undoubtedly excellent and we are delighted to present our loyal customers with a bottle.

If you are pleased with the service and advice that you receive from AFWM Ltd, please pass the good news on to your family and friends.

afwm.co.uk | 01872 306422

¹ A referral is deemed successful if our advice is taken up by the referred client

² Matthew Jukes, English Wine Compendium, *Mail Weekend* magazine



An introduction to equity release

Are you over the age of 55 and want to release cash tied up in your property without having to sell up? Then a lifetime mortgage may be a good option for you.

A lifetime mortgage is a form of equity release that allows you to take a tax-free portion of the cash tied up in your home. The amount you can borrow depends on your age and the value of your property.

Unlike a regular mortgage, you are not required to make any repayments before the end of the plan. Instead, each year, interest is added to the loan. The loan and the interest are repaid in full, usually from the sale of your property, when you die or have to go into long-term care.

There are all sorts of reasons you may wish to release cash from your home including but not limited to: home improvements, supplementing your retirement income, purchasing an investment property, gifting to a loved one, a move to a more suitable property or making special purchases.

Independent financial advice should always be sought before considering any form of equity release as it is vital that you are fully informed of the risks and costs.

“
There are all sorts of reasons you may wish to release cash from your home.”

Holiday home mortgages

Our research shows that many holiday home owners and potential holiday home purchasers are not aware that there are specialist mortgages available.



All mortgage providers will require you to put down a deposit and this can be raised in a number of ways including existing savings, inheritance, accessing your pension (if over the age of 55) or by remortgaging your main residential property.

We are specialists in this area and as Independent Financial Advisers we can take into account your individual circumstances and advise you on the most cost-effective and tax-efficient method of buying your holiday home.

If you are intending to purchase your holiday home with cash, you may want to consider financing so you can grow your property portfolio more quickly.

If you would like to discuss your options on either of the above, or would like some help or advice, please contact us for a free consultation. Email: chris.towell@afwm.co.uk or call 01872 306422



National
Trust



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Moments to remember

made in South Somerset

Visit Barrington Court, Montacute House and Lytes Cary Manor for spaces to relax, gardens and countryside to explore and stories to discover.

nationaltrust.org.uk/lytes-cary-manor

For everyone, for ever



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Atkins Ferrie Wealth Management



AFWM Ltd in the community

At Atkins Ferrie Wealth Management we are passionate about helping our community and supporting local charities.

Part of our mission statement is to use our success to help make the world a better place. We achieve this by not only positively transforming the image of financial services, but also investing our time and resources in supporting the community and working in partnership with charities. Over the coming year we are planning to support local charities and causes by sponsoring events in Cornwall, Devon, Dorset and Somerset.

Last year we sponsored more than 30 events across the South West. We work closely with the National Trust, Royal Horticultural Society and Rotary International. We are very pleased to be able to continue this work, and in addition support Falmouth Classics and the Classics & Supercars Show at Sherborne Castle with headline sponsorship at both events in 2022.

We are always keen to hear about what is happening in our local area. If you know about an event or charity that would be interested in our support and would like to discuss sponsorship, please contact our Marketing and Charity Events Co-ordinator by emailing sharon.west@afwm.co.uk

We do hope to see you at some of our planned events, so please check our social media pages for details of where we will be visiting next.

 afwm.co.uk

 [@AFWMLtd](https://twitter.com/AFWMLtd)

 [AtkinsFerrieWealthManagementLTD](https://www.facebook.com/AtkinsFerrieWealthManagementLTD)

CHARITY EVENTS AND ORGANISATIONS THAT WE SUPPORT

South Somerset National Trust

Montacute House
Lytes Cary Manor
Barrington Court
Tintinhull Garden

Cornwall Garden Society

CGS Spring Flower Show

Royal Horticultural Society

RHS Rosemoor Spring Flower Festival
RHS Japanese Weekend
RHS National Rhododendron Show
RHS Rose Festival
RHS Vintage Weekend
RHS Rosemoor Flower Show
RHS Festival of Flavours

Rotary International in Great Britain and Ireland

Rotary 1175 District Conference
Newquay Rotary Golf Day
Coastal Garden Festival

Other Events and Sponsorship

Falmouth Classics
Classics & Supercars at Sherborne Castle
Bovey Tracey Summer Fete
Chudfest Summer Fete
Chudfest Christmas Fayre
Cornwall Home Improvement / Home Build Show
Honiton Agricultural Show
Gillingham & Shaftesbury Show
Spring Countryside Show
Okehampton Show
Frome Agricultural & Cheese Show
Devon Opera



