

# Trusts – the three Rs

For intermediary use only

**Putting policies under trust not only benefits the customer but can have huge benefits for you as an adviser. This document demonstrates how the three Rs - Referral, Review and Retention - can provide you with a number of opportunities to contact customers.**

## 1. Referrals

Once you have written a policy under trust for one client, there may be opportunities to gain referrals. The trustees of the trust may often have similar protection needs as the client. By recently having been appointed as a trustee, they will already will have protection in the forefront of their mind.

Use our Customer guide for trustees to contact newly appointed trustees and instigate discussion.

## 2. Reviews

It is beneficial for you and the client to conduct a review of the client's trust details. Do their beneficiaries or trustees need updating? While reviewing the trust details, you can find out about their levels of cover.

To arrange for changes to the trust as a result of your review, use the following documents:

- to appoint additional trustees use the Deed of appointment of additional trustees
- to remove existing trustees use the Retirement of trustees
- to combine the appointment of additional trustees and remove existing trustees, use the Deed of appointment and retirement of trustees
- if beneficiaries need updating, use the Appointment of beneficiaries

## 3. Retention

A trust wrapper puts off a predatory 're-broker'. Firstly, it's a job well done and harder to undermine and secondly, for some it's a level of complexity to avoid. In addition, a policyholder who has taken time out to complete a trust and name beneficiaries will be less inclined to just let the policy lapse.

Use the following trust documents for existing policies to ensure that you put a trust on all your appropriate cases even if the "boat was missed" at outset.

[Trust deed flexible \(whole scheme in trust\)](#)

[Trust deed flexible \(split\)](#)

As you can see when you write protection business there are many benefits a trust can bring you and your clients, such as:

- speed of payment
- flexibility to cope with changing circumstances
- tax mitigation

Trusts can help you add that extra dimension of support and service to your clients so that they can get the most out of their cover. Use our Customer guide to trusts to explain the benefits to your clients.

For any further information, contact us on

 **0845 600 3122**†

†Calls may be recorded and may be monitored