

THE SCOTSMAN

**IFA
of the
YEAR
2008**



Angus MacDonald and his wife Margaret have been taking advice on how to maximise his retirement income

Looking for growth without too much risk

CASE STUDY

ANGUS MacDonald, 50, is a solicitor who runs a small family law firm in Aberfeldy. He is married and has two children, Robert who is 24 and employed as a chartered surveyor in Edinburgh and Susan who is a medical student at Aberdeen University.

His wife Margaret is a full-time housewife but also does some voluntary work for a local charity.

Over the years, Angus has accumulated an ad hoc collection of self-employed annuity contracts and personal pensions, the majority of which have been last-minute purchases before the tax year end.

As a consequence there is no real structure to his investment strategy.

He has recently consolidated his various pensions into an

investment-only self invested personal pension (Sipp) with Hornbuckle Mitchell – an independent trustee company. To his surprise the current value of his fund is £300,000.

He is seeking advice on how to construct an investment portfolio that will meet his long-term objectives and match his risk profile.

He plans to retire at 60 and would ideally like to have an income in retirement of around £50,000 per annum. He is naturally cautious but realises that he may have to increase his exposure to risk to meet his long-term goals.

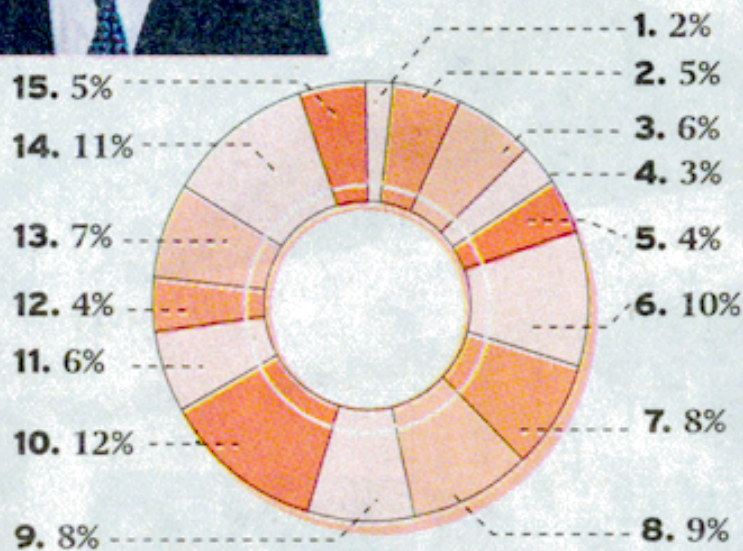
He plans to contribute £10,000 a year into his Sipp.



David Thomson

VWM WEALTH MANAGEMENT

ASSET ALLOCATION



FUND CHOICES

1	Aegon American Equity	£5,760
2	Aegon Investment Grade Bond A	£14,100
3	Artemis European Growth	£17,440
4	Artemis UK Special Situations	£9,670
5	Martin Currie Asia Pacific	£10,970
6	Martin Currie North American	£29,490
7	Resolution Argonaut European Alpha	£23,280
8	Resolution Cartesian UK Opportunities	£25,280
9	SWIP Sterling Index Linked Bond	£23,980
10	SWIP Absolute Return Bond	£33,150
11	Standard Life AAA Income CAT R	£16,800
12	Standard Life Inv Global Index Linked Bond	£12,050
13	Jupiter Financial Opportunities	£18,780
14	JPM Natural Resources	£32,870
15	M&G Corporate Bond A	£13,820

APRIL

£287,440

(JANUARY £300,000)

4.2%

THE first quarter has been a "baptism of fire" for Angus's portfolio. His move to a more growth-focused strategy has coincided with a period of

equity market weakness. As we would not wish him to become concerned at such an early stage and in response to the deterioration in the global

economic outlook we have reduced equities within the portfolio, removed property and increased defensive fixed-interest investments.