RHS
GARDEN

afwm

Atkins Ferrie Wealth Management

Rosemoor

A perfect day out

Many thanks to Atkins Ferrie Wealth Management for supporting our events

- Spring Flower Festival (Mar)
- Japanese Weekend (Mar)
- Rhododendron Show (Apr)
- Rose Festival (Jun)
- Vintage Weekend (Jul)
- Rosemoor Flower Show (Aug)
- Festival of Flavours (Oct)



Book online at rhs.org.uk/rosemoor
Torrington, Devon, EX38 8PH
Your visit supports
our work as a charity



What is inheritance tax (IHT)?

Our basic guide to this important financial question.

IHT is a tax paid on any money or assets (the estate) exceeding the relevant threshold at time of death, that a person leaves behind when they die. For the tax year 2022/23 the threshold is £325,000. The value of any assets below this amount will not be subject to IHT. Anything over the amount is subject to a 40%* deduction of IHT. *36% if more than 10% of the estate is left to charity.

Married couples and civil partners can pass assets to each other free of tax on death. They can also pass on any of their unused threshold to the surviving partner. An additional 'nil-rate band' will be applied to those leaving their main residence to direct descendants (conditions and qualifying criteria apply). In 2022/23 this band is £175,000.

MINIMISING IHT AND REDUCING YOUR ESTATE

A simple way of reducing your estate is to 'gift' your assets away. However, there are limits to the extent to which you can do this. Below is a list of the limits that apply to certain gifts for the tax year 2022/23:

- Annual Exemption = £3,000 p.a. (you can carry any unused annual exemption forward to the next year, but only for one year)
- Small Gifts Exemption = £250 (as many as you like in a tax year as long as no other exemption has been used on that person)
- Wedding Gifts: £5,000 per child, £2,500 per grandchild. £1,000 to anyone else (e.g. friend)
- Gifts to charities, national museums, universities, the National Trust, political parties and other institutions are exempt in full
- Regular gifts from income after tax are fully exempt provided they fall within normal expenditure and do not impact their standard of living (see Regular Gifts from Normal Income Record opposite)

OTHER WAYS OF REDUCING YOUR IHT LIABILITY

There are other mechanisms that can also be used to reduce your potential IHT liability such as:

- Making a Potentially Exempt Transfer (PET)
- Making a Chargeable Lifetime Transfer (CLT)
- Gifting into a Trust
- Tax-efficient investments that offer benefit such as Business Property Relief (BPR) after two years

RECORDING GIFTS

When you die, the Executors of your estate will need to produce evidence of the gifts made during the last seven years of your life. Keeping a record of this will expedite the process of any HMRC checks.

Also, as gifts made as part of normal expenditure are exempt from IHT, it is good practice to keep a record of your income and normal expenditure. This will support your Executors as it shows that the gifts are regular and evidences that you can afford the gifts through your income without withdrawing them from your capital.

This list is not exhaustive. Please call us on **01872 306422** to book a free, non-obligatory appointment with one of our advisers to discuss your circumstances in more detail.

We recommend this be kept with your will

INHERITANCE TAX GIFT RECORD

DATE OF GIFT	NAME AND RELATIONSHIP OF GIFT RECIPIENT	DESCRIPTION OF ASSETS FORMING GIFTS AND EXEMPTION UTILISED	VALUE AT DATE OF GIFT
<i>e.g. 01/10/19</i>	<i>John Smith (Son)</i>	<i>Cash – annual exemption</i>	<i>£3,000</i>

REGULAR GIFTS FROM NORMAL INCOME RECORD

INCOME	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
Tax year in which gifts made							
Salary							
Pensions							
Bank and other interest							
Investments							
Rents							
Annuities (income element)							
Other							
Minus income tax paid							
Net income							

EXPENDITURE	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
Mortgages							
Insurance							
Household bills							
Council tax							
Travelling costs							
Entertainment							
Holidays							
Nursing home fees							
Other							
Total expenditure							
Surplus (deficit) income for the year							
Gifts made (must not exceed surplus income)